

FOCUSING ON

Tailored Discretionary Management

Investment principles



A diversified portfolio is vital in spreading investment risk. We build portfolios with a broad spread of assets, which we expect to generate positive, inflation-adjusted returns over the long term.



Market prices often deviate significantly from the true value of assets in the short term. Accordingly, we use tactical asset allocation where appropriate.



We recognise that risk is more than a measure of volatility. Managing risk is about gauging the likelihood and extent of permanent loss of capital.



Controlling the volatility of portfolios underpins our approach to risk management. We aim to meet investment objectives with an appropriate level of risk.



Our investment process is geared towards generating returns in excess of inflation.



Preserving capital is just as important as capital gains. Underlying all investment strategies is the aim to preserve the long term purchasing power of clients.

Cost-effective charging structure

Recognising the costs involved in managing segregated client portfolios, Tailored Discretionary Management is only available to clients with at least £200,000 to invest.

AMC	
First £500k	0.65%
Next £500k	0.55%
Next £1m	0.35%
Balance (>£2m)	0.25%

Illustrated All-in-Cost			
Portfolio Size	£200k	£350k	£1.5m
AMC	0.65%	0.65%	0.52%
VAT	0.13%	0.13%	0.10%
Total Ongoing Charges (TOC)	0.57%	0.52%	0.47%
Total	1.35%	1.30%	1.09%

AMC includes cost of custody. Illustrated All-in Cost utilises £200k, £350k and £1.5m portfolios to estimate costs. Total Ongoing Charges includes the ongoing charges figure (OCF) of the underlying holdings, as well as other transaction-related charges that are likely to occur in the management of client portfolios.

Why choose Tailored Discretionary Management?

As client and adviser demands have evolved, so have the investment solutions made available by providers. With Tailored Discretionary Management, you can give your clients access to standardised portfolios that are aligned with their own risk appetite and real-return objectives, while also accommodating some specific client needs with the full support of a dedicated Portfolio Manager.

The portfolio management team draw on the combined experience of our Asset Management and Research teams, aligning with Asset Management's internal investment processes, to manage portfolios that offer a centralised view of asset allocation and stock selection. In addition, the service is also able to handle client-specific requirements for income and drawdown, as well as tax efficient management including managing across multiple account types, handling ISA subscriptions, and utilising Capital Gain Tax allowances where requested. For clients who have more complex requirements such as constructing and managing portfolios around cherished holdings, specific stock restrictions or ESG requirements, please refer to our Bespoke Discretionary Managed service.

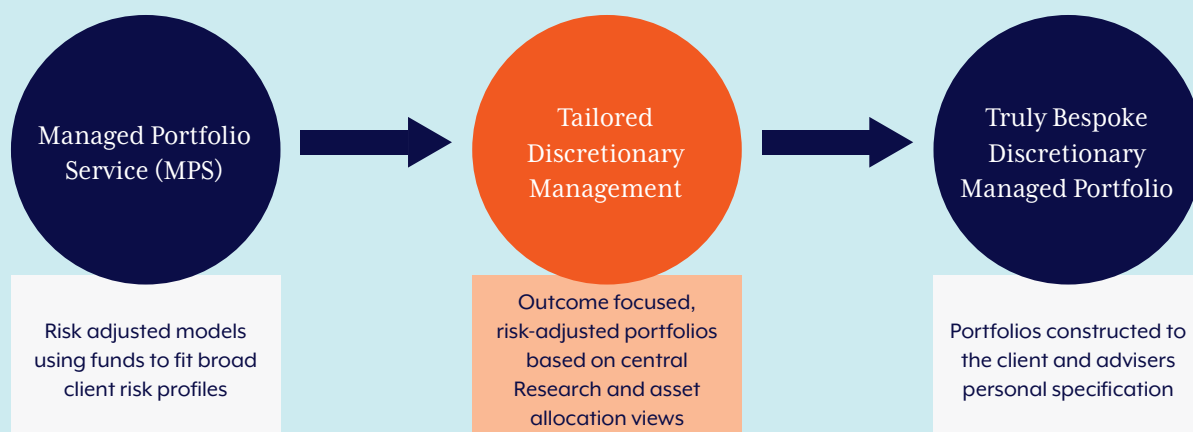
With your own dedicated Portfolio Manager, you can be confident that your clients will enjoy high levels of service – and consideration. We put your clients at the centre of everything we do, avoiding jargon and assumptions, and working hard to ensure they can follow exactly what is happening with their investments. Quarterly Investment Reports and an Annual Tax Pack will be distributed to you and your client (if requested), via our secure online client portal MyCS. You will also have access to client valuations, quarterly factsheets and expert market views and analysis via our adviser magazine InFocus, events and webinars, and thought leadership pieces.

OVERVIEW – 7 KEY POINTS

- ▶ Active asset allocation and stock selection with portfolios continuously overseen and managed
- ▶ Robust and rigorous central investment process
- ▶ Whole of market approach to stock selection and market leading research capability
- ▶ Risk-rated portfolios aligned to Dynamic Planner risk profiles (4 – 7)
- ▶ Client outcomes are clearly defined and aligned with real-return objectives
- ▶ Client-specific tailoring available including drawdown and income requirements, as well as tax-efficient management
- ▶ Clear and fair charging structure with no initial or withdrawal fees

Focusing on consistent client outcomes

Evolution of the Model Portfolio Service to full Bespoke Offering:



Tailored Discretionary Management provides clients with portfolios constructed in line with central views on asset allocation and stock selection, built to deliver consistent outcomes. Allowing us to manage your clients' portfolios helps you manage your time effectively, while also giving your clients the comfort and reassurance that their investments are actively managed within a robust investment framework that will deliver against their return requirements and risk profile.

With the addition of this service, we are able to provide you and your clients with access to a complete range of services, from MPS through to full bespoke, offering the best value and most appropriate outcomes depending on each individual's investment objectives, risk appetite and the complexity of their requirements.

A centralised investment approach



Is it right for me and my clients?



Organised

Robust and rigorous central investment process.

Investment and risk processes are established and have appropriate levels of senior management oversight.



Research

Whole of market approach to stock selection and market leading research capability.

All markets, asset and fund types considered, with no reliance on in-house funds.



Service Driven

Client service at the centre of everything we do.

Guided at each stage of the onboarding process and with ongoing client service recognised and valued by IFA's in the Defaqto 2021 DFM satisfaction study – Rated Gold.



Outcome-Focused (available on an Agent-as-Client or Reliance-on-Others basis)

Client outcomes are clearly defined and aligned with real-return objectives.

Service is clearly outlined to demonstrate what we do and how we do it, the boundaries we operate within, and the outcome you and your clients can expect.



Competitive Pricing

Clear and fair charging structure with no initial or withdrawal fees.

MiFID II compliant charging structure set at competitive prices to competitor offerings.



Risk-Aligned

Range of risk managed portfolios catering for most client needs.

Portfolios aligned to Dynamic Planner risk profiles (4 – 7)

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Client Specific Requirements

The portfolios can accommodate income or drawdown requirements and tax-efficient management including managing across multiple account types, handling ISA subscriptions, and utilising Capital Gain Tax allowances where requested.

5

Capital preservation

We recognise that risk is more than a measure of volatility. Managing risk is about gauging the likelihood and extent of permanent loss of capital. Preserving capital is just as important as capital gains.

6

Regular review

We review each portfolio's asset allocation regularly to ensure an optimal mix of underlying asset exposures. This can also be varied at any time should market conditions change suddenly.

How you can find out more

For more information about Charles Stanley's services, please contact a member of our Intermediaries Sales team.

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The value of investments can fall as well as rise. Investors may get back less than invested. Past performance is not a reliable guide to future returns.

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