

Investment management  
services for  
financial advisers

So you can focus on your clients





# Make your life easier

What do you do when your client needs investment management? Outsourcing may be one of the best solutions.

Investec Wealth & Investment has worked closely with financial advisers for almost 25 years and has gained a unique understanding of the specific needs of financial advisers and their clients. Our aim is to help make your life easier.

Our bespoke discretionary portfolio management service has been specifically designed to work in conjunction with you for the management of client portfolios, ISAs, offshore wrappers, SIPPs, pension funds and trust assets.

The basis of our service is constructed around a bespoke portfolio for your client. We can therefore incorporate your client's existing investments and consider both traditional and alternative investment strategies and asset allocations to meet their specific requirements.

The moment you ask us to manage your client's investments we assign a dedicated investment manager to work with you and your client. We aim to build a partnership and are well known in the industry for delivering out of the ordinary levels of service. The strength of our process is that it allows a detailed strategy to be implemented across a number of different investment mediums, wrappers and platforms, to assist in applying a comprehensive investment process across the whole of your client's assets.

# Personal service, expert solutions, widespread benefits

Engage Investec Wealth & Investment to work with you to build your client's wealth, and help you build your business.

The benefits of our bespoke discretionary service will soon become abundantly clear:

## **Build your business, while we manage your client's money**

Outsourcing day-to-day investment work will allow you more time to focus on building client relationships and new business.

## **Reduced compliance burden**

We take responsibility for ensuring on an ongoing basis the investments within your client's portfolios remain appropriate and within the overall parameters you have set for the client's objectives and attitude to risk.

## **Taxation management**

We have expertise in utilising your client's annual tax allowances as well as managing monies in tax-efficient wrappers, where appropriate.

## **In specie transfers**

Your client's existing investments can be transferred into their account with us without encashment (subject to the terms of the existing provider). Existing ISAs can be incorporated as part of your client's investment portfolio.

## **Transparent and regular reporting**

A comprehensive annual report incorporating a consolidated tax voucher and capital gains tax report is provided, where appropriate, to assist in the preparation of your client's tax return. We will also provide regular valuations along with our comments on the performance of your client's investments throughout the period. We are always happy to meet in person when appropriate.

## Online portfolio valuation service

You and your client can access portfolio valuations and statements via our dedicated website. This also provides access to your Agency statements which reflect any adviser agreed remuneration taken.

## Security

For even greater peace of mind, we have market-leading insurance and professional indemnity cover. We consider this an important part of our commitment to protect client assets.

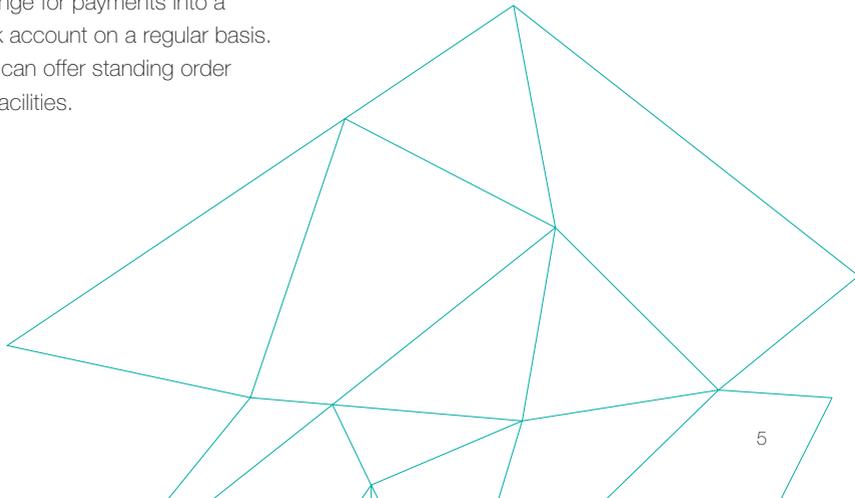
## Flexible income payments

For clients requiring ongoing income payments, we collect all dividends and interest and arrange for payments into a designated bank account on a regular basis. Alternatively, we can offer standing order and drawdown facilities.

## Basis of advice

Investec Wealth & Investment offer 'restricted' advice services to your clients. We have decided that the 'restricted' route is most suitable for the investment management services which we provide to your clients. This is because our investment managers specialise in these services and do not provide advice on all Retail Investment Products (RIPs).

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 goal to deliver consistently good risk-adjusted returns for your client. 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 your client's 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

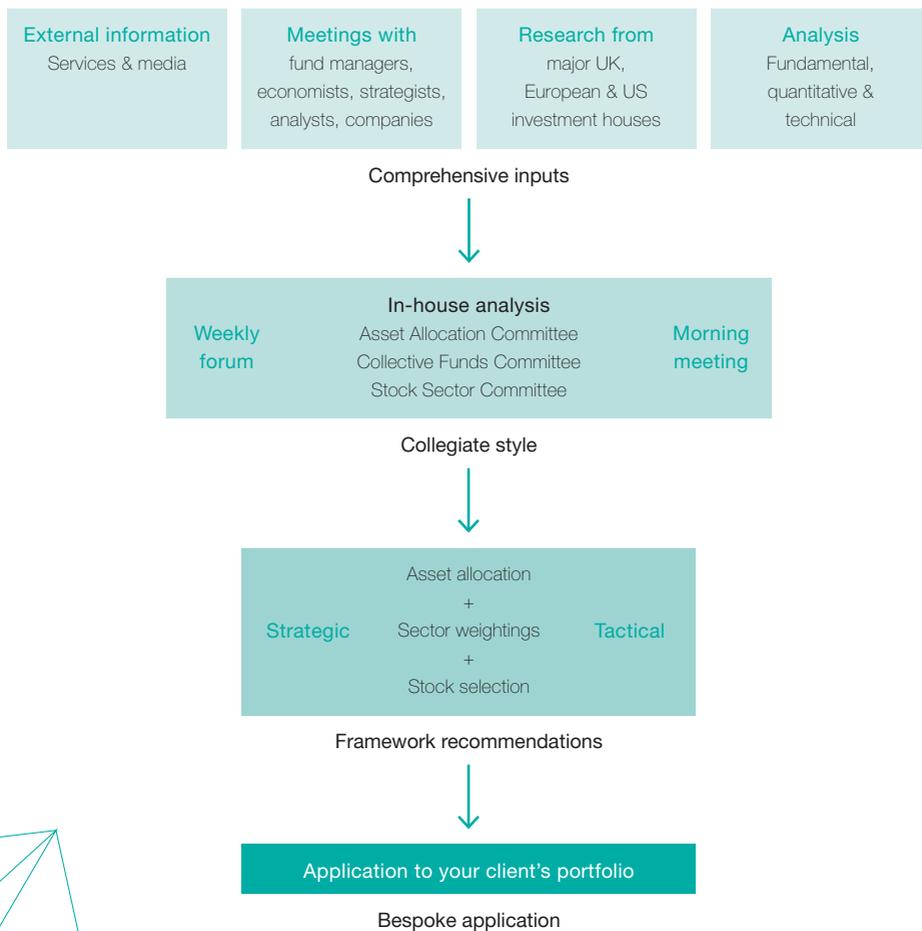
The Stock Sector Committee meets regularly to review changes in core list UK equities, to initiate changes in sector views and to confirm, or question, changes in sector or stock recommendations. The aim is to maintain an analytically driven process, without losing the ability of analysts or strategists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



# 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 approach to discretionary management is the key feature of our service. This can be tailored to meet your client's specific investment objectives and is highly flexible. It allows us to offer traditional and alternative investment strategies, which may take into account your client's ethical, high income and drawdown requirements, or alternatively, incorporate existing investments. We are happy to advise you, and your client, on the most suitable asset allocation to meet their objectives.

## The benefits of discretion

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

## Panels and platforms

We work closely with all the leading panels and investment platforms. A complete list of all providers where we can apply our discretionary process is available on request.

# 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.

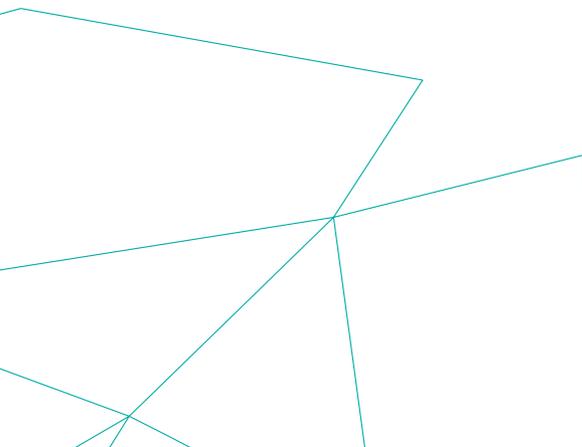
We would like to think such a conversation would be mutually beneficial and they always take place in the strictest confidence. It costs nothing to talk to an investment manager at Investec Wealth & Investment, yet the outcome could reap the rewards you are seeking for your client.

One-to-one meetings have proven to be very beneficial in building strong relationships and, with 15 offices around the country, we are never too far away. We will travel to you or you are always welcome to spend time with us at one of our offices.

We look forward to hearing from you soon and wish you and your client well for the future.

We are committed to supporting our financial adviser partners and if there are any specific questions that you have or additional information needed please do not hesitate to contact any of our offices or Mark Stevens, Head of Intermediary Services, on 020 7597 1683 or email [mark.stevens@investecwin.co.uk](mailto:mark.stevens@investecwin.co.uk)

**[investecdfm.co.uk](http://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.

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