

# Intermede Global Partners Inc. Part 2A of Form ADV The Brochure

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This brochure provides information about the qualifications and business practices of Intermede Global Partners Inc. (“**Intermede Global**” or the “**Firm**”). If you have any questions about the contents of this brochure, please contact us at +1 (415) 969 3370. The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority.

Additional information about Intermede Global is also available on the SEC’s website at:  
[www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## Material Changes

There are no material changes to be reported.

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## **Item 4. Advisory Business**

Intermede Global Partners Inc. (“**Intermede Global**” or the “**Firm**”) is a Delaware corporation that operates from an office in San Francisco, California. Intermede Global is 100% owned by Intermede Holdings Limited (“**IHL**”), which is also 100% owner of Intermede Investment Partners Limited’s (“**I IPL**”), an institutional global equity investment manager based in London, United Kingdom. I IPL is authorized and regulated by the Financial Conduct Authority of the United Kingdom and as at December 31, 2018 manages USD2.1378 billion of assets on a discretionary basis for a number of funds, pension funds and other institutional clients. I IPL was founded in 2013 by Barry Dargan, who serves as I IPL’s Chief Executive Officer and a portfolio manager. Mr. Dargan is also the largest individual indirect owner of I IPL and Intermede Global.

I IPL manages a single investment strategy – global equities. I IPL’s investment universe is typically comprised of public companies with a market capitalization of over \$2 billion. Amongst other sectors and based on client needs, client portfolios contain stocks in the information technology and communications services sectors for which Intermede Global provides investment advice and continuous and regular supervisory and management services. Intermede Global responsible for researching suitable information technology and communications services stocks for client portfolios, making buy and sell recommendations to I IPL’s portfolio manager regarding these information technology and communications services stocks and for arranging or effecting the purchase or sale of these stocks for client portfolios.

Intermede Global has one employee, James Kim, who provides investment advice on the information technology and communications services stocks to be included in (or sold from) client portfolios. Mr. Kim has been responsible for the information technology and communications services stocks since he joined I IPL in 2014 and before transferring to Intermede Global in July 2017. Mr. Kim is also an indirect owner in I IPL and Intermede Global. Mr. Kim spends a proportion of his time in London following the establishment of Intermede Global.

Intermede Global has two directors: Mr. Kim and Rupert Mahon. Mr. Kim and Mr. Mahon are also currently directors of I IPL. Mr. Mahon is I IPL’s Chief Operating Officer and Chief Compliance Officer. It is envisaged that a non-executive director to replace Jeff Lee will be appointed to the board shortly.

As of December 31, 2018, the information technology and communications services stocks in clients’ aggregated portfolios managed by I IPL and Intermede Global represented \$577.7 million of assets.

## **Item 5. Fees and Compensation**

Intermede Global provides advisory services to I IPL pursuant to a services agreement between Intermede Global and I IPL. Intermede Global receives fees from I IPL in consideration of the research and investment services that it provides to I IPL on a cost-plus basis.

## **Item 6. Performance Based Fees and Side-by-Side Management**

Neither Intermede Global nor I IPL currently charge performance fees. As described above, the Firm receives fees from I IPL in consideration of the research and investment services that Intermede Global provides to I IPL.

## **Item 7. Types of Clients**

Currently Intermede Global’s only direct client is I IPL, but ultimate clients include a private fund in the United States, a collective investment scheme in Australia, a UCITS fund in Ireland and

several institutional and pension accounts.

## **Item 8. Methods of Analysis, Investment Strategies and Risk of Loss**

### Methods of Analysis and Investment Strategies

As referenced in Item 4. above, Intermede Global is focused on identifying and researching information technology and communications services stocks for IIPL's clients' portfolios, making recommendations to IIPL's portfolio manager regarding the purchase and sale of these information technology and communications services stocks and arranging or effecting the purchase or sale of these stocks.

Intermede Global believes that high quality, high return information technology and communications services companies with good management and strong market positions will outperform if their shares are bought at the right price. Intermede Global therefore looks for information technology and communications services companies with demonstrated long-term sustainable competitive advantages.

The Firm's methods of analysis and research process can be summarized as follows:

- Identify Sustainable Competitive Advantage: The Firm employs a bottom up research process designed to identify information technology and communications services businesses that possess characteristics that enable them to repel competition and sustain high returns.
- Identify Superior Financial Characteristics: The Firm seeks to identify financial characteristics that reflect capacity to generate and sustain strong growth and returns.
- Identify Management and Capital Allocation: The Firm seeks to identify management teams which have a: proven track record, a clear strategy for growth, internal ownership, prudent capital allocation, integrity, and a history of using shareholder funds wisely (no dilutive acquisitions).
- Employ Valuation Discipline: The Firm seeks to identify companies at a significant discount to the Firm's estimate of intrinsic value.

Intermede Global employs detailed due diligence on each information technology and communications services company recommended for client portfolio.

### Risk of Loss

The information technology and communications services stocks identified by the research strategy pursued by Intermede Global as summarized above will, when included in IIPL's clients' portfolios, be subject to normal market fluctuations and other risks inherent in investing in securities. There can be no assurance that any appreciation in the value of investments in these information technology and communications services stocks will occur. The value of investments and the income derived from them may fall as well as rise and investors may not recoup the original amount they invest.

The descriptions contained below are a brief overview of associated risks related to Intermede Global's investment strategies; however, they are not intended to serve as an exhaustive list or a comprehensive description of all risks and conflicts that may arise in connection with the management and operations of Intermede Global's investment strategies.

### General Investment Risks

The information technology and communications services stocks and investment strategy identified and recommended by Intermede Global are highly speculative and involve a high degree of risk due to the nature of the investments employed.

### Limited Operating History

Intermede Global has a limited operating history upon which to evaluate anticipated performance of the information technology and communications services stocks recommended to IIPL for client portfolios.

### General Economic and Market Conditions

The success of the investment activities engaged in by Intermede Global will be affected by general economic and market conditions, such as interest rates, availability of credit, credit defaults, inflation rates, economic uncertainty, changes in laws, trade barriers, currency exchange controls, and national and international political circumstances (including wars, terrorist acts or security operations).

### Specific Risks Relating to Technology Stocks

Investments in technology stocks entail a number of specific risks, including but not limited to: data security issues including cybersecurity breaches; changes in laws and regulations that govern technology companies; intellectual property litigation; intense competition among technology companies; volatility in the prices of technology stocks; and inability to successfully scale business operations.

The foregoing list of risk factors is just a summary of certain risk considerations and does not purport to be a complete explanation of all risks involved in an investment in the strategy.

## **Item 9. Disciplinary Information**

Intermede Global does not have any disciplinary information to disclose.

## **Item 10. Other Financial Industry Activities and Affiliations**

As mentioned previously, IHL which owns 100% of Intermede Global also wholly owns IIPL. National Australia Bank Group (“**NAB**”) owns 40% of the IHL. Intermede Global does not have any material business dealings with National Australia Bank Group. Some assets for non-US clients managed by IIPL are custodied at a NAB affiliate (National Australia Bank, Asset Servicing). Intermede Global is affiliated through common ownership with Nabsecurities, LLC, a broker-dealer based in New York, NY. Intermede Global has no material business dealings with Nabsecurities, LLC. IIPL has a distribution agreement with NAB and this is fulfilled in relation to the United States of America by Nabsecurities, LLC.

## **Item 11. Code of Ethics, Participation or Interest in Client Transactions and Personal Trading**

Intermede Global has adopted a Code of Ethics policy which, among other things, contains provisions designed to (i) prevent improper personal trading by employees; (ii) prevent improper use of material, non-public information about securities recommendations made by Intermede Global or securities holdings of advisory clients and (iii) identify conflicts of interest, including monitoring of gifts and pay-to-play issues that could arise due to political donations by Intermede Global or its personnel.

A copy of Intermede Global's Code of Ethics shall be provided to any investor or prospective investor upon request.

## **Item 12. Brokerage Practices**

Intermede Global does not engage in any brokerage practices in connection with the services it provides to IIPL in relation to client portfolios.

## **Item 13. Review of Accounts**

Intermede Global continuously reviews and monitors the information technology and communications services stocks held in IIPL's clients' portfolios and communicates the results of these reviews to IIPL's portfolio manager.

## **Item 14. Client Referrals and Other Compensation**

Intermede Global has not engaged any third parties to solicit clients. As previously mentioned, IIPL has a marketing arrangement with NAB which is fulfilled by Nabsecurities, LLC in the United States of America.

## **Item 15. Custody**

Intermede Global does not maintain custody of client funds or securities.

## **Item 16. Investment Discretion**

Intermede Global does not have discretionary authority with respect to the information technology and communications services stocks in IIPL's clients' portfolios but it does have continuous and regular supervisory and management responsibilities in relation to those stocks. Intermede Global makes recommendations about the information technology and communications services stocks for client portfolios in a manner consistent with the stated investment objectives and guidelines of the services agreement.

## **Item 17. Voting Client Securities**

Intermede Global does not cast votes for securities but makes recommendations to IIPL upon request regarding proxy votes for the information technology and communications services stocks in IIPL's portfolio.

## **Item 18. Financial Information**

Intermede Global has never filed for bankruptcy and is not aware of any financial condition that is likely to impair its ability to provide services to IIPL for client portfolios.