

Update on performance – for clients of Financial Advisers



3rd QUARTER 2021 ARC GBP BALANCED PRIVATE CLIENT INDEX (PCI)

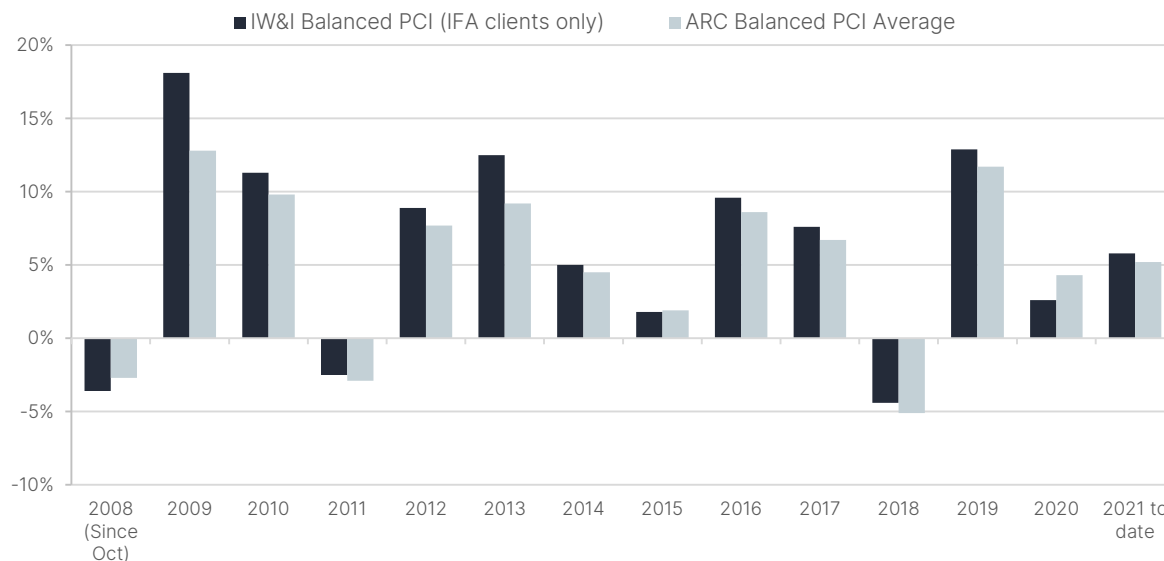
For clients of Financial Advisers only

We are often asked how our portfolios have performed historically but comparing the performance of investment managers has always presented a challenge to the industry given the private nature of the data and differing approaches to risk classification. Asset Risk Consultants (ARC) have an elegant solution in the form of their Investment Managers Indices which are based on actual, net of fees, performance submissions from over 70 investment management firms including Investec Wealth & Investment. To enable like for like comparisons to be made, ARC categorise portfolios by their realised risk (annualised 3 year realised volatility) rather than by their asset allocation or stated investment objective or risk tolerance.

ARC have designated four risk categories and the track record presented below covers qualifying discretionary portfolios that fall into the Balanced category, which groups portfolios with a realised risk level of between 40% and 60% of the risk of equity markets generally. This track record is a good representation of the average investment returns we have achieved in this category, although the bespoke nature of our approach means that individual results will of course differ.

Please note: This document contains performance data for clients of Financial Advisers only.

Discrete Annual Total Return Performance



| Calendar year | IW&I Balanced PCI % (IFA clients only) | ARC Balanced PCI % |
|------------------|--|--------------------|
| 2008 (Since Oct) | -3.6% | -2.7% |
| 2009 | 18.1% | 12.8% |
| 2010 | 11.3% | 9.8% |
| 2011 | -2.5% | -2.9% |
| 2012 | 8.9% | 7.7% |
| 2013 | 12.5% | 9.2% |
| 2014 | 5.0% | 4.5% |
| 2015 | 1.8% | 1.9% |
| 2016 | 9.6% | 8.6% |
| 2017 | 7.6% | 6.7% |
| 2018 | -4.4% | -5.1% |
| 2019 | 12.9% | 11.7% |
| 2020 | 2.6% | 4.3% |
| 2021 to date | 5.8% | 5.2% |

Source for all charts and tables: Asset Risk Consultants and Investec Wealth & Investment (30th September 2021). Performance data for clients of Financial Advisers is stated from October 2008.

Investors should remember that the value of investments, and the income from them, can go down as well as up and that past performance is no guarantee of future returns. You may not get back the capital that you invest.

Historic monthly returns for IW&I PCI – IFA clients only

| IW&I Balanced (IFA clients only) | Jan % | Feb % | Mar % | Apr % | May % | Jun % | Jul % | Aug % | Sep % | Oct % | Nov % | Dec % | YTD |
|-------------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 2008 (Since Oct) | | | | | | | | | | -6.89 | -0.32 | 3.89 | -3.6% |
| 2009 | -2.86 | -2.97 | 1.13 | 5.49 | 2.23 | -0.97 | 3.89 | 5.06 | 3.11 | -0.53 | 1.40 | 2.20 | 18.1% |
| 2010 | -1.59 | 2.25 | 3.98 | 0.08 | -3.28 | -2.05 | 2.82 | 0.19 | 3.86 | 1.79 | -0.81 | 3.84 | 11.3% |
| 2011 | -0.66 | 0.91 | 0.13 | 1.64 | 0.20 | -0.47 | -0.83 | -4.31 | -2.63 | 4.29 | -1.61 | 1.05 | -2.5% |
| 2012 | 2.17 | 2.87 | -0.45 | -0.60 | -2.57 | 1.58 | 1.99 | 1.01 | 0.59 | 0.59 | 1.05 | 0.44 | 8.9% |
| 2013 | 3.65 | 2.17 | 1.36 | 0.76 | 1.47 | -3.09 | 3.39 | -1.27 | 0.35 | 2.86 | -0.26 | 0.67 | 12.5% |
| 2014 | -0.87 | 2.45 | -0.58 | 0.59 | 1.43 | -0.66 | -0.10 | 1.69 | -1.12 | 0.37 | 2.22 | -0.48 | 5.0% |
| 2015 | 1.98 | 1.23 | 0.55 | 0.10 | 1.09 | -2.81 | 1.05 | -2.43 | -1.51 | 2.58 | 0.63 | -0.50 | 1.8% |
| 2016 | -2.02 | 0.57 | 1.66 | 0.41 | 0.56 | 0.65 | 3.83 | 1.69 | 0.25 | 0.71 | -0.99 | 2.02 | 9.6% |
| 2017 | 0.28 | 1.94 | 0.61 | 0.53 | 1.98 | -1.02 | 0.74 | 0.98 | -0.80 | 1.43 | -0.45 | 1.17 | 7.6% |
| 2018 | -0.29 | -1.25 | -1.69 | 2.54 | 1.29 | -0.20 | 1.13 | 0.27 | -0.51 | -2.75 | 0.00 | -2.90 | -4.4% |
| 2019 | 2.88 | 0.98 | 1.26 | 2.18 | -0.98 | 2.05 | 2.28 | -0.82 | 0.47 | -0.71 | 1.51 | 1.19 | 12.9% |
| 2020 | -0.24 | -4.09 | -8.24 | 4.69 | 2.66 | 1.17 | 0.33 | 1.48 | -0.38 | -1.26 | 5.54 | 1.65 | 2.6% |
| 2021 to date | -0.41 | -0.24 | 1.54 | 2.72 | 0.28 | 0.96 | 1.08 | 1.72 | -1.86 | | | | 5.8% |

Source for all charts and tables: Asset Risk Consultants and Investec Wealth & Investment (30th September 2021).
Performance data for clients of Financial Advisers is stated from October 2008.

Important Information

The data used to calculate the performance figures consists of all of our discretionary managed clients with a portfolio value greater than the USD equivalent of £200,000 and where all stocks are managed within the portfolio by IW&I. Both the ARC PCI and the IW&I PCI are calculated on a simple average basis. Classification of portfolios is carried out by ARC using historic risk relative to the risk of global equities. ARC's risk categories may not match the risk and return objectives of all underlying portfolios. All data is net of fees. Average performance data will not necessarily reflect the returns achieved by individual portfolios.

Changes in rates of exchange may have an adverse effect on the value of or the return from investments denominated in other currencies.

Investors should remember that the value of investments, and the income from them, can go down as well as up and that past performance is no guarantee of future returns. You may not recover what you invest. The information contained in this publication does not constitute a personal recommendation and the investment or investment services referred to may not be suitable for all investors; therefore we strongly recommend you consult your Professional Adviser before taking any action. Copyright Investec Wealth & Investment Limited. Reproduction prohibited without permission.

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