

Asset

discipline is at the heart of our business, securing portfolio performance with our natural agility and intelligent

Management



Asset management

Driving investment performance.

About Mattioli Woods plc

From the young entrepreneur in the early stages of their career, to the retired property developer couple with a combined wealth of more than £20 million, Mattioli Woods is here to help and support our clients in protecting and growing their finances to meet their aims and ambitions.

The same applies to the directors and managers of companies – whether they sit at the helm of an internationally head-quartered business opening offices in the UK or a developed company with offices across multiple sites, we support their individual requirements as well as helping them create the right benefits package for their employees. Whatever the situation, we provide our clients with a consistent all-embracing approach, designed to develop a clear strategy supported by sound investment initiatives and a long-term perspective.

Employing almost 700 people, Mattioli Woods is an AIM-listed company forging ahead with its plans for growth and expansion, that will always be proud of the fact our clients, individual or corporate – are the very reason we do what we do.

Our principal services include:

- **wealth management** – pensions, investments, financial planning and protection
- **employee benefits** – pensions, flexible benefits, healthcare, financial education
- **asset management** – multi-asset portfolio management, structured products and tax strategies
- **property fund management** – real estate investment trust, syndicated property and property insurance
- **professional adviser services** – SIPP, SSAS and trustee services



Asset management

Asset management at Mattioli Woods exists to help you to invest using a variety of traditional and alternative products.

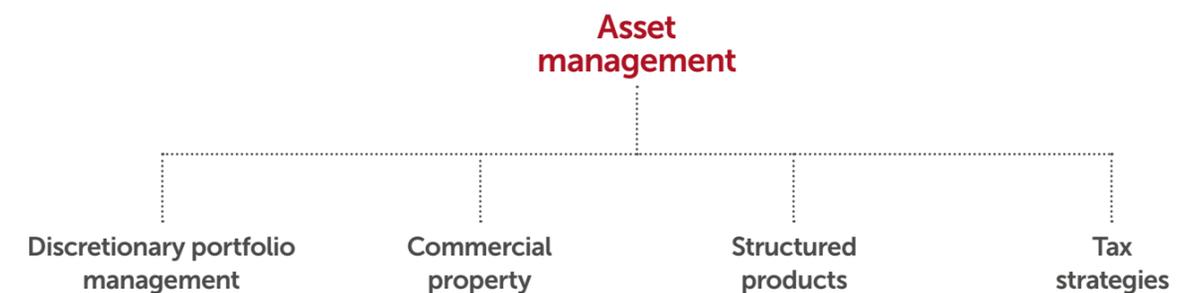
We provide a clear, robust and effective all-embracing approach centred around disciplined flexibility.

Designed to develop a clear strategy for your financial plans, our process is supported by sound investment initiatives and a long-term perspective.

We continually consider the key factors driving economic and investment trends, aiming to smooth the roller-coaster nature of today's investment markets, believing successful asset allocation within investments is fundamental to consistent performance.

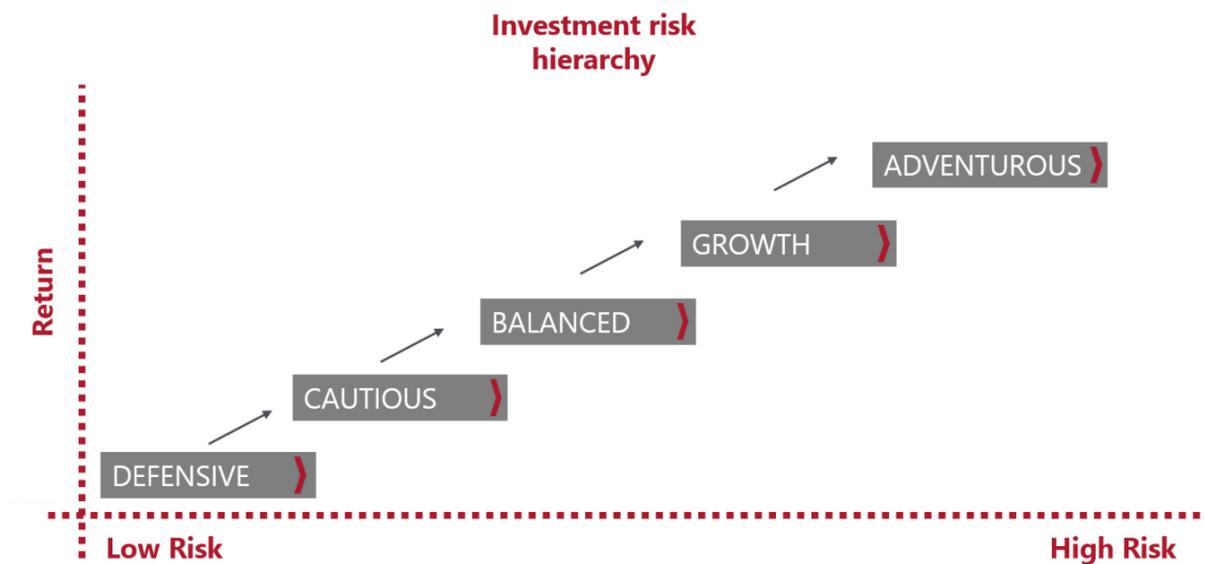
We also know that sometimes, a solution is required in the short term – so we have core strengths in adaptability and agility, acting quickly and confidently to ensure investments are proactively managed.

Investments include access to the following allocation options to suit your investment strategy:



Managing your risk profile

Within asset management at Mattioli Woods, we use a broad range of investment fund managers – from large well-known investment houses to small, boutique firms – as well as designing and building our own focused funds, ensuring high-quality diversified portfolios.



When recommending assets that best suit your needs, risk profiling will be required, accompanied by an in-depth discussion with one of our consultants. This will include completion of a document that will help us gain full insight into your financial position, which will assist us in developing a suitable investment strategy. Portfolios centre around the risk levels in the chart above.

A defensive portfolio is conservatively positioned, aimed at minimising the risk of losing any of the original investment. At the other end, an adventurous portfolio seeks higher returns, which may mean (in the short term) the value can go down and up sharply. It is therefore better viewed as a long-term investment.

Our discretionary portfolio management service is designed to be flexible to your needs, and your portfolio selection can be altered at any time to ensure it suits your chosen strategy.

Managing your investments

Your portfolio will be managed on a day-to-day basis by our asset management team.



This service is designed to reflect how the investment world continues to evolve rapidly, with the team working to ensure clients maintain a suitably balanced and diversified portfolio capable of anticipating fast-moving markets.

Asset management at Mattioli Woods has many client benefits, including:

- access to actively managed investment strategies and solutions across a multitude of funds
- access to all asset classes and greater diversification of investments, which has the benefit of distributing risk

- the provision of products and pricing which, due to our economies of scale, may not be available to individual investors
- timely implementation of investment decisions, crucial in fast-moving markets
- the provision of effective management for those wishing to grow or safeguard their wealth while minimising risk and volatility, thanks to our range of managed portfolios
- oversight by our asset allocation team, which provides confidence and assurance in investment decisions
- high protection, through our own internal risk controls and use of the world's largest custodian

Discretionary portfolio management

We believe in diversification and active management, and have a great passion for what we do.

One way we do this is through our four multi-asset funds:

- Mattioli Woods Cautious
- Mattioli Woods Balanced
- Mattioli Woods Growth
- Mattioli Woods Adventurous

Offering access – with different levels of risk and returns – to the multi-asset team’s best ideas and thinking, the funds are based on a continual cycle of economic research, strategic asset allocation, analysis of underlying holdings and portfolio construction/review. It follows our corporate approach of:



Economic and investment research

Our investment research team ensures we have a thorough understanding of wider economic conditions, as these may affect our investment strategy.

Asset allocation

We believe in diversification and active management, and we have great passion for what we do. We aim to respond quickly to structural changes in the economy and markets.

Research and analysis of underlying holdings

After determining asset allocation, the team rigorously reviews options in how to implement the investment strategy with regular ongoing assessments.

Fund construction

Each fund is created by using the Mattioli Woods preferred investment list, comprising a range of holdings selected to match investment opportunities. We believe that blending the best of what other fund managers offer, alongside our own carefully constructed funds, is the most appropriate fund construction approach.

Review

Asset allocations are continually reviewed and any changes (strategic or tactical) are implemented swiftly by the asset management team. This could be through:

- increasing/decreasing current weightings in existing funds
- investing in a new collective fund or an alternative investment structure

Funds are also reviewed to ensure they remain appropriate to the relevant portfolio. Our robust process ensures continual active management of portfolios and allows the asset management team to reaffirm or adjust our outlook, our model portfolios, and the investments held within them.

Commercial property

Property investors can invest in Custodian REIT plc, a UK real estate investment trust with a portfolio comprising regional properties predominantly let to institutional grade tenants throughout the UK.

Unlike most property funds, Custodian REIT’s policy is to invest in properties between £2-10m, with the property portfolio characterised by individual values of less than £10million at acquisition.

It is this focus on sub-£10m regional properties – where there is less competition from other funds – that sees Custodian REIT target a relatively high dividend, fully covered by earnings, and secured against a good quality, diverse portfolio of robust tenants.

Private Investors Club

The Private Investors Club (PIC) is an investment club aimed at more experienced investors looking for higher returns from more complex investments. Members include high net worth and sophisticated investors and must be able to satisfy various conditions in accordance with the strict regulatory framework as dictated by the FCA on the promotion of non-mainstream pooled investments.

For clients of the PIC, Custodian Capital creates and manages asset-backed private equity investments targeting a varied portfolio of higher yielding opportunities. The aim is to provide clients with the opportunity to access bespoke investments in flexible and tax transparent structures.

Custodian Capital acts as fund manager to Custodian REIT and while operating independently, it is a part of the Mattioli Woods group.

Benefits of the asset-backed private equity investments offered to the PIC include:

- low correlation to investment markets
- high target returns
- exclusive access to bespoke investments
- low cost of entry
- fully managed proposition
- investment diversification

Structured products

In 2016, we launched our own Structured Products Fund (SPF) to provide you with a unique way of benefiting from the returns of structured products as part of a diversified investment.

Structured products allow you to invest a set amount of money to give a return, which is linked to the performance on a security or commodity, subject to delivery upon exercise of an option contract or convertible security. This 'underlier' could be a share index, a basket of individual shares (e.g. M&S, Barclays Bank, GlaxoSmithKline), a property index (e.g. the average UK house price), or simply the inflation rate.

Structured products can add the following to a portfolio:

1. Stable and solid returns

Returns on a structured product can be significantly greater than investing directly in the stock market.

2. Uncorrelated returns

Structured products can provide a return when other assets in a portfolio, i.e. equity markets, do not increase, or even fall.

3. Market access

Investing in structured products gives you access to a broad range of assets such as indices, equities, commodities, currencies and inflation.

When you compare the SPF with the traditional structured products plan-type investments on offer in the market, the advantages include:

- reduced counterparty risk
- increased flexibility and liquidity
- improved diversification
- a simple investment process

The Mattioli Woods Structured Products Fund has an investor-friendly structure.

Investing responsibly and much more...

We also run 'Ability to Invest Responsibly' portfolios (AIR), which employ stringent screens to meet ethical/sustainability investment concerns while maintaining a suitable level of diversification by asset class.

For clients with other considerations that would prohibit the use of our typical best ideas approach, we can build a portfolio to suit specific needs and meet your objectives. In this scenario, one of our investment managers will work alongside your consultant with you to establish an investment mandate.

In addition to our flagship discretionary multi-asset funds, we have an established range of additional solutions to ensure your needs can be met. For lower risk investors we run a defensive portfolio which has a primary focus on preserving capital.



Tax strategies

VCT, EIS and tax-planning investments.

Our personal approach to client investment portfolio construction is not limited to the specific types of investment mentioned previously. The taxation of investments is also an important factor and we will work with you to ensure your portfolio is fit for purpose and in line with your own approach to tax risk/personal tax position.

Having taken time to understand your short, medium and long-term objectives, we will arrange your investments to ensure these take advantage of the various tax privileges that exist within HMRC rules. There can be a myriad of VCT, EIS and SEIS offerings available at any given time and we look to carefully select investments that align with our own beliefs and conviction around investment sectors and themes. This is so we can offer opportunities we believe will provide you with long-term benefits.

Planning to mitigate or minimise the effects of income tax, capital gains tax and inheritance tax can be helped by using product 'wrappers'. Including collective portfolios, investment bonds, venture capital trusts and enterprise investment schemes, we will work with you to ensure your objectives – both investment and tax – are being met.

Our service approach

Commencing with a full analysis of your objectives and attitude to risk, we will agree a strategy with you and manage this on a day-to-day basis.

We consider risks through our assessment of the personal risk questionnaire we will ask you to complete, using this alongside the invaluable insight our consultant will have acquired while discussing your financial goals.

We will also provide you with clear communications to keep you up-to-date on your investment portfolio.

These include:

- our digital publication 'Investment Line', which contains investment news and events of interest
- our digital 'Monthly Market Commentary', an in-depth look at markets around the world
- a detailed quarterly performance update on your investments

Additionally, we offer clients financial planning advice to ensure tax allowances and timescales are reviewed, ensuring portfolios remain appropriate to chosen strategies.



Get in touch

For more information on any of the topics covered in this brochure, or to arrange a meeting to discuss your asset management strategy and investment options, please contact your Mattioli Woods consultant. Alternatively, please email investments@mattioliwoods.com.

Initial meetings are held at our expense and on a without-obligation basis. The purpose of the meeting is to gain a full understanding of your position, key issues and objectives, and for you to gain a real insight into Mattioli Woods and our capabilities.

Mattioli Woods plc is a leading provider of wealth management and employee benefit services.

We pride ourselves in building long-term relationships to provide trusted advice, high standards, and a personalised delivery.

We provide our clients with an all-embracing and integrated approach designed to develop a clear strategy for financial plans, supported by sound investment and taxation initiatives.

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