Investec
Wealth & Investment

Investment management services for clients of financial advisers

Personal, professional service in partnership with your financial adviser

"Our job is to offer you, as a client or potential client, a service of the highest possible standard delivered by high calibre people with expertise and integrity. It is as simple as that"

Jonathan Wragg, CEO

Make your life easier

Structuring your investments

At Investec Wealth & Investment our bespoke investment management services have been specifically designed to work in conjunction with you and your financial adviser.

Our aim is to work with your adviser and you to create and proactively manage a bespoke solution for your investments, which may encompass a directly held portfolio, ISAs, offshore wrappers, SIPPs, pension funds and trust assets or a combination of all.

We consider both traditional and alternative investment strategies and asset allocation in order to meet your specific investment requirements, as determined in discussions with your adviser.

The moment your adviser contacts us to discuss your objectives, we assign a dedicated investment manager to work with you both to create a bespoke solution. We are well known in the industry for delivering out of the ordinary levels of service and this, too, is something you can count on.

Personal service, expert solutions, widespread benefits

When you and your financial adviser make the decision to appoint Investec Wealth & Investment as your partners to manage your investments, the benefits of our bespoke service become abundantly clear:

Basis of advice

Investec Wealth & Investment offer 'restricted' advice services to the clients of financial advisers. We have decided that the 'restricted' route is most suitable for these clients. This is because our investment managers specialise in these services and do not provide advice on all Retail Investment Products (RIPs) e.g. life policies. For more information please refer to our document *Retail Distribution Review update for Clients of Financial Advisers*, which can be downloaded from our website.

Flexible income payments

We collect all dividends and interest on your behalf and can arrange for income to be paid into a designated bank account on a regular basis. Alternatively, we can offer standing order and drawdown facilities.

Reports, valuations and consolidated tax vouchers

A comprehensive annual report incorporating a consolidated tax voucher and capital gains tax report is provided to you and your financial adviser, where required, to assist in the preparation of your tax return. We will also provide regular valuations along with our comments on the performance of your investments throughout the period.

Online portfolio valuation service

You and your financial adviser can access portfolio valuations and statements via our dedicated website.

Taxation management

We have expertise in utilising your annual tax allowances as well as managing monies in tax-efficient wrappers.

In specie transfers

We can transfer your existing investments into your account with us without encashment (subject to the terms of your existing provider).

ISAs

As part of your investment solution, existing ISAs can be incorporated, whilst working with your financial adviser to potentially incorporate current and future years allowances where appropriate.

Security of your assets

For even greater peace of mind, we have market-leading insurance and professional indemnity cover in the unlikely event of a loss of client assets through criminal negligence. We consider this an important part of our commitment to protect client assets. Your assets are held in our wholly owned nominee company and are completely ring fenced from the Investec group.

The value of investments and the income derived from them may go down as well as up and you may not necessarily get back the amount you invested.

Enduring values. Modern methods

Our investment managers adopt a group-wide investment process, one that ensures a structured and disciplined approach through access to our extensive research capabilities (as demonstrated by the investment process chart on the following page).

We constantly bring together the best ideas of all the firm's resources in pursuit of our aim to deliver consistently good risk-adjusted returns for your portfolio. Efficient and streamlined, our independent research department and our experienced investment managers are organised into specialist teams to focus on three core areas: asset allocation, stock and sector allocation and collective funds.

Asset allocation

The Asset Allocation Committee meets monthly to formulate the recommended split between assets to be held in clients' portfolios and discuss which areas to invest in geographically. They consider trends in global economies, interest rates and currencies, and appraise forecasts for corporate profits and dividends.

Stock and sector allocation

The Stock Sector Committee meets regularly to review changes in core list UK equities, to initiate changes in sector views and to confirm, or question, changes in sector or stock recommendations. The aim is to maintain an analytically driven process, without losing the ability to make timely, tactical calls.

Collective funds

The Collectives Committee meets regularly to review changes in the core collectives list and respond to developments in fund performance, valuation or manager turnover. Reviewing and selecting our favoured ethical, commercial property, hedge and structured products falls within the remit of this group.

> “We constantly bring together the best ideas of all the firm’s resources”

Investment process

External information	Meetings with	Research from	Analysis
Services & media	fund managers, economists, strategists, analysts, companies	major UK, European & US investment houses	Fundamental, quantitative & technical

Comprehensive inputs

↓

In-house analysis

Weekly forum

Asset Allocation Committee
Collective Funds Committee
Stock Sector Committee

Morning meeting

Collegiate style

↓

Strategic

Asset allocation
+
Sector weightings
+
Stock selection

Tactical

Framework recommendations

↓

Application to your portfolio

Bespoke application

A genuinely bespoke service

Service Description

It is extremely important that clients understand the services we offer and we provide a clear explanation here:

Discretionary Portfolio Management – this means that IW&I manages your portfolio in line with specified investment objectives as agreed with you and within your particular risk profile. IW&I has full authority at our discretion to buy and sell particular shares, funds and investments without prior reference to you, and to enter into any kind of transaction or arrangement for your account which is in line with agreed criteria. Discretionary Portfolio Management is preferred by most clients as it simplifies what can be a complicated investment management process and is often seen as the 'traditional' wealth management service.

Our bespoke portfolio option is the key feature of our service. This can be tailored to meet your specific investment objectives and is highly flexible. It allows us to offer both traditional and alternative investment strategies, which may take into account any ethical, high income and drawdown requirements, or alternatively, incorporate existing investments. We are happy to advise you, and your financial adviser, on the most suitable asset allocation to meet your requirements.

The benefits of discretion

Once the make up of your bespoke portfolio has been agreed, we manage the portfolio on a discretionary basis. This enables us to handle day-to-day decision making and allows us to respond quickly and efficiently to market changes or opportunities that are in your best interests.

"Our bespoke portfolio option is the key feature of our service"

We have introduced ourselves, and now would like to get to know you better

Great relationships start with a conversation. That is why we place so much value on them.

We would like to think such a conversation would be mutually beneficial and they always take place in the strictest confidence. It costs nothing for your adviser to invite us to sit around the table to discuss your requirements and our solutions. The outcome could reap the rewards you are seeking.

Should your adviser feel that it would be beneficial to have a meeting with us, we are never too far away. We have 15 offices around the country, and you and your adviser are always welcome to spend time with us, or we will happily travel to you.

We want to be a part of helping you to take care of your future and look forward to working for you soon.

investecdfm.co.uk

A snapshot of our business

What we do

The heart of our business is investment management for individuals, charities, trusts and clients of financial advisers. We invest on behalf of our clients on a bespoke basis, seeking the best and most tax-efficient returns on their capital at all times.

Who we are

The firm's foundation goes back to 1827 and our history is closely linked to the development of the financial sector in the United Kingdom. Historic stockbroking firms Rensburg, Carr Sheppards Crosthwaite and Williams de Broë form a proud part of our DNA.

We believe that our firm is attractive to our clients because we are small enough to be agile and responsive but, at the same time, offer more resource, depth of expertise and robust systems compared with smaller firms.

Our approach allows us the freedom to build investment portfolios appropriate for the needs of each individual client, without bias.

Experience counts

Investec Wealth & Investment is ideally positioned to help our direct and intermediary clients meet their long-term investment objectives. Many of our investment managers have been with us for over two decades, so you can be sure that the level of expertise available to you is of the highest quality and that our people are sincere about forming a long-lasting business relationship with you.

Where we are

The firm currently manages £34.3 billion* of funds for our clients from 15 specialist offices stretching from Edinburgh to Exeter. With the dynamism and strength of Investec Group to draw on for further expertise and resources as required, you can be assured of excellence and a business that prides itself on being there for our clients when they need us.

*As at 30 September 2017.

Out of the Ordinary

The information contained within this brochure does not constitute financial advice or a personal recommendation. 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. References to taxation are based on our current understanding of the legislation but we do not represent that it is accurate or complete and it should not be relied upon as such. Tax laws are subject to change.

Bath	01225 341580	**Edinburgh**	0131 226 5000	**Liverpool**	0151 227 2030
Belfast	02890 321002	**Exeter**	01392 204404	**London**	020 7597 1234
Birmingham	0121 232 0700	**Glasgow**	0141 333 9323	**Manchester**	0161 832 6868
Bournemouth	01202 208100	**Guildford**	01483 304707	**Reigate**	01737 224223
Cheltenham	01242 514756	**Leeds**	0113 245 4488	**Sheffield**	0114 275 5100

investecdfm.co.uk

IWI236 v9 05/18