



# The power of partnerships.

Discretionary Investment Management



## Contents

- 1. Introduction
- 2-3. Investment philosophy
- 4-5. The relationship
- 6-15. Our range of services
- 16-17. Working together
- 18-19. Out of the Ordinary service
- 20-21. Who we are
- 21-23. Research and analysis
- 24-25. Where we are
- 26. Why you should choose us



# Your partners for the long haul.

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At Investec, we are perfectly poised to help you achieve your long-term investment goals.

As you and your Adviser consider how to fund your long-term future, you need the people managing your investments to demonstrate long-term vision.

Many of our Investment Managers have been with us for over two decades, so you can trust their expertise and be sure that they are committed to building a long-lasting business relationship with you.

As you would expect, our people are attentive, responsive and pro-active. To reinforce their efforts, we have built an unrivalled support system of resource, depth of expertise and robust systems.

The way we work gives our experienced Investment Managers the freedom to build you an investment portfolio that perfectly suits your needs, without any bias.

# There is only one factor that governs our investment decisions.

# You.

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Our investment philosophy is based entirely on what's right for you.

Once you and your Adviser have agreed the most suitable investment mandate, your dedicated Investment Manager will work closely with your Adviser to ensure they create the most appropriate investment portfolio to meet your agreed needs.






## The relationship

# Before we build a portfolio, we build a relationship.

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Every great relationship begins with a conversation.  
(Though we tend to do more listening than talking.)

A hand holding a dark blue mug in front of a bookshelf. The background is a blurred bookshelf with various books. The hand is holding the handle of the mug, and the mug is partially filled with a dark liquid. The overall scene suggests a quiet moment of reflection or conversation in a library or study.

**‘ We will work with you and  
your Adviser to position your  
investments appropriately ’**



Once you have discussed your everyday financial requirements and your long-term goals with your Adviser, they will advise your dedicated Investment Manager of your agreed mandate.

We can then work closely with you and your Adviser to position your investments within your chosen risk level and with your long-term goals firmly in focus.



# One-size-fits-all never fits anyone.

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To meet your individual needs,  
we create bespoke solutions.

With our discretionary fund management service (DFM), your Investment Manager will create an individual portfolio of investments that match your unique objectives as agreed with your Adviser. They will then manage it on a 'discretionary basis', which means that you do not need to get involved with the day-to-day decision-making side of investing – such as deciding where to invest or worrying about when to buy or sell.

All of this will be taken care of by your Investment Manager.

Discretionary fund management is a cornerstone of our service because it is highly flexible. Through it, we can offer both traditional and alternative investment strategies, and accommodate your investment objectives such as ethical, growth, high income or drawdown.

It allows your Investment Manager to manage portfolios which may encompass investments of ISAs, joint and sole accounts, trust assets, charities and companies, or a combination of all of them. It can also hold your existing investments. It is available for portfolios greater than £150,000.






**‘ Your Investment  
Manager will  
assemble an  
individual  
portfolio of  
investments  
that match your  
unique objectives ’**

Our range of services

# Target the income you want when you retire.

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Enjoy a more predictable, less volatile way to  
drawdown income in your retirement.



**‘ A regular income in retirement and  
the opportunity for future growth ’**

If you have a pension portfolio, are looking to have greater certainty of income in the early years of your retirement and want less exposure of your portfolio to market risk, our Targeted Drawdown Strategy (TDS) could be the ideal drawdown solution for you. TDS is a more predictable, less volatile way to drawdown income in your retirement, while still allowing the rest of your portfolio the potential for future growth. TDS provides you with the opportunity to structure your

portfolio to provide a predetermined gross income over an agreed period (usually five years) helping you maintain the lifestyle you're used to. We achieve this by replacing some of the Fixed Interest assets in your portfolio with Investec Impala Bonds. Impala bonds are investment grade, zero-coupon bonds that would normally be outside the budgets of most private investors and offer a predictable return with a known maturity date.





**‘ The plan can be set up inside an ISA to further reduce your tax exposure ’**







Our range of services

# Leave more to the people you love.

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Save up to 40% in IHT liability after only two years.

Under the current tax rules, you can benefit from unlimited exemption from Inheritance Tax (IHT) if you hold shares in an AIM-listed company for at least two years. This is because these shares are classed as business assets, and are therefore exempt from IHT, as they qualify for Business Property Relief (BPR).

If you have a minimum of £100,000 to protect, one of the easiest ways to invest in these companies is through our AIM Portfolio IHT Plan. By doing so, you will reduce your exposure to IHT after only two years – enabling you to pass on more of your wealth. (If you die within two years of buying the shares, the tax relief won't apply.)

The plan can be set up inside an ISA to further reduce your income and capital gains tax exposure. It also offers the potential for income or growth, if the companies it invests in grow in value or pay dividends.

If your circumstances change, the AIM Portfolio IHT Plan gives you the flexibility to make withdrawals. However, the amount you withdraw will no longer be free from IHT.

The AIM Portfolio IHT Plan should be regarded as a high risk, long-term investment, and any withdrawals would affect the potential future IHT mitigation.





**Offering the potential  
for positive returns  
in rising, flat or  
falling markets**



# A measure of certainty in times of anything but.

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You can enjoy the potential for positive returns in rising, flat or falling markets.

If you are looking for the security of a set return over a defined period, you should consider our structured product service.

You have a choice of two structured product portfolios, which are actively managed by our highly experienced team of dedicated specialists. They both have the potential for positive returns in rising, flat or falling markets, and offer two distinct advantages.

First, substantial cost savings compared to the fees charged in the 'retail' market, which are materially higher. Secondly, access to

liquid secondary markets, which ensures your money is not 'locked-in'.

While an element of capital protection is built-in\*, few structured products offer 100% capital protection, and the majority are subject to Capital Gains Tax on any profits, rather than income tax. Minimum investment is £250,000.

\*No investment, including any structured product, can be regarded as free of all risk.

# Investment choices as varied as you are.

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Take the stress out of investing with our Managed Portfolio Service.

Our Managed Portfolio Service (MPS) on Platforms offers pre-defined model portfolios which are designed to meet a wide range of investment needs.

Each one is matched to a specific risk profile and has a clear set of aims.

Their names speak for themselves:

- The Defensive Strategy  
(Low risk balanced)
- The Cautious Strategy  
(Low-Medium risk balanced)
- The Balanced Strategy  
(Medium risk balanced)
- The Income Strategy  
(Medium risk income)
- The Growth Strategy  
(Medium-High risk growth)

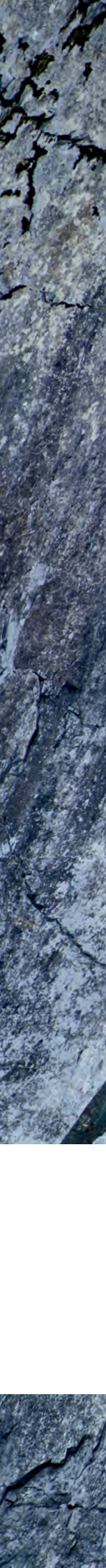
Each portfolio has exposure to global financial markets, and may contain unit and investment trusts, open-ended investment companies (OEICs) and ETFs/Trackers.

Unlike many other model portfolios our MPS on Platforms strategies are actively managed and monitored, giving you the confidence that your investments are being well managed at all times.

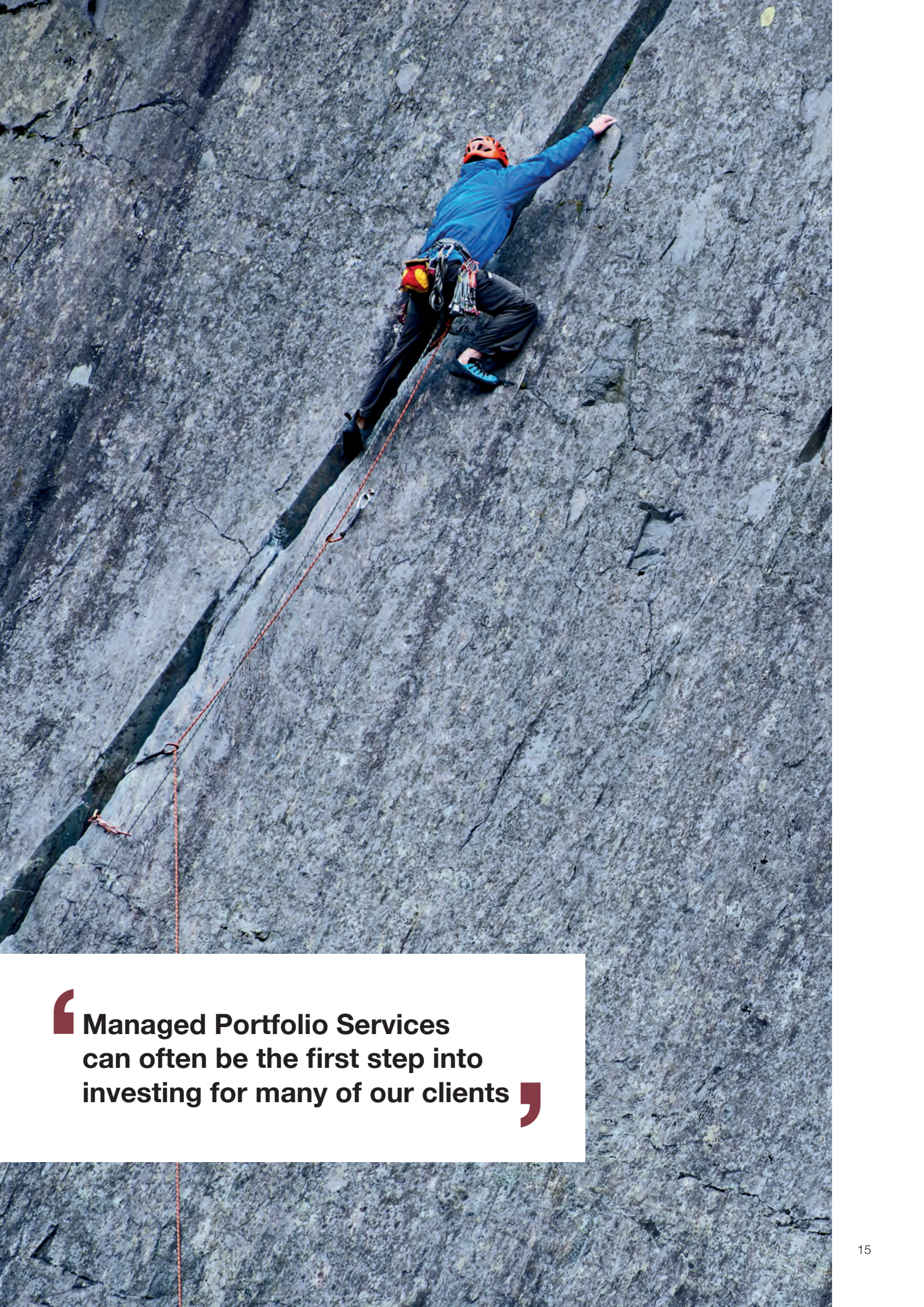
#### **Invest with confidence**

Managed Portfolio Services can often be the first step into investing for many of our clients who value our research and unbiased fund selection. Your Adviser will be able to help you find the one that best suits your needs.

MPS on Platforms is intended for investments below £150,000.







**Managed Portfolio Services  
can often be the first step into  
investing for many of our clients**



Working together

# Working with your Adviser.

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Your Adviser and Investec share a common goal to help you achieve your personal financial goals.

## **We work in close partnership**

Once you have agreed the mandate with your Adviser, we will work closely with them to ensure that your portfolio reflects your unique needs, circumstances and risk profile.

## **Face-to-face meetings**

To ensure you fully understand your portfolio, reports and valuations, where appropriate, we can arrange to visit you, with your Adviser, in your home or workplace. After all, it's in our DNA to offer Out of the Ordinary service.

## **We understand their world**

We have worked closely with Advisers for over 25 years and understand their day-to-day needs. We are incredibly proud to say that Advisers voted us the preferred Discretionary Fund Manager (DFM) provider for bespoke services in Defaqto's DFM Satisfaction Survey 2020.



# Working with you.

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## **Regular contact**

Your Investment Manager will regularly update you and your Adviser with insights into significant changes in the overall market.

## **Monitoring risk tolerance**

Because circumstances may change, your Adviser will regularly check your level of risk tolerance and keep us informed, so we can make any alterations to your portfolio if necessary.

## **Investec Online**

You and your Adviser have 24/7 access to your portfolio valuations and statements on our dedicated website, Investec Online.

## **Reports, valuations and consolidated tax vouchers**

As part of our commitment to you, we will make sure you have all the information you need.

You will receive quarterly valuations with the performance of your investments throughout the period, against agreed benchmarks, together with a market view and detailed transaction statements.

To make your tax return easier, we will give you a comprehensive annual report, which includes a consolidated tax voucher and Capital Gains Tax report (where appropriate).

## **Flexible income payments**

All dividends and interest will be collected on your behalf. If you wish, we can arrange for income to be paid into your bank account on a regular basis. Alternatively, we can offer standing order and drawdown facilities.

## **Taxation management**

When instructed by your Adviser, we can work alongside them, and help you with your tax planning, using our expertise to make the most of your available tax allowances.

## **In-specie transfers**

Where possible, we try to accommodate the transfer of your existing investments into your account without encashment.

# We have taken our service to another level.

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No effort is spared to provide you with dedicated service, security for your assets and transparency in our dealings with you.

## **Out of the Ordinary service. From your Investment Manager, in every sense**

To us, service means catering to your individual needs.

If your lifestyle changes, our flexible approach means we can adapt accordingly. For example, as your retirement age nears, you may wish to think about adjusting the balance of your portfolio from capital growth towards providing a regular income. Once advised by your Adviser, we can make the necessary changes to your portfolio.

## **Asset security. The price of peace of mind is eternal vigilance**

In the unlikely event of a loss of client assets, we have significant insurance and professional indemnity cover.


It is our firm belief that this is 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.

## **Transparency**

Providing an exceptional level of personal service for our clients is a source of pride. Part of that means providing you with a transparent charging structure, giving a clear view of all costs associated with managing and administering your portfolio.







**“ Investec have an approach that clients like. They’re very slick at what they do ”**

Adviser, South West

Who we are

# Investing for a purpose.

# You.

We are here for one reason alone – to serve you to the best of our ability.

Our entire experience and reputation stems from this belief. For many years, we have honed our skills by working closely with clients and their trusted Advisers. This has gained us a unique understanding of the specific needs of our clients, no two of whom are the same.

### Our depth and breadth of coverage

Investec Wealth & Investment currently manages £32.0 billion\* of funds for our clients from 15 specialist offices stretching from Edinburgh to Exeter, and our heritage stretches back to 1827; the year the firm was founded.

Behind us are the dynamism and strength of the Investec Group, from whom we can draw additional expertise and resources for your benefit. You can trust us to deliver excellence and to be there when you need us.

### The view from outside

It is important to us that our performance is judged objectively, from outside our company.

- Our performance data is verified independently<sup>†</sup>, so you will always see a true picture of how your investments are doing
- Defaqto<sup>‡</sup> awarded us five stars for our Bespoke DFM and MPS on Platforms service and a Gold DFM service rating

\* As of March 2020.

<sup>†</sup> By Asset Risk Consultants (ARC).

<sup>‡</sup> Defaqto is a website which provides detailed analysis of financial companies and their products, enabling consumers to make better investment decisions.





**‘ You can trust us to  
deliver excellence and  
to be there when you  
need us ’**





# We like to choose investments purely on instinct, said no one at Investec, ever.

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We are renowned for the quality of our research, which comes both from inside and outside Investec

We employ a team of dedicated research specialists who provide us with detailed and independent analysis of economies, markets and companies. This provides a depth and breadth of expertise often envied by our competitors. We also never hesitate to commission external research if we believe it will help our decision-making.

Keeping our Investment Managers up to speed with the latest research recommendations via an automated alerts process, ensures that your portfolio continues to reflect our house view and adheres to the mandate agreed with your Adviser.





Where we are

# We have 15 offices not to be stuck in all day.

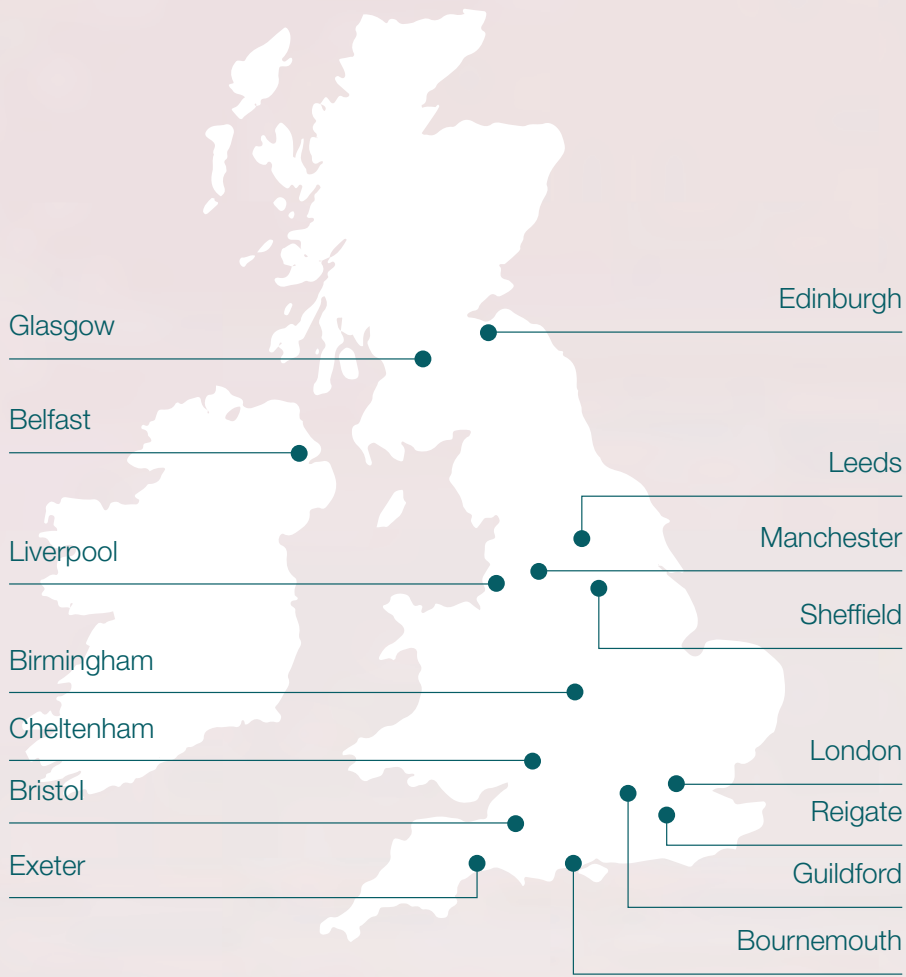
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Wherever you would like  
to see us, we can be there.

We are always happy to meet you or  
your Adviser in person. Either at one  
of our offices or, where appropriate,  
a place of your choosing.







Why you should choose us

# Why UK-wide Advisers recommend Investec.

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## **Brand reputation**

With a heritage dating back to 1827, Investec are one of the UK's leading and most reputable investment management companies.

## **Exceptional research capability**

Your Investment Manager will work closely with our expert research team to identify the best investment opportunities for you, aligning to your personal goals.

## **The quality and reputation of our Investment Managers**

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.

## **Your own dedicated Investment Manager**

Your Investment Manager will work alongside your Adviser, and is supported by a close-knit team of experienced investment and administrative professionals.

## **Quality of reporting**

Your Investment Manager will send you a Valuation Report with our market commentary, and a performance summary of your investments on a quarterly basis.



# Notes.

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**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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<b>Belfast</b>	02890 321002	<b>Edinburgh</b>	0131 226 5000	<b>Liverpool</b>	0151 227 2030
<b>Birmingham</b>	0121 232 0700	<b>Exeter</b>	01392 204404	<b>London</b>	020 7597 1234
<b>Bournemouth</b>	01202 208100	<b>Glasgow</b>	0141 333 9323	<b>Manchester</b>	0161 832 6868
<b>Bristol</b>	01172 444 860	<b>Guildford</b>	01483 304707	<b>Reigate</b>	01737 224223
<b>Cheltenham</b>	01242 514756	<b>Leeds</b>	0113 245 4488	<b>Sheffield</b>	0114 275 5100

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