



MELVILLE DOUGLAS

A Standard Bank Private Clients solution

Discretionary Portfolio Management

Our Discretionary Portfolio Management service takes away the need for clients to make time consuming investment decisions with the aim of providing risk adjusted returns that correspond to each clients risk tolerance and long-term investment objectives.

In today's volatile markets, the time and effort required to effectively manage personal wealth has dramatically increased as business cycles have shortened and rapidly advancing technology necessitates the need for a proactive approach to investment, responding to news as it unfolds. With a highly qualified team of over 20 investment professionals, and assets under management in excess of US\$2 billion, our Asset Management team scrutinise global markets daily to ensure that we respond to constantly changing market conditions.

Utilising a sophisticated modelling system, we offer unique, dynamic asset allocation models where the weightings towards asset classes, which include equities, bonds, hedge, property, commodity funds and cash are determined by growth and risk expectations to optimise performance. An active currency overlay is undertaken as part of the cash management. We believe that asset allocation is the prime driver of investment performance and for this reason our investment team focus on getting this aspect right, which has fed through to the sustained investment performance reflected in the performance of our portfolios and funds.

With your investment strategy in the capable hands of our seasoned investment professionals, your returns will be managed to optimise upside potential whilst conscientiously managing downside risk. We believe that close communication is also fundamental and we therefore ensure that our strategy is clearly and regularly communicated. In summary, we offer a long-term partnership approach to wealth management which we believe delivers the best results.

A brief description of each portfolio strategy is shown overleaf. These may be customised to create bespoke investment solutions to meet individual client requirements. Our aim is to optimise investment returns measured in the base currency selected and as such portfolios will contain a bias to the base currency. Dependant on portfolio size and strategy an active but constrained currency overlay within the fixed interest and cash weightings is implemented. A separate fact sheet detailing our up to date asset allocation policy is also available.

Key attributes

- Six risk weighted portfolio strategies
- Equity, Equity long/short, fixed income, hedge, alternative and cash assets
- Sterling, US dollar and Euro base currencies
- Domestic and International strategies
- Bespoke portfolios
- Dedicated Portfolio Manager
- Regular consolidated portfolio valuations
- Portfolio on-line
- Monthly portfolio strategy updates
- Quarterly Investment Review and Outlook
- Global Custody facilities
- Investment holding statements
- Consolidated tax vouchers
- Capital and Income segregation

Portfolio Strategies

Global Equity

Objective

This mandate is aimed at maximising growth solely through exposure to equities. It carries a high level of volatility and risk coupled with a high potential for long-term growth at the risk of short to medium-term loss. The portfolio is only suitable for investors with a long-term investment horizon who are prepared to invest for a period in excess of five years.

Global Growth

Objective

This mandate is aimed at optimising growth through investment principally in equities. Moderate asset allocations will also be made to other asset classes including fixed income, cash and other asset classes as market conditions dictate. The high level of equity investment means that volatility is still likely to be towards the upper end of the risk spectrum and there is the risk of short to medium-term loss. The portfolio is only suitable for investors with a long-term investment horizon who are prepared to invest for a period in excess of five years.

Global Balanced

Objective

This mandate is aimed at optimising returns through a balanced investment in a broad range of asset classes including equity, fixed income, cash and other asset classes. The diverse nature of the asset classes should result in a moderate level of volatility although the level of equity investment determines that the portfolio is only suitable for investors with a long-term investment horizon who are prepared to invest for a period in excess of five years as there is the risk of short to medium-term loss.

Global Conservative

Objective

This mandate is aimed at achieving more consistent returns utilising a conservative approach to asset allocation. Investment is principally in fixed income with more moderate allocations to equities, cash and other asset classes. The bias to fixed income and the diverse nature of the asset classes should result in a lower level of volatility although the level of equity investment determines that the portfolio is only suitable for investors with a low to moderate risk appetite with a minimum time horizon in excess of three years as there is the risk of short to medium-term loss.

Global Low Risk

Objective

This mandate is aimed at achieving relatively moderate real returns utilising a low risk approach to asset allocation. Investment is principally in fixed income with limited allocations to equities cash and other asset classes. The asset allocation policy determines that there is a low level of volatility however the potential for capital growth will be limited by the need to provide capital protection. The investment policy coupled with a focus on downside risk management means that this portfolio is suitable for low risk investors with a minimum time horizon of one year and over.

Global Fixed Income

Objective

This mandate is aimed at investors who wish to avoid the volatility associated with riskier asset classes but are looking for a return over and above that of cash. Asset allocation is largely restricted to quality fixed income securities and, at times, cash. Returns are generated by income from the securities and cash as well as capital movements in the value of the fixed income investments. This portfolio is suitable for investors with a low to moderate risk appetite with a time horizon in excess of three years.

Style

Dependant on portfolio size, strategy and tax considerations portfolios are populated using either a segregated direct investment approach or through the use of active Fund of Funds.

www.standardbank.com/privateclients

Charging policy – all services

The charges shown apply as at the 1st April 2013. Where a particular service is not covered herein Standard Bank International Investments Limited reserves the right to levy a charge at its discretion. In respect of transactions affecting accounts denominated in currencies other than Sterling, charges will normally be levied in the currency in which the account is maintained. Unless otherwise stated such charges will approximate to the scales indicated herein and will be determined at such exchange rates as it may from time to time in its absolute discretion decide.

Important information

Melville Douglas is a registered business name of Standard Bank International Investments Limited which is regulated by the Jersey Financial Services Commission. Standard Bank International Investments Limited is a wholly owned subsidiary of Standard Bank Offshore Group Limited, Standard Bank House, 47-49 La Motte Street, St Helier, Jersey, JE2 4SZ. Standard Bank Offshore Group Limited is a wholly owned subsidiary of Standard Bank Group Limited which has its registered office at 9th Floor, Standard Bank Centre, 5 Simmonds Street, Johannesburg 2001, Republic of South Africa.