

# IGM Case Study: London & Oxford Group

Financial Intelligence  
Informa



London & Oxford Group, based in the City of London, is a rapidly growing, innovative financial asset management company providing creative solutions through asset-backed investments to help clients achieve their goals. At London & Oxford Group, investment professionals across multi-functional teams provide world-class deal execution and evaluate their accomplishments based on long term client success.

## HOW CAN WE HELP

London & Oxford Group has been a client of Informa Financial Intelligence for over 3 years. Chris Sutcliffe, a member of the London & Oxford team, works in sales and trading and subscribes to daily fixed income reports along with select equity and FX alerts.

Chris has worked in fixed income since the 1980s, and he believes IGM provides his team with comprehensive fixed income, equity and FX insights to help them manage their private banking and advisory businesses.

*“A key feature of the [IGM] service is the ability to tailor alerts”.*

Chris says, “IGM does not bombard you with lots of information like other services. You receive great market commentary and technical information. At the end of the day, it is good to run through IGM’s reports and market summaries and review fairly decent ideas to recommend to the team.”

## WHY IGM ?

The team goes the extra mile. During events like Brexit, when you need to understand the impact on the FX and rates markets, you can reach out to IGM’s leading FX experts and get an explanation in layman’s terms.

*“Start your morning and see what is fresh in the pipeline. Then look at the latest market review and see what’s coming up. At the end of the day, receive a nice, straight forward tabulated report that shows where deals started, where they priced and what the demand looks like”*

**CHRIS SUTCLIFFE**, LONDON AND OXFORD GROUP

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