



KINGSWOOD
INSTITUTIONAL

TREASURY MANAGEMENT SERVICES

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The management of cash in any business is vital. Especially if it is cash that you may need at short notice. But managing cash can be a lot more complicated than it seems. It is certainly not risk free.

Interest rate, liquidity and counterparty risk are only some of the factors to consider. Balancing those risks with generating enhanced returns takes experience and focus. Simply leaving money on deposit, or buying a liquidity fund, may not be the best thing for your business.

Make your cash work for you.

At Kingswood Institutional we see managing liquidity as a service not as a product. We need to understand what it is that you need your cash for. What expected and potential cash outflows you have, and then we design a liquidity management strategy that will match these liabilities with suitable assets. To do that properly means working in partnership with you. It's a lot more than just selling you a fund.

We understand that circumstances can change, and that your strategy needs to be able to adapt to your changing needs. And we know how important it is to respond quickly to both business and market dynamics. We encourage your involvement in this and aim to develop a close working relationship. We can agree investment parameters for our discretionary service that give you clear communication and the confidence that your cash is in safe hands.

We do not forget how important cash and cash flows are to a business; our job is to make sure your cash balances work as hard as possible for you.

SEGREGATED FUND MANAGEMENT

The team specialises in the management of surplus cash funds for institutions on both a discretionary and an advisory basis. We have experience working with building societies, universities, charities and PLC's amongst others.

We focus on client specific investment solutions to meet your individual objectives and work with you to understand your risk appetite, expected cash flows and investment restrictions. From this we look to create a varied portfolio, using a range of assets that can be easily realised to ensure maximum liquidity whilst seeking the highest appropriate yield.

INVESTMENT PHILOSOPHY

We believe that a well-diversified portfolio consisting of highly rated banking names can deliver the combination of security and liquidity our clients require whilst we seek to maximise returns. Our fundamental investment priorities remain:

1 *Security*

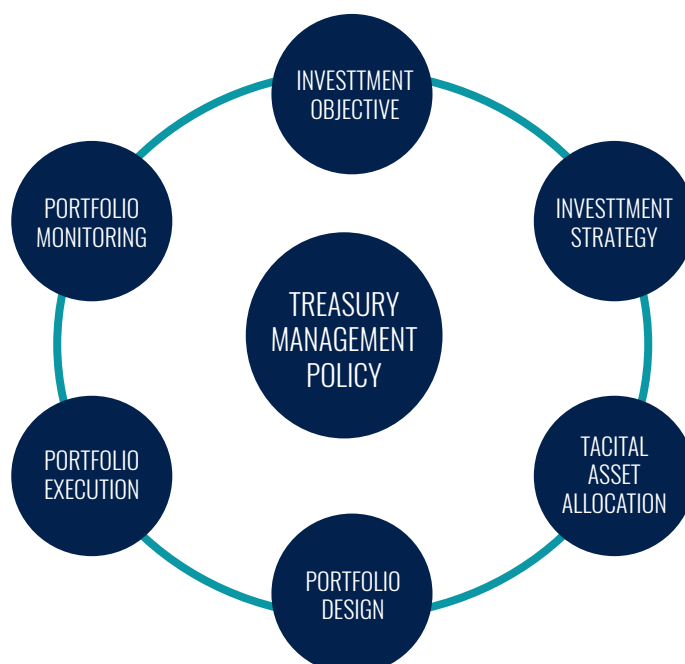
2 *Liquidity*

3 *Yield*

INVESTMENT PROCESS

We work closely with you to develop a bespoke investment mandate based on your existing treasury policies and liquidity requirements.

Once the investment parameters are set and the funds have been invested we review your portfolio on a daily basis to ensure that it remains in line with your requirements and to see where value can be added. We suggest that we meet formally on a six monthly basis to discuss the portfolio and to recommend any appropriate amendments.





TYPICAL INVESTMENTS

Please find below the typical instruments used within a Sterling Cash portfolio:

- › Fixed Term Deposits
- › Certificates of Deposits
- › Gilts / Treasury Bills
- › Corporate Bonds
- › Floating Rate Notes
- › Enhanced Cash Fund



CREDIT RATINGS

When assessing the credit worthiness of a counterparty, we take into account the three major rating agencies, Fitch, Moody's and S&P. We maintain an approved counterparty list and at present our minimum criteria is long term 'A' or the equivalent across the agencies. We can adapt this to accommodate your parameters and will create a bespoke counterparty list for you, which we will monitor on your behalf.



CUSTODY

Many of the assets that we purchase for our clients need to be held within a custody account. You can either utilise our pooled custody service or you can arrange for your own custody account with any of the global custodians. If you are unsure which custody option would be most beneficial to you, we would be happy to discuss the pros and cons of each choice.



TRAINING

Knowledge is key. It is important that you, as a business, understand the risks and choices that you face in the world of investments. That is why we offer training sessions to our clients – be it board members, investment committees or a general overview of investment matters to staff. These sessions are tailored to your requirements and can cover a range of topics, including constructing a treasury policy, types of investment instruments, economic overview and investment risks. Training sessions can be held either at our central London offices or at your own premises, whichever is more convenient for you.



SERVICES

Kingswood Institutional provides treasury and liquidity management services acting predominantly in a discretionary role but also through our similarly managed collective fund. Our aim is to provide investors with a higher return than the yield available from cash deposits.

Our low fee rates include all costs. There are no additional charges for custody, reporting or cash transfers giving transparency of net returns. Comprehensive valuation reports are sent at each month end and are available intra-month if required. The investment team are available to clients at all times and we work hard to build strong working relationships but most importantly your cash is safe and instantly accessible. Our cut-off time for same day repayments is 10:30am.

References are available and we encourage contact to provide a client's perspective of our services.

MEET THE TEAM



NIGEL DAVIES | MANAGING DIRECTOR - FIXED INCOME

Throughout his 35 year career Nigel has specialised in all aspects of treasury business with particular emphasis on the UK and European bond markets. He has managed fixed interest and short term liquidity portfolios for major institutions and specialises in advising both university and building society sectors.

020 7293 0736 nigel.davies@kingswood-institutional.com



EMMA BUTLER | ASSOCIATE DIRECTOR - FIXED INCOME

Emma has a BSc Honours degree in Economics and is also a member of the Association of Corporate Treasurers. She has extensive knowledge of the institutional sector, specialising in the management of fixed interest and money market securities on behalf of bodies such as universities and building societies.

020 7293 0750 emma.butler@kingswood-institutional.com



NIGEL MARSH | ASSOCIATE DIRECTOR - FIXED INCOME

Nigel has a wide range of experience and a strong track record in managing both sterling and multicurrency bond mandates, from short term cash through to government, index-linked and corporate bonds. Nigel has 35 years experience in the industry working with various investment banks specialising in sterling fixed interest and cash products. Nigel manages the KW Enhanced Cash Fund.

020 7293 0737 nigel.marsh@kingswood-institutional.com



PHILIP CLIFFORD | VICE PRESIDENT - SALES

Philip joined Kingswood Institutional in September 2017 to enhance and grow the Fixed Interest team's offering. Philip previously work with Royal London Asset Management for 11 years specialising in Treasury and Fixed income sales. Philip has extensive experience working with the Education (Universities, Colleges and schools), Charity, Insurance, Associations and PLC sectors.


020 3875 4372 philip.clifford@kingswood-institutional.com



JAMIE JESSOP | ASSOCIATE - FIXED INCOME

Jamie joined Kingswood Institutional from UBP in August 2019 to support the portfolio and liquidity management functions by providing trade support and preparing information for the team.

020 7293 0755 jamie.jessop@kingswood-institutional.com



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