



Top Wealth  
Management  
Germany

Walter Sommer and Wolfgang Hemker, managing partners at Grossbötzl, Schmitz & Partner Vermögensverwalterssozietät GmbH and Wolfgang Zinn, managing partner at GS&P Institutional Management GmbH (from left to right).

## Independent asset management made in Düsseldorf 30 years of Grossbötzl, Schmitz & Partner

**“I’d like you to work exclusively for me and I’m prepared to pay you fairly for that. What do you think? Are we on the same page?”**

TEXT: GS&P GROSSBÖTZL, SCHMITZ & PARTNER, TRANSLATION: EMMIE COLLINGE  
PHOTO: GS&P GROSSBÖTZL, SCHMITZ & PARTNER

This conversation, representative of many that followed, formed the basis that led to the launch of Grossbötzl, Schmitz & Partner in 1986. Right from the outset, the partners prided themselves on their extensive experience when it comes to taking care of an individual’s wealth as well as institutional investors. While the idea of specialising in the traditional securities business with a fee-based model, with no conflict of interests, was a purposeful step away from the more common commission-based business model of many banks, this actually became the hallmark of Grossbötzl, Schmitz & Partner. The only way to guarantee that assets are looked after objectively and wisely is to eliminate any conflicting interests that arise from the requirements and personal expectations of the asset holder.

### Their perspective

“Trust can only be built with continuity, integrity and a high level of reliability.

These are not arbitrary flexible terms; they’re a mandatory perspective that form the basis for the way in which Grossbötzl, Schmitz & Partner works.” A statement that was first expressed 30 years ago by the founding partners, this outlook remains the driving force for the company. Despite vast changes in the current capital market landscape, the firm believes that the responsibilities for a classic asset manager have hardly changed.

Every investment decision implemented for their clients comes from the perspective of a businessperson, whether it concerns dealing with pensions or a share portfolio. At the crux is always the clear vision of the classic method of wealth management and the long-standing risks that have always been involved.

Consequently they find that the inappropriate ‘scientific’ justification of opaque

products with questionable success is less than helpful or even sensible.

One of their key roles for their clients is ensuring that their equity investments are strategically made in major, valuable companies. They begin by appraising the attractiveness of the business model, the competitive strength, the sustainability of earning power and a low level of indebtedness. Aside from this, there is naturally a duty to pay a reasonable price on the market as sometimes even the best firms can be overpriced. Here it is about using the relevant assessment tools to not just accept any price but to plan accordingly in a disciplined manner. The success of this approach can be seen in their OP FOOD and GS&P Fonds Family Business with their long and successful history.

What is crucial is that all this takes place in a business culture that recognises wealth management as a specific discipline. This has always been the case and it is a statement that they believe is even more relevant today.

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