

Discretionary Investment Management

For Clients Introduced by Professional Advisers

Our Discretionary Investment Management Service is designed for clients who work with a professional financial adviser. We combine our investment expertise with your adviser's knowledge of your broader financial needs, to deliver a portfolio that is tailored to you.

How Our Partnership Works

- **Your Adviser's Role** - Your adviser remains your main point of contact for your overall financial planning. They understand your personal circumstances, goals, and preferences, and share these with us (with your permission).
- **Our Investment Expertise** - Our dedicated investment professionals work closely with your adviser and with you. We build a direct relationship with you, guided by your adviser's insights, to ensure your portfolio is suitable and remains aligned with your needs.
- **Shared Responsibility** - Both your adviser and our team are responsible for ensuring your investments remain suitable for you. We regularly review your portfolio and update your adviser and you, making changes as your circumstances or the markets change.

What does discretionary management mean?

Discretionary management means you entrust day-to-day investment decisions to our experienced professionals. You set the direction, your financial goals, risk comfort level, and preferences, while we handle the complex work of selecting and managing investments to help protect and grow your wealth.

Our Discretionary Service?

We provide expert portfolio management for individuals and families, freeing you from daily investment decisions while benefiting from our expertise. Our global approach finds opportunities across diverse markets, with every decision guided by your specific goals.

We will:

- Create a portfolio based on your unique circumstances
- Make investment decisions on your behalf, within agreed parameters
- Monitor and adjust your investments as markets change

- Provide regular updates and clear reporting
- Arrange income payments and withdrawals if needed
- Review your needs regularly to keep investments on track

You will receive:

- A portfolio tailored to your goals and risk comfort level
- Personal service from a dedicated investment director
- Professional management with access to global investment opportunities
- Regular income payments or withdrawals if required
- Comprehensive reporting, including quarterly valuations and tax information
- Secure online access to your investments
- Support with all investment administration

The benefits of our service

- **No need to sell existing investments** - We can transfer them directly, potentially avoiding Capital Gains Tax
- **Professional expertise** - Access to our team's collective knowledge
- **Time saving** - We handle research, monitoring and paperwork
- **Quick decision-making** - Prompt action on opportunities or market changes
- **Personalised approach** - Your portfolio is tailored to your needs
- **Regular reviews** - We ensure your investments remain appropriate
- **Tax awareness** - We consider tax implications when managing your portfolio

Is this service right for me?

Our service is designed for clients who:

- Value a partnership between their adviser and investment manager
- Prefer to delegate investment decisions to professionals
- Want a portfolio tailored to their unique needs and goals
- Value tax-efficient investing
- Have financial goals that need more than cash savings
- Have investable assets for medium to long-term goals (typically 5+ years)
- May have ethical or sustainable investment preferences

Are comfortable with some investment risk

This service may not be suitable if you:

- Want to make your own investment decisions
- Cannot accept any investment risk
- Need guaranteed returns or full capital protection
- Have a very short timeframe (less than two years)
- Need daily access to all your money

What account types are supported?

We can manage investments across:

- General Investment Accounts (GIAs)
- Individual Savings Accounts (ISAs and JISAs)
- Self-Invested Personal Pensions (SIPPs), subject to provider agreement
- Offshore and Onshore Bonds, subject to provider agreement
- Charity, Corporate and Trust accounts

Where are your investments held?

Your investments are held by AJ Bell Securities Ltd, one of the UK's largest investment platforms, providing:

- **Enhanced Security** - Your assets are held separately from our company's assets
- **Regulatory protection** - AJ Bell is regulated by the Financial Conduct Authority
- **Investment Focus** - This allows our team to concentrate on managing your investments

Our Portfolio Management Approach

We focus on helping you achieve your personal financial goals through research-led, client-focused portfolios designed to achieve real returns over the long term. We balance protection against market falls with opportunities for growth. For us, risk means the likelihood of achieving your required investment returns to meet your financial objectives, not short-term market volatility.

Key principles include:

- Portfolios designed with your personal objectives in mind
- Prudent management of your money
- Investments chosen for quality, value, and long-term potential
- Active management responding to changing markets
- Diversification across asset classes and regions
- Consideration of tax consequences and costs
- Disciplined oversight process

We offer six broad investment strategies, designed to meet a range of objectives and attitudes to risk.

- **UK Gilt Portfolio** – Focused on liquidity and capital preservation and nominal returns greater than cash, over the short term
- **Conservative Portfolio** – Diversified, multi-asset, risk managed approach, focused on capital preservation and nominal returns greater than cash, over the short to-medium term
- **Real Return Portfolio** - Diversified, multi-asset, risk managed approach, focused on balancing capital preservation and real growth greater than inflation, over the medium-to-long term
- **Steady Growth Portfolio** – Diversified, multi-asset, risk managed approach, focused on real capital growth greater than inflation, over the medium-to-long term
- **Total Return Portfolio** – Diversified, multi-asset, risk managed approach, focused on real capital growth greater than inflation, over the long term
- **Global Equity Portfolio** – Focused on real capital growth greater than inflation from global equities, over the very long term

Each investment strategy is tailored and adapted to your specific needs, and our financial professionals will work with you to determine which strategy best suits your needs.

Understanding the risks

All investments carry risk

- **Market Risk** – Investments can go down as well as up
- **Income Risk** – Investment income isn't guaranteed
- **Liquidity Risk** – Some investments may be harder to sell quickly
- **Inflation Risk** – Rising prices can reduce the buying power of your money
- **Currency Risk** – Foreign investments may be affected by exchange rates
- **Suitability Risk** – Poorly matched portfolios may underperform

We help you and your adviser understand these risks and ensure they align with your comfort level.

Supporting vulnerable clients

We support all clients, including those who may be vulnerable due to health, life events, or other circumstances. Our services can operate under Power of Attorney if needed.

Our fees

Our financial professionals prefer to talk through our services and fees with you, however, details of our fees and charges you can expect are summarised below.

- **Annual Management Fee** – up to 0.50% of the value of your portfolio (plus VAT).
- **Annual Custody & Settlement Fee** – up to 0.25% of the value of your portfolio.
- **No Transaction Charges** – for buying and selling investments
- **No Onboarding & Exit Charges** – for transferring your investments to or from us

Your adviser may charge separately for their financial planning advice. With your permission, we can facilitate the payment of these adviser charges from your portfolio.

Please refer to our Schedule of Fees and Charges for full details. A personalised example with illustrative charges will be included in your Investment Proposal.

Next steps

If you are interested in our service:

- Speak to your adviser about whether our service is right for you.
- Meet with your adviser and our investment professional to discuss your goals and preferences.

- We will create a personalised investment proposal, with input from both you and your adviser.
- Once you decide to proceed, we'll set up your account and begin managing your portfolio.
- You and your adviser will receive regular updates and reviews.

This factsheet is for information only and does not constitute personal advice. Please speak to your adviser if you have any questions or concerns

Important things to remember

All the solutions we offer involve some form of investment risk and you should be aware that the value of investments can fall in value, so you could get back less than the original capital you invested.

Whilst the rules we refer to are those that currently apply, they can change over time and their value and how you are taxed will depend on your personal circumstances, and tax rules at the time.

You have sole responsibility for the management of your tax and legal affairs including all applicable tax filings and payments and for complying with the applicable laws and regulations.

We may provide guidance on using tax-efficient structures such as making use of tax allowances. We are not specialist tax advisers and will not provide you with tax or legal advice and recommend that you obtain your own independent tax and legal advice, tailored to your individual circumstances.

Contact us

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