



# Strategies as varied as your clients.

## The Investec Managed Portfolio Service on Platforms

A suite of investment strategies, available on leading Platforms that enable you to select an appropriate investment for your clients' needs and attitude to risk.



## Strategies that suit client needs

At Investec, we know that clients' needs vary enormously. That's why we have developed different investment strategies, which offer a level of return and risk to suit every client. We categorise these strategies as follows:

- 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).

Collectively, we refer to these approaches as our Managed Portfolio Service (MPS) on Platforms.

Having determined that this service is appropriate for a client, you can choose from the strategies listed above. Monies will then be invested in line with our house investment views and the selected mandate.

## Asset Allocation

A key part of our process is to establish a preferred asset allocation that reflects prevailing and anticipated economic conditions. This allocation is then reviewed and revised by an Asset Allocation Committee made up of representatives from our Investment Managers and Research Team.

## Portfolio Management

All strategies are run using collective funds only, all chosen from Investec preferred funds (subject to the fund list of each Platform).

## A reminder about risk

The offering is a discretionary managed portfolio service which is not suitable for clients who cannot bear capital loss. As Investec will engage with you on an "Agent as Client" basis, it is important that you, as the clients' Adviser, ensure that any investment within the MPS on Platforms Service is suitable.

Whichever strategy is selected, it is vital that the following conditions are met:

- Your client must have both the capacity and willingness to accept a degree of loss of capital
- The required risk level does not exceed the risk that your client is willing and/or able to take (i.e. the lower of their attitude to risk or their capacity for loss).

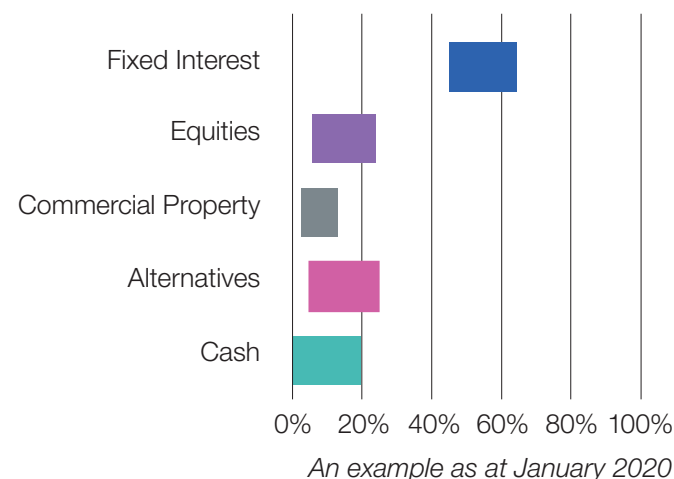
## Defensive Strategy

This is a Low risk strategy, for investors seeking a return in the form of both income and capital appreciation.

**Target Volatility:** 30% of UK equity market

**Time Horizon:** minimum three years. Due to the equity exposure the strategy may be prone to shorter periods of fluctuating value.

## Asset Allocation:



## Benchmarks:

Long-term strategy – CPI+1%

Peer Group – ARC Cautious

SAA Benchmark	
Fixed Interest	
• Government	<b>15.0%</b>
• Index Linked	<b>10.0%</b>
• Corporate	<b>30.0%</b>
UK Equities	<b>7.5%</b>
Overseas Equities	<b>7.5%</b>
Commercial Property	<b>10.0%</b>
Alternatives	<b>15.0%</b>
Cash	<b>5.0%</b>

## Target Market Assessment:

This investment strategy is typically suitable for Retail Clients able to bear loss of their capital in order to achieve income/capital growth over a 3-year period.

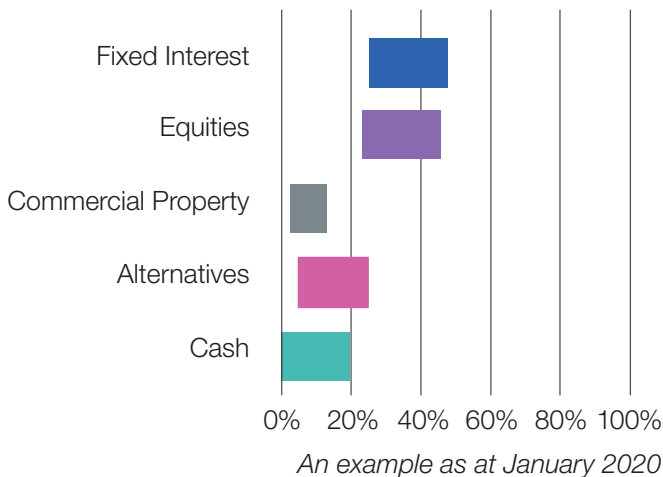
## Cautious Strategy

This is a Low-Medium risk strategy, for investors seeking a return in the form of both income and capital appreciation.

**Target Volatility:** 45% of UK equity market

**Time Horizon:** minimum three years. Due to the equity exposure the strategy may be prone to shorter periods of fluctuating value.

### Asset Allocation:



### Benchmarks:

Long-term strategy – CPI+2%

Peer Group – ARC Balanced

SAA Benchmark	
Fixed Interest	
• Government	<b>12.0%</b>
• Index Linked	<b>8.0%</b>
• Corporate	<b>17.5%</b>
UK Equities	<b>17.5%</b>
Overseas Equities	<b>17.5%</b>
Commercial Property	<b>7.5%</b>
Alternatives	<b>15.0%</b>
Cash	<b>5.0%</b>

### Target Market Assessment:

This investment strategy is typically suitable for Retail Clients able to bear loss of their capital in order to achieve income/capital growth over a 3-year period.

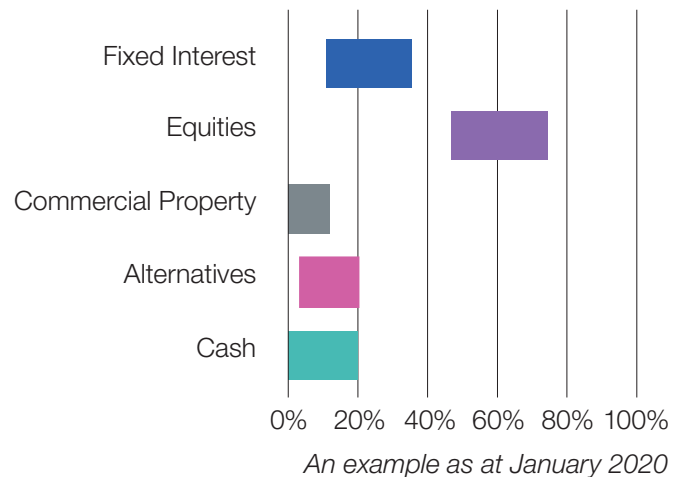
## Balanced Strategy

This is a Medium risk strategy, for investors seeking a return in the form of both income and capital appreciation.

**Target Volatility:** 60% of UK equity market

**Time Horizon:** minimum five years

### Asset Allocation:



### Benchmarks:

Long-term strategy – CPI+2.5%

Peer Group – ARC Steady Growth

SAA Benchmark	
Fixed Interest	
• Government	<b>7.5%</b>
• Index Linked	<b>5.0%</b>
• Corporate	<b>7.5%</b>
UK Equities	<b>30.0%</b>
Overseas Equities	<b>30.0%</b>
Commercial Property	<b>5.0%</b>
Alternatives	<b>10.0%</b>
Cash	<b>5.0%</b>

### Target Market Assessment:

This investment strategy is typically suitable for Retail Clients able to bear loss of their capital in order to achieve income/capital growth over a 5-year period.

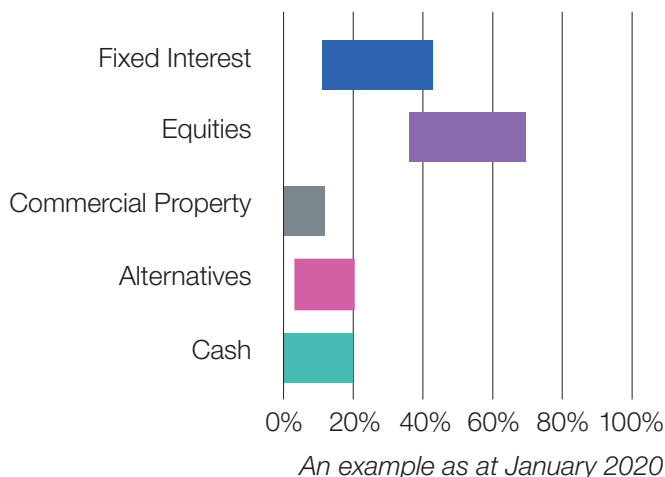
## Income Strategy

This is a Medium risk strategy, for investors seeking a return in the form of income rather than capital appreciation.

**Target Volatility:** 60% of UK equity market

**Time Horizon:** minimum five years

### Asset Allocation:



### Benchmarks:

Long-term strategy – CPI+2.5%

Peer Group – ARC Balanced

SAA Benchmark	
Fixed Interest	
• Government	<b>9.0%</b>
• Index Linked	<b>6.0%</b>
• Corporate	<b>12.5%</b>
UK Equities	<b>27.5%</b>
Overseas Equities	<b>25.0%</b>
Commercial Property	<b>5.0%</b>
Alternatives	<b>10.0%</b>
Cash	<b>5.0%</b>

### Target Market Assessment:

This investment strategy is typically suitable for Retail Clients able to bear loss of their capital in order to achieve income over a 5-year period.

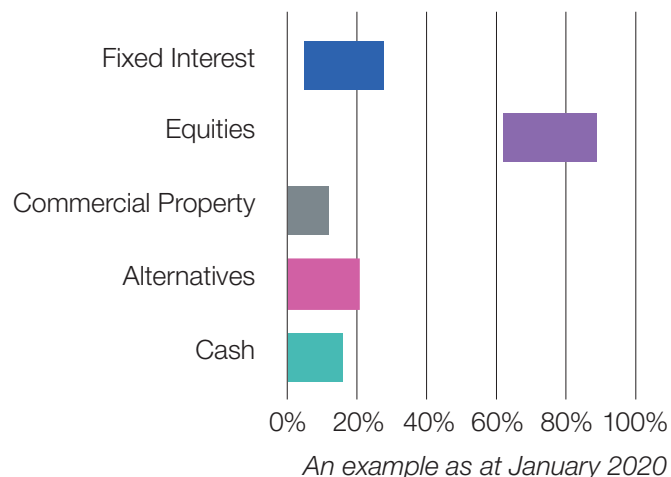
## Growth Strategy

This is a Medium-High risk strategy, for investors seeking a return in the form of capital appreciation rather than income.

**Target Volatility:** 75% of UK equity market

**Time Horizon:** minimum five years

### Asset Allocation:



### Benchmarks:

Long-term strategy – CPI+3%

Peer Group – ARC Equity Risk

SAA Benchmark	
Fixed Interest	
• Government	<b>3.0%</b>
• Index Linked	<b>2.0%</b>
• Corporate	<b>2.5%</b>
UK Equities	<b>35.0%</b>
Overseas Equities	<b>45.0%</b>
Commercial Property	<b>2.5%</b>
Alternatives	<b>7.5%</b>
Cash	<b>2.5%</b>

### Target Market Assessment:

This investment strategy is typically suitable for Retail Clients able to bear loss of their capital in order to achieve capital growth over a 5-year period.



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## Annual Management Charge (AMC)

The Investec AMC is calculated at 0.20% per annum. There are no further charges applied by Investec.

## Ongoing Charges and Fees (OCF)

The OCF for these managed strategies is targeted at 0.50% to 0.60% and may vary from Platform to Platform. Full MiFID II costs and charges are detailed in the most recent Strategy factsheet. This can change at any point, and is intended to be indicative only.

## Reporting

Factsheets will be available for each of the strategies on a monthly basis, however we do not provide specific client reporting. You will therefore need to arrange your client valuation reports, loss notifications and other communications from your chosen Platform.

## Benchmarks

We provide a benchmarking framework based on the three distinct measures as featured in the Managing Your Investments guide, namely:

1. A bespoke benchmark index based on each strategy's Strategic Asset Allocation, which is our primary measure
2. A long-term objective to reflect a steady return figure that we would expect your clients investments to deliver over the long-term
3. A comparison of performance against peer group investment firms which is produced by Asset Risk Consultants (ARC).

Please refer to the Managing Your Investments document for further information.

## Platform Strategies Group

The funds held within our strategies are monitored constantly by the Platform Strategies Group. Our dedicated team of research specialists actively review the strategy models so that we can implement tactical asset allocation and fund changes. This ensures we maximise the opportunity for investment performance.



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## Platform Availability and Information

MPS on Platforms is currently available on the following Platforms, with more to be added.

- 7IM
- Ascentric
- Aviva
- Embark
- Hubwise
- Novia
- Nucleus
- Platform One
- Praemium
- Standard Life Wrap
- Transact.

## Accessing MPS on Platforms

In order to invest within any of the strategies it is necessary to confirm your agreement to our Terms and Conditions, after which we will create an Agency and arrange for you to access our strategy models on your chosen Platform.

## Further Information

If there is a specific Platform which is of interest to you but not included above, or you would like further information on MPS on Platforms or any of our other services, then please do not hesitate to contact your local Business Development Director or email [MPSONplatforms@investecwin.co.uk](mailto:MPSONplatforms@investecwin.co.uk) and we will be pleased to assist you.

## Risks

This offering is a discretionary managed portfolio service for clients of Advisers only. The service and investment strategy is not suitable for those investors who cannot bear capital loss. Advice must be sought before the service is distributed.

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. As with all investment, capital is at risk.

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## Why Investec

Investec Wealth & Investment is one of the UK's leading and most reputable investment management companies, with responsibility for over £32.0 billion\* of client assets. We are recognised industry leaders and were voted the number one preferred Discretionary Fund Manager (DFM) provider for bespoke services in Defaqto's DFM Satisfaction Survey 2020. We have over 25 years' experience working with Advisers in the UK, and in that time we have earned a reputation for providing Out of the Ordinary levels of service.

\*as at March 2020

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