

Investec Wealth & Investment (IW&I) Bespoke Discretionary Fund Management:

Client portfolios are built and actively managed on a discretionary basis, in line with the specified investment objectives as agreed with the client's financial adviser.

Our DFM service offers both traditional and alternative investment strategies and accommodates a variety of investment objectives.

This solution is considered the 'traditional' wealth management service and is available to retail clients, via their FCA authorised Financial Adviser, with investments over £150,000.

What type of investor is this service suitable for?

FCA authorised Financial Advisers should only target this service to Retail Clients.

IW&I relies on the information provided by the FCA authorised Financial Adviser about the client to determine the suitability of any investment for the client's portfolio. IW&I has a contractual relationship both with the Financial Adviser and their underlying clients and agrees to provide the service under the Terms and Conditions dedicated to this service (available upon request).

What is the target market for this service?

Retail clients investing with IW&I:

- Must have capacity and willingness to accept a degree of loss of capital,
- Are comfortable with exposure to investment risk, and
- The required risk must not exceed the client's risk capacity (i.e.: the risk the client needs to take to achieve their chosen objectives must not exceed the risk the client is willing and/or able to take).

The retail client must also have a relationship with an FCA authorised Financial Adviser who is responsible for assessing suitability and can assist the client with understanding the investment proposal and the risks attached to the services offered by IW&I.

Negative Target market:

Our DFM service is not suitable for retail clients that are:

- Seeking full capital protection
- Have no ability to bear loss
- Require a fully guaranteed income or a fully predictable return profile

Our DFM service is not suitable for clients with investments below £150,000.

How does DFM meet your clients' objectives and needs?

Time horizon:

- Low risk profiles: minimum of three years
- Low-medium risk profiles: minimum of three years
- Medium risk profiles: minimum of five years
- Medium-high risk profiles: minimum of five years
- High risk profiles: minimum of seven years

Maturity date: Our DFM service has no fixed maturity date

Preservation of capital: capital is at risk

Investment objective: our DFM service offers the opportunity for:

- A balanced return from income and capital growth
- Primarily to maximise income
- Primarily to maximise capital growth

How can your clients access our DFM offering?

This service is only available to retail clients via FCA authorised financial advisers.

Belfast	02890 321002	Cheltenham	01242 514756	Guildford	01483 304707	Manchester	0161 832 6868
Birmingham	0121 232 0700	Edinburgh	0131 226 5000	Leeds	0113 245 4488	Sheffield	0114 275 5100
Bournemouth	01202 208100	Exeter	01392 204404	Liverpool	0151 227 2030		
Bristol	01172 444 860	Glasgow	0141 333 9323	London	020 7597 1234		

investecwin.co.uk

This document is for professional financial advisers only and is not intended for retail clients.

The information in this document is for private circulation and is believed to be correct but cannot be guaranteed. Opinions, interpretations and conclusions represent our judgement as of this date and are subject to change. The Company and its related Companies, directors, employees and clients may have positions or engage in transactions in any of the securities mentioned. Past performance is not necessarily a guide to future performance. The value of shares, and the income derived from them, may fall as well as rise. 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. Copyright Investec Wealth & Investment Limited. Reproduction prohibited without permission.

