



WAVERTON
INVESTMENT MANAGEMENT

Waverton Investment Management fact sheet

What is your corporate background?

Waverton Investment Management was formed in 1986 and its origin arose from the belief that the interests of private investors are best served through specialist investment companies. The cornerstone of Waverton Investment Management is the discretionary management of investment portfolios for private individuals, related family interests and charities. We now employ 113 people with a team of 27 investment managers and approximately £4.5 billion of assets under management (as at 31 December 2013).

Why should I consider using your discretionary fund management service?

We place great emphasis on providing a very high level of service to our IFA supporters and work closely with a broad range of professional advisers to provide the discretionary management service within the broader financial planning process.

We believe that Waverton Investment Management is recommended for the following reasons:

- Specialist house**
 Discretionary portfolio management is our business, and not just a part of it.
- Investment experience**
 One of the key features of Waverton Investment Management is the quality and experience of our portfolio managers. Between them they have an average of over 24 years of experience and each manager contributes to the investment process as a specialist in a particular asset class, region or sector.
- Independence**
 We are fully independent and attach great importance to investing in what we believe to be the best vehicles or investment managers on a worldwide basis.
- Personnel service**
 We believe a close direct relationship between the adviser and portfolio manager is vital and allows for the clear communication of the client's requirements and our investment strategy.
- Performance**
 We fully appreciate that no investment management house can retain its existing clients, let alone develop their business, unless their investment performance is of the highest grade. Our outstanding long-term investment performance record has been rewarded by many industry bodies, most recently by the Financial Times/Investors Chronicle for Best Growth Wealth Manager 2012.
- Waverton's business model**
 Because the vast majority of our revenue is derived from portfolio management fees, Waverton Investment Management and its portfolio managers are clearly incentivised to make client assets perform. In addition, we do not have a financial planning division and so there is no conflict of interest with our IFA partners.

What is your approach to discretionary fund management?

Our primary objective is, at the minimum, to seek the preservation of the real value of a client's assets whilst, at the same time, aiming to achieve superior returns over a full investment cycle. Each Waverton Investment Management mandate has a longer-term objective expressed in terms of a rate of return in excess of the Consumer Price Index. We believe an emphasis on real return is most closely aligned with client expectations.

As active investment managers, our approach is to aim to generate superior risk adjusted returns for our clients by investing in what we believe to be the best ideas worldwide, be that in individual funds, fixed interest or alternative asset classes. We have a long-held global approach to investing which means we will search for the best opportunities on a global basis. We also have a dynamic investment style with capital preservation a central theme. This means that portfolios will only invest in funds which meet our strict investment criteria and in the absence of compelling ideas our portfolios will retain high levels of liquidity.

Waverton Investment Management's investment process is a balance between top down and bottom up factors. Top down is driven by the Waverton Asset Allocation Committee which is comprised of ten members of the wider investment team, all of whom have the experience of multiple investment cycles. The entire investment team contributes to our preferred list of underlying holdings both through their specific area of expertise and through more general contribution at the weekly stock meeting. Asset allocation and stock selection have added value over the longer term but the Asset Allocation committee has also successfully identified periods during which it has been appropriate to reduce risk.

Portfolio managers have absolute discretion over their portfolios. However all portfolios are subject to a process of rigorous on-going risk assessment to ensure that the portfolio is consistent with the original mandate, our house view and the risk parameters.

What investment solutions can you offer through the Nucleus platform?

Actively managed portfolio range

We provide a range of actively managed investment portfolios, from defensive through to growth strategies, designed to meet a variety of client risk requirements.

Bespoke portfolios

We are also able to provide model portfolios which are specific to your company's own risk assessment process.

Asset allocation vehicles

We manage three funds which have been created to provide focused access to each of the major asset classes. These funds can be used on a standalone basis within portfolios being managed by IFAs. The three funds are:

- The Waverton Sterling Bond Fund invests directly into bond markets and has a flexible mandate with freedom to invest across the fixed income spectrum.



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- The Waverton Equity Fund provides a diversified interest in global equity markets through investment in third party equity funds, structured products and exchange traded funds.
- The Waverton Alternatives Fund provides a comprehensive exposure to alternative asset classes seeking consistent returns with lower volatility than equity based investments.

What are your fees?

Waverton Investment Management's charge for our actively managed portfolios via the Nucleus Platform is 0.4% per annum.

Who should I contact to discuss the service further?

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For more details about the Waverton model portfolios please go to www.waverton.co.uk/research

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