



Tatton Investment Management fact sheet



What is your corporate background?

Tatton Investment Management Limited (TIML) is an operating division of Tatton Asset Management Plc and was launched in 2013 by Lothar Mentel and Paul Hogarth as a specialist platform-only model portfolio service provider. TIML is one of the fastest growing and largest platform MPS providers with over £4 billion of assets under management in the UK (as at June 2017) It manages a wide range of portfolios for differing client objectives, for a market leading cost of 0.15% p.a inc. VAT and no minimum investment threshold beyond the platform minimum. This makes discretionary portfolio management accessible to many investors.

Why should I consider using your discretionary fund management service?

Tatton is the most experienced discretionary model portfolio service provider for platform based investments in the UK. Our service is managed by a dedicated team of experienced investment professionals and uses leading names in research, analysis and investment management. You should consider using Tatton for the following reasons.

- Unambiguous client ownership – due to being solely platform based, IFA's always retain client ownership as Tatton only look after the investment management.
- Greater IFA operational efficiency– no need for separate client authority for every fund switch & portfolio rebalance – peace of mind that clients will always maintain their risk profile.
- Most competitively priced DFM service in the UK at 0.15% p.a Inc VAT.
- Wide range of investment choice – Tatton runs 24 different portfolios across a range of investment styles including , Active, Passive, Blend, Income and Ethical.

What is your approach to discretionary fund management?

Our active management portfolio overlay service is designed to protect investors against unintended risks that can arise when making an investment. This guardianship service is key to understanding the ethos of TIML. In particular, we recognise that temporary irrational investor interest in individual asset classes can lead to dangerous overvaluations – colloquially 'asset bubbles'. Historically, these asset bubbles have always fallen back to their long term average. We therefore focus our active investment management on tilting the long term strategic asset allocations of the portfolios in such a way as to avoid exposure to heavily overvalued asset classes. In our experience, a prudent investment management approach is more likely to add significant value to clients' investment portfolios. This investment process keeps portfolios aligned to the long-term benefits of the chosen asset allocation and can be superior to the more aggressive active approach of trying to identify and 'bet' on asset classes which are expected to rise most in the near future.

We analyse the global macroeconomic outlook and the potential impact(s) on client portfolios on a daily basis. We utilise research

from some of the major financial institutions as well as independent research houses across the world to help guide our views. These include subscriptions to highly respected macro-economic research companies such as MRB Partners (Macro Research Board) and ASR (Absolute Strategy Research) as well as data and research providers Bloomberg and Factset. This is supported with the use of buy-side and sell-side research reports from international institutions (Goldman Sachs, Citigroup, BNP, Credit Suisse, JP Morgan, Bank of America-Merrill Lynch, Morgan Stanley, Deutsche Bank, Nomura and UBS). We monitor and analyse the performance and positioning of the underlying fund managers on a daily basis utilising both specialist fund research applications as well as proprietary filters and screens. We regularly review the level of asset class and fund drift within the portfolios.

The strategic asset allocation for our 6 risk profiles has been set by an independent firm (Ibbotson Associates). This framework for our portfolio management service is necessarily only reviewed over the long term. We believe this to be one of the most robust approaches to help keep the portfolios on track even through the most challenging market conditions.

As new areas of investment value potential become stable and liquid and investable, we will consider adding these asset classes if they provide a worthwhile investment case.

Within the timescale of our portfolios, no asset class or strategy will be necessarily discounted.

What investment solutions can you offer through the Nucleus platform?

Clients can access the following solutions:

Tatton Managed

Tatton Tracker

Tatton Core

Tatton Income

Tatton Ethical

Tatton AIM IHT Portfolio

What are your fees?

The annual DFM charge for our MPS service is 0.15% inclusive of VAT.

The annual charge for our AIM IHT Portfolio is 1.25% inclusive of VAT.

Who should I contact to discuss the service further?

To find out more about Tatton's model portfolio services then please either call the office on 0207 190 2959 or email enquiries@tattonim.com.