



Quilter

Quilter is a specialist in bespoke investment management services and its clients include private individuals, charities and trusts and pension funds.

Its head office is in London and it has a network of regional offices in Belfast, Birmingham, Bristol, Dublin, Edinburgh, Glasgow, Jersey, Leicester, Liverpool, Manchester and Salisbury.

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Managed Portfolio Service Euro Strategies

» The Managed Portfolio Service (MPS) is a discretionary service investing in a wide range of collective investments, in order to give you greater diversification than might be possible via direct equity investment. There are two Euro strategies to meet varying financial objectives. The minimum investment is €25,000.

The MPS provides investment into a professionally managed portfolio of carefully researched collective investments selected from the vast range of collective funds available to investors. This provides you with the benefit of portfolio diversification and participation in the performance of the markets in which each strategy invests.

We have a dedicated team of collective analysts who consider over 70 different criteria when analysing a fund and our substantial holdings in collective investments allow us to benefit wherever possible from institutional buying power.

Our proprietary software allows us to treat clients within the strategies in a consistent manner. Each strategy is automatically analysed on a daily basis to ensure that clients are fully in line with the strategy, with new monies received being instantly highlighted for investment. This framework ensures that performance for all clients within a specific strategy is identical.

Investing for different needs

Because of its structure, the MPS may be used for a variety of different needs including:

- » Personal accounts
- » Charities
- » Trusts*
- » Personal pensions
- » Self administered pensions
- » Approved retirement funds
- » Executive pension plans

*Not suitable for interest in possession trusts

Simple charging structure

The MPS has a clean management fee structure with no dealing commissions or additional costs. Our settlement and administration function is in-house and not outsourced to a third party, which means that there are no extra costs. Our fee structure and institutional buying power enables us to offer extremely competitive Total Expense Ratios (TERs).

Key benefits

- » Two investment profiles to match your requirements
- » Expert investment management and fund selection
- » A free share exchange service allows existing shares to be transformed into a diversified portfolio at no cost to you
- » Does not 'unitise' investors within a single large portfolio and allocate units in a 'fund of funds'
- » You are not locked into a strategy for the long term and have the ability to switch as circumstances change
- » Monthly factsheets are available on our website

Risk definitions

Your financial circumstances will principally determine your capacity for risk and you may have to accept more risk than you initially anticipate in order to achieve your long-term objective. All investment involves an element of risk to capital and there will be periods when the short-term return differs from the long-term objective.

- Low** Some tolerance to fluctuation of capital value providing current income is maintained in normal market circumstances
- Medium** Some tolerance to fluctuation of capital value and/or current income in normal market circumstances
- High** A large part of the portfolio can be subject to increased risk and the possibility of significant fluctuation of capital value in order to generate potentially higher returns

Managed Portfolio Service strategies

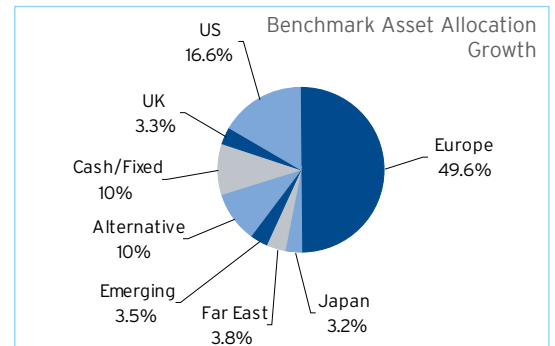
Euro Growth Portfolio Strategy

The **objective** is to achieve capital growth.

The **benchmark** will comprise 80% equity (FTSE World Series), 7.5% Alternative (FTSE APCIMS Hedge (Investment Trust)), 5% fixed interest (Citigroup EuroBIG), 2.5% Property (FTSE All UK Property) and 5% cash (EURIBOR 1 Week).

A **typical client** in this strategy is investing for a minimum of 7 years with the primary aim of capital growth. These clients are prepared to invest in a wide range of asset types/regions with the aim of increasing diversification. To improve diversification and reduce volatility, an exposure of up to 20% in alternative investments and strategies will usually be included.

Risk category for this strategy is to be considered medium risk.



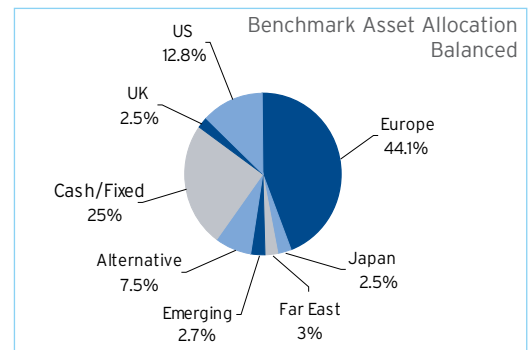
Euro Balanced Portfolio Strategy

The **objective** is to achieve a balanced return combination of income and growth.

The **benchmark** will comprise 67.5% equity (FTSE World Series), 20% fixed interest (Citigroup EuroBIG), 5% Alternative (FTSE APCIMS Hedge (Investment Trust)), 2.5% Property (FTSE All UK Property) and 5% cash (EURIBOR 1 Week).

A **typical client** in this strategy is investing for a minimum of 7 years aiming for a balance between capital growth and some income. These clients are prepared to invest in a wide range of asset types/regions with the aim of increasing diversification. To improve diversification and reduce volatility, an exposure of up to 20% in alternative strategies will usually be included.

Risk category for this strategy is to be considered medium risk.



Next step

How to Invest

Once you have decided on the most suitable strategy for your requirements you will need to complete a client information form. Please contact your financial adviser or your local Quilter office.

Reporting

You will receive a comprehensive summary every six months which includes a fully itemised portfolio valuation, performance report, transaction schedule, capital and income statements and market commentary. Our secure password-protected website allows you to access your portfolio at any time. An annual tax summary is sent to you or your tax adviser.

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