### Schroders

# **Inside Architas** Beyond the numbers October 25

### A history of Schroders Caroline Shaw, Historical Archivist

Marketing material for professional investors and advisers only



# Origins in Hamburg

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### Christian Matthias Schröder (1742–1821)



Christian Matthias Schröder founded a firm of merchants in Hamburg around 1767.

He built up a small fleet of ships trading around the Baltic and across the Atlantic.





# Merchant bankers in London

### Johann Heinrich Schröder (1784 - 1883)



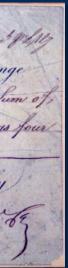
Johann Heinrich Schröder was sent to London by his father in 1802, to join his elder brother.

They quickly diversified into merchant banking activities.

Johann Heinrich set up his own firm in London in 1818.

London the 23 July\_\_\_\_ 1819 For Jul at the Coch get 35/42 flow 1 gold At the Months after date \_\_\_\_ pay this our Second \_ of Exchange First not hand I \_\_\_ to the Order of Mele" THe Ludendorff C the Sum of Four hundred and forty two Sounds Stort at the Exchange of Thirty five Shillings four and a half Sence florn " fr: Sulg\_ Value of Mr & H Brandt and place it to Account \_\_\_\_ as advised by Jo. Mefs " Chr. Matth & Schröder H Offenny Clerioder of Hambu A-230.

Bill of exchange issued by J. Henry Schröder & Co., 1819

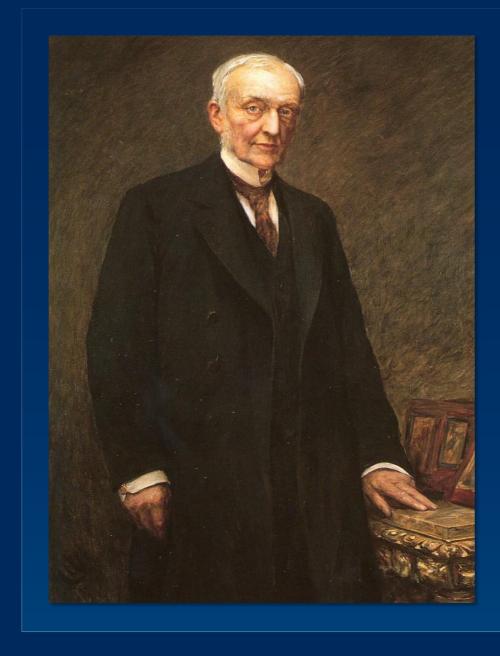




# Financing international development

Baron Sir John Henry Schröder (1825–1910)







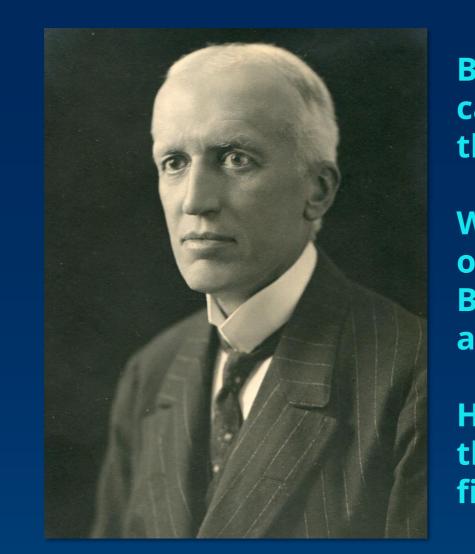
In 1853 the firm began issuing bonds to finance large scale infrastructure projects. These included the first railway in Japan, which opened in 1872.

The baron also helped his royal neighbours with their finances.



### Anglo-German ties

### Baron Bruno von Schröder (1867 - 1940)



By 1914 the firm was, by capital, the second largest of the London merchant banks.

With the outbreak of war, in order to save the firm, Baron Bruno was naturalised as a British subject.

His eldest son was killed on the Eastern Front in 1915, fighting in the German army.

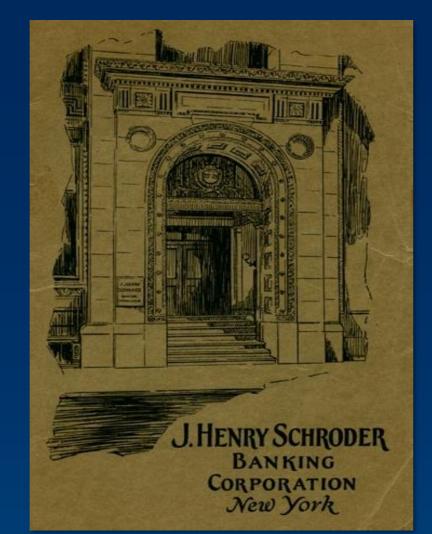


Bruno Schröder (1895–1915), seated front row, third from left. 2<sup>nd</sup> Mecklenburg Dragoons Regiment 18, Convalescent Division, Kowno [Lithuania], September 1915

# Opportunity in America



J. Henry Schroder **Banking Corporation** opens in New York, 1923



the new firm: "Remember, we don't care if you don't make a cent for the first ten years, but just establish Schroders as a first-class name in New York".

# Instructions to



added capital to be paid in, thus bring ing the total paid in capital and surplu to \$3,200,000.

Officers of the American concern a Prentiss N. Gray, President; S. Stephen Pail, Vice President; F. Seaton Pemberton, Secretary and Treasurer, and J. R. Roser, Cashier. Offices of the be at 25 South William Street



Prentice N. Gray, American Importer and Exporter, Heads Branch of London Firm. -----

The commodious and well appointed offices of the J. Henry Schroder Banking Corporation, American branchn of the famous English international house, were opened today at No. 25 South William street. At the same time it was announced that Prentiss N. Gray, inporter and exporter and president of the Czechoslovak-American Corporation, had been appointed president.

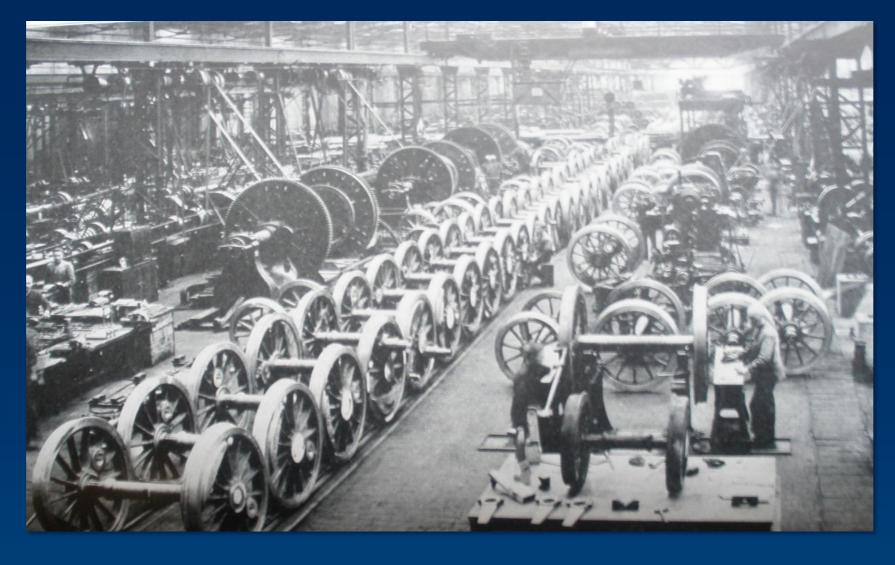
Other officers are Stephen Paul, vice ident; F. Seaton Pemberton, secre



# Investment management

### Continental and Industrial Trust, 1924





# Schroders launched their first investment product in 1924.

# Its first investments were in the industrial sector in Central Europe.

Deutsch-Luxemburgische Bergwerks- und Hütten-AG, Dortmund wheel and axle assembly shop, December 1925



# Fund management – by accident

Captain Loewenstein's fall from his plane, 1928



### Schroders set up an Investment **Department in 1926.**

### In 1928 it was appointed by Alfred Loewenstein's family to look after his extensive portfolio.

Artist's impression of Loewenstein's aircraft, depicted just after he fell to his death, July 1928. *Illustrated London News* and *The Man who Fell from the Sky* (William Norris, 1987)



# Family firm



### Stability in difficult times



In 1931 the governments of Germany, Austria and Hungary declared a 'standstill' on the repayment of all foreign debt.

### This was a serious threat to the firm, but the family ensured its survival.

Three generations of the Schroder family, 1938. Helmut (standing) with, from left to right: his mother, Emma; daughter, Charmaine; wife, Meg; son, Bruno; sister, Marga; and father, Bruno





## Post-war corporate finance

International connections





After the return of the German 'standstill' debts in 1953–1954, the firm could begin to expand.

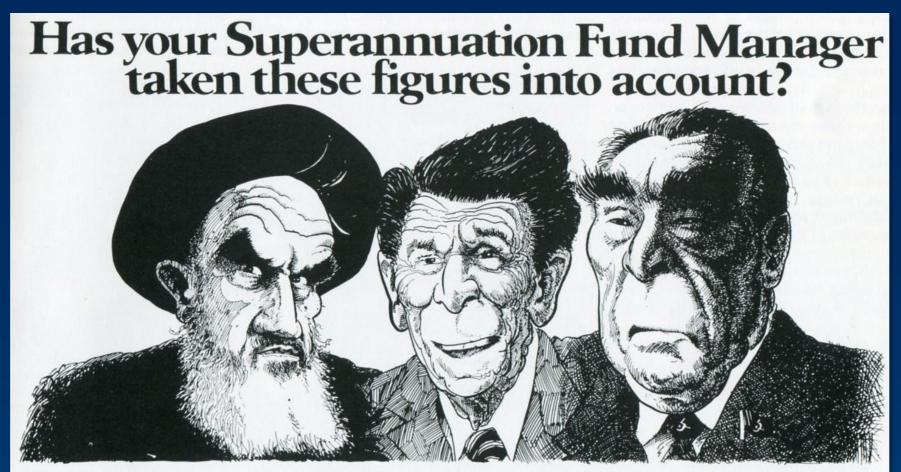
Offices and joint ventures opened around the world. These initially focused on corporate finance activities.

The first Volkswagen factory in Brazil, finance arranged by Schroders, c 1953





#### Sole activity since 2000



Whilst quarterly performance figures are a useful guide to your superfund's present position, they reveal little about the figures above. Yet as history has repeatedly demonstrated, it's figures like these that dramatically alter financial situations.

Here at Schroder Darling, our world-wide

associations enable us to regularly monitor such factors when determining investment policy.

It enables our Investment Division to not only exploit opportunities as they arise, but at the same time plan for long-term security. It's this careful balance of growth and

future security that has enabled us at Schroder

Darling to obtain consistently high results since we commenced our Investment Management Program in 1961.

And it's a way of doing business you'll find common to all divisions of Schröder Darling; banking, corporate finance and the investment division.

Considering the cause and effect nature of all financial matters, shouldn't you be talking to a company that does more than just study figures on paper?

Schroder Darling. The Merchant Bank,

Schroders first investment product was launched in 1924.

We have been managing pension funds since 1947.

Our first unit trust was launched in 1967.

Since 2000, with the sale of the investment banking division to Citigroup, asset management and related businesses have been Schroders' sole activity.

Advertising in Australia, 1982



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funds.

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# Thank you

