

THE TRADE PRESS

The Federation of European Independent Financial Advisers



Helping European advisers navigate regulations

See pages 4/5

DID YOU SEE...?

In this section we highlight any developments at FEIFA over the last month or more, where relevant, which you may have missed - plus any potentially relevant and useful articles from our Associate Members and/or other appropriate sources. For articles in the Member's Hub, you will, of course, need your usual password.

FEIFA Autumn Conference Series

- Webinar 1: Keith Richards & Janus Henderson
- Webinar 2: Rathbones, Dominion and Marlborough
- Webinar 3: Panel discussion with Prestige & IDAD



- Webinar 4: Tilney & Quilter International
- Webinar 5: Novia Global, Utmost Wealth & Andy Gwynn
- Webinar 6: Schroders & TAM Europe
- Webinar 7: VAM, iPensions & Andy Gwynn



Media Content

- [New ESG regulations from 1st Jan 2022](#)
- [European Commission proposes changes to MiFID II](#)

Associates' article

- [Can you inherit digital assets?](#)



Helping European advisers navigate ever-changing regulations

How has TAM Europe Asset Management been assisting?

We have been busy travelling around Europe throughout Q4 2021 in a quest to address advisers' current regulatory headaches.

One theme that has been predominant late in 2021 is the need for a non-conventional approach to a DFM service. At TAM Europe, we believe there is a solution to every problem, and we pride ourselves on finding efficient, dynamic solutions for advisers' varied needs.

The market is ever-evolving which means traditional approaches to business can quickly become outdated. In such a fast-paced regulatory

environment, product providers need to adopt a dynamic approach. For instance, the Malta Financial Services Authority (MFSA) recently announced that all underlying clients in Malta must now be managed by a DFM.

Many of the trust companies gave a short window deadline to observe these rule changes. This in turn brought some instability to the market, with advisers having little time to implement an appropriate solution to continue servicing their clients.

As a locally-licensed DFM in Spain, we are in the fortunate position to be

able to provide European advisers with an all-encompassing discretionary investment solution to suit their needs. So we had no choice but to get straight out on the road in a mission to address advisers' latest problems, and we are delighted to have been viewed by many as having the ideal solution.

Our core objective is to provide advisers with an unrivalled DFM proposition, and we endeavour to continue striving for excellence, and providing solutions to problems, across the continent.

For more information, please contact **Tom Worthington** at tom.worthington@tameurope.com