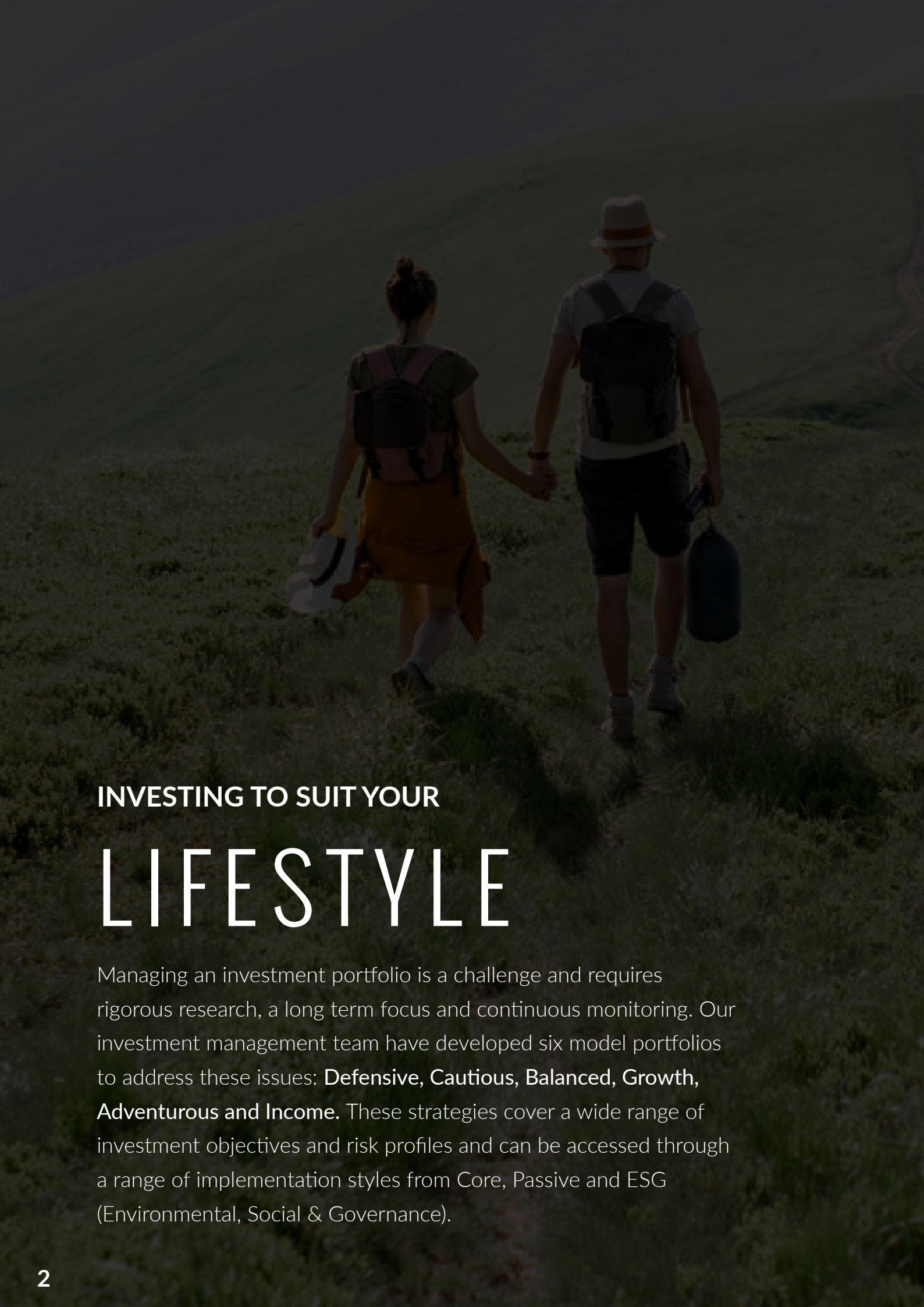




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## MANAGED PORTFOLIO SERVICE



INVESTING TO SUIT YOUR

# LIFESTYLE

Managing an investment portfolio is a challenge and requires rigorous research, a long term focus and continuous monitoring. Our investment management team have developed six model portfolios to address these issues: **Defensive, Cautious, Balanced, Growth, Adventurous and Income**. These strategies cover a wide range of investment objectives and risk profiles and can be accessed through a range of implementation styles from Core, Passive and ESG (Environmental, Social & Governance).

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# MANAGED PORTFOLIO SERVICE

... WHY CONSIDER KINGSWOOD

The service has been designed to offer you a high quality investment solution that matches your goals, interests and attitude to risk. It allows us to deliver outstanding value in a highly accessible, cost effective manner.

Investors in our MPS benefit from our established centralised investment process, which utilises a wide range of asset classes extending beyond the traditional combination of equities, bonds and cash. The portfolios are managed on a discretionary basis and therefore there is no need to worry about making tough decisions about what to buy and sell and when.



## THE BENEFITS OF MPS at a glance

Our aim is to create investments that deliver results for your goals and objectives.



### WIDE INVESTMENT CHOICE

Access to a range of managed portfolios each aligned to an objective and attitude to risk.



### EXPERT INVESTMENT MANAGEMENT

Access to the best asset managers carefully selected by our in-house research team.



### FLEXIBILITY TO EXECUTE

Flexibility to execute trades within days to allow you to capture all opportunities.



### ESTABLISHED TRACK RECORD

Helping clients compare their investments to manage expectations.



### ECONOMIES OF SCALE

Our clients benefit from discounted fees with platform partners and institutional rates.



### MPS AVAILABILITY

MPS is available in a range of tax-efficient wrappers, including ISAs, Offshore bonds and SIPPs.



We manage your money to meet your financial objectives and aim to provide you with consistent returns over the longer term and within a level of risk that has been agreed by you to suit your lifestyle.

# KINGSWOOD



## INVESTMENT COMMITTEES

The Kingswood Investment Committees comprise of over 12 experienced and diverse members, collaborating together to provide our clients with rounded and robust investment solutions. They generally meet on a monthly basis but in times of heightened market volatility will meet more frequently.

**RICHARD JEFFREY**



### Investment Committee Chair

Richard joined in early 2019 as Chair of our Investment Policy Committee, Richard is a professional economist who started his career at Hoare Govett after his masters in Quantitative Economics at Bristol University. More recently, Richard was Chief Investment Officer and then Chief Economist at Cazenove Capital. Prior to this, he was Chief Operating Officer at Ingenious Securities and Head of Research and Chief Economist at Bridgewell Securities. He also was an Economic adviser to No. 10 Downing Street during the 1990's.

**RUPERT THOMPSON**



### Chief Investment Officer

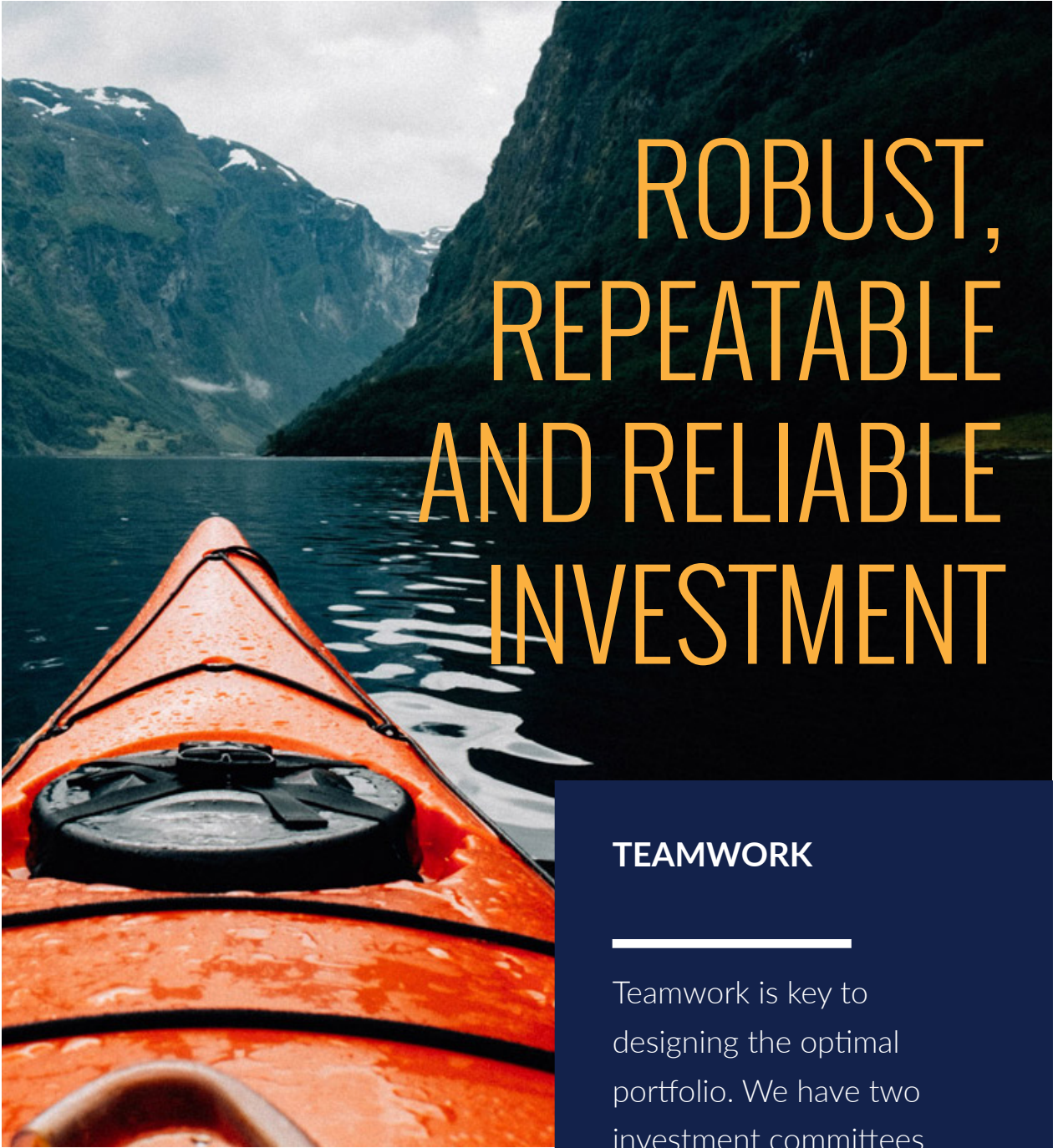
Rupert heads up the Investment Strategy team which leads the asset allocation and fund selection process at Kingswood. Rupert has a MA from Oxford University and has worked in the City for over 30 years as an Economist, Equity Strategist and Head of Research at a variety of institutions including PAM Global Investments, Henderson Global Investors and UBS. He is often quoted in the media as well as with frequent television appearances as a market commentator.

**PAUL SURGUY**



### Head of Investment Management

Paul has 20 years of private client experience since joining the sector after obtaining a BSc in Computer Science from University of Bristol. Early in his career he managed a varied range of private client and institutional portfolios. Latterly, he was Head of Research for an international investment business responsible for £1.5 billion of assets. He has regularly been quoted in the Financial Press and was recognised as one of Citywire's Top 100 on several occasions. Before joining Kingswood Paul was a UK Director at Kleinwort Hambros.



# ROBUST, REPEATABLE AND RELIABLE INVESTMENT

## TEAMWORK

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Teamwork is key to designing the optimal portfolio. We have two investment committees with differing areas of responsibility which work very closely with each other.

The **Investment Policy Committee** draws on the best industry research, to decide the most appropriate asset allocation for our portfolios. As part of this process, we look to identify secular themes that will drive superior returns over the long term. A regular dialogue between committee members on a formal and informal basis, as well as ongoing debate with our Wealth Planning colleagues, ensures our portfolios are market leading.

Setting the optimal asset allocation is only the first part of the puzzle. Ensuring that the best funds are

selected to implement these views is equally key and is the responsibility of the **Portfolio Construction Committee**. This team spends their time researching the whole of the market for the best available funds for our clients. This is then an iterative process with regular reviews ensuring our existing holdings remain our top selections.



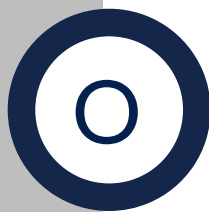
## GLOBAL

Investment opportunities are not constrained by location



## RISK

A clear understanding of risk versus reward



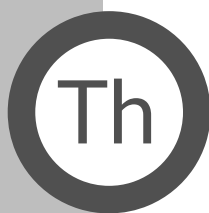
## ORIGINAL

We do our own research and come to our own conclusions



## WORTH

Valuation is key, the price we pay will drive the return you get



## THEMATIC

We identify secular growth themes that will drive long term performance





# PERCENTAGE RETURN IN STERLING BY ASSET CLASS

Asset class returns vary from year to year, highlighting the importance of diversification and active asset allocation

2013	2014	2015	2016	2017	2018	2019	2020
30.9 US equities	21.3 UK Property shares	17.9 Japan Equities	34.2 US equities	23.9 Emerging Equities	4.4 Gold	30.6 UK Property shares	21.0 Gold
24.6 Japan Equities	19.5 US equities	12.1 UK Property shares	33.3 Commodities	16.9 Europe ex UK Equities	2.1 Index Linked UK Gilts	26.2 US equities	17.3 US equities
24.0 Europe ex UK Equities	13.9 UK Gilts	6.3 US equities	30.0 Gold	15.3 Japan Equities	0.7 US equities	21.2 Europe ex UK Equities	14.8 Emerging Equities
23.8 UK Property shares	12.3 UK Corporate Bonds	5.5 Europe ex UK Equities	29.0 Emerging Equities	13.1 UK Equities	0.6 UK Gilts	19.2 UK Equities	12.4 Index Linked UK Gilts
20.8 UK Equities	11.2 Emerging Equities	1.7 Balanced Strategy	23.3 Japan Equities	12.7 UK Property shares	0.4 Cash	14.9 Japan Equities	10.2 Japan Equities
12.5 Balanced Strategy	7.6 Index Linked UK Gilts	1.0 UK Equities	21.2 Europe ex UK Equities	10.9 US equities	-2.2 UK Corporate Bonds	14.8 Emerging Equities	8.6 UK Corporate Bonds
1.9 UK Corporate Bonds	5.9 Balanced Strategy	0.6 UK Corporate Bonds	16.8 UK Equities	7.0 Balanced Strategy	-5.5 Balanced Strategy	14.1 Gold	8.3 UK Gilts
0.5 Cash	4.3 Gold	0.6 UK Gilts	11.8 UK Corporate Bonds	5.0 UK Corporate Bonds	-5.7 Commodities	11.4 Balanced Strategy	7.8 Europe ex UK Equities
-1.7 Index Linked UK Gilts	2.9 Japan Equities	0.5 Cash	10.8 Index Linked UK Gilts	2.9 Gold	-8.2 Japan Equities	11.0 UK Corporate Bonds	5.3 Balanced Strategy
-3.8 Emerging Equities	1.2 UK Equities	-1.9 Emerging Equities	10.3 Balanced Strategy	1.8 UK Gilts	-8.8 Emerging Equities	6.9 UK Gilts	0.4 Cash
-3.9 UK Gilts	0.5 Cash	-2.1 Index Linked UK Gilts	10.1 UK Gilts	1.2 Index Linked UK Gilts	-9.1 Europe ex UK Equities	3.5 Commodities	-6.1 Commodities
-11.2 Commodities	-1.4 Europe ex UK Equities	-5.3 Gold	0.5 Cash	0.4 Cash	-9.5 UK Equities	2.3 Index Linked UK Gilts	-9.8 UK Equities
-28.7 Gold	-11.8 Commodities	-20.3 Commodities	-8.5 UK Property shares	-7.1 Commodities	-13.0 UK Property shares	0.6 Cash	-15.9 UK Property shares

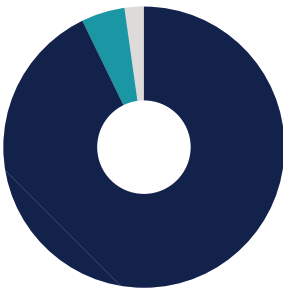


Past performance of any investment is not necessarily a guide to future performance and the value of investments may go down as well as up.



# PORTFOLIOS IN DETAIL

Our suite of portfolios provides you with a wide range of options. Six risk levels each with a range of implementation styles. Your portfolio strategy is principally determined by your financial goals and risk appetite.

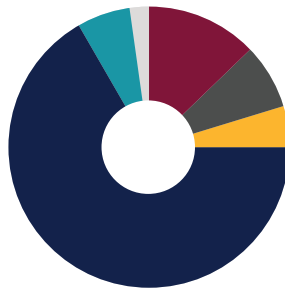


## DEFENSIVE

Capital preservation is the main priority. Lower levels of reward and low exposure to equity markets. Modest fluctuations in value.

Long-term return guideline is 2%

Core

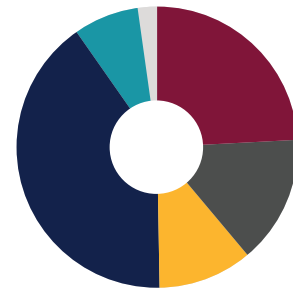


## CAUTIOUS

Capital preservation over the medium to longer term. Limited exposure to equity markets. Moderate fluctuations in value.

Long-term return guideline is 3%

Core | ESG | Passive



## BALANCED

Capital growth over the medium to longer term. Significant exposure to equity markets and their potential rewards. Significant fluctuations in value and some protection in times of market weakness.

Long-term return guideline is 4%

Core | ESG | Passive



## IMPLEMENTATION STYLES

### Core

The core style is selected if you do not have any specific requirements or preferences as to the underlying investment holdings. The portfolios are primarily built using actively managed funds.

### Income

This is suitable if you are looking for enhanced income from your portfolio. Includes higher yielding investments than those in other models and uses primarily actively managed funds.

## ASSET ALLOCATION

- Equities - International
- Equities - UK
- Equities - Thematic
- Bonds
- Alternatives
- Gold
- Cash

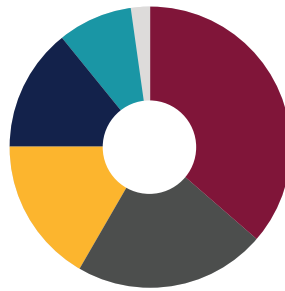


### INCOME

Limited capital growth over the medium term. Substantial exposure to equity, specifically high yielding in order to achieve the 4% yield target. Significant fluctuation in value and some protection in times of market weakness.

Long-term return guideline is between 4-5%

Core/Income

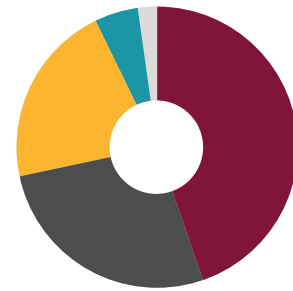


### GROWTH

Capital growth over the medium to longer term. Substantial exposure to equity markets and their potential rewards. Significant fluctuations in value and limited protection in times of market weakness.

Long-term return guideline is 5%

Core | ESG | Passive



### ADVENTUROUS

Capital growth over the medium to longer term. High exposure to equity markets. Substantial fluctuations in value and little protection in times of market weakness.

Long-term return guideline is 6%

Core



## Passive

This is suitable if you want a cost-effective investment solution which invests only in index tracking tracker funds.

## ESG

This style is for you if you want to only invest in companies which are ethically and socially responsible. It uses a mixture of actively managed funds and ETFs.



# FEES

## CORE PORTFOLIOS

Managed portfolio service fee .....	0.25% p.a
Third party fund management fee.....	0.70% (Typical range 0.60% - 0.80%)
Total client charge .....	0.95% p.a

## PASSIVE PORTFOLIOS

Managed portfolio service fee .....	0.20% p.a
Third party fund management fee.....	0.20% (Typical range 0.15% - 0.20%)
Total client charge .....	0.40% p.a

## ESG PORTFOLIOS

Managed portfolio service fee .....	0.25% p.a
Third party fund management fee .....	0.60% (Typical range 0.50% - 0.70%) p.a
Total client charge .....	0.85% p.a

*\* Platform charges may apply*

## Available platforms

We recognise the need to provide MPS on a range of platforms, so we have partnered with a number of award-winning platforms. You can access our Managed Portfolio Service with Kingswood via the platforms set out below.

**FundsNetwork™**

 **nucleus**

**Standard Life**

 **OLDMUTUAL  
WEALTH**

**novia** /

 **AJBell**

 **AEGON**

 **AVIVA™**

 **JAMES HAY  
PARTNERSHIP**



## NOTES



Kingswood, Kingswood Group and Kingswood Institutional are trading names of KW Wealth Planning Limited (Companies House Number: 01265376) regulated by the Financial Conduct Authority (Firm Reference Number: 114694) and KW Investment Management Limited (Companies House Number: 06931664) regulated by the Financial Conduct Authority (Firm Reference Number: 506600) with a registered office at 13 Austin Friars London EC2N 2HE. KW Investment Management Limited is also regulated in South Africa by the Financial Sector Conduct Authority (Firm Reference Number: 46775). Both companies are wholly owned subsidiaries of Kingswood Holdings Limited which is incorporated in Guernsey (registered number: 42316) and has its registered office at Oak House, Hirzel Street, St Peter Port, Guernsey GY1 3RH.