Close Brothers
Asset Management

Our Bespoke investment management service for charities

A UNIQUE BLEND OF EXPERIENCE, INTEGRITY, SERVICE AND INVESTMENT EXPERTISE

OUR MISSION

Our core work is to provide the clarity and clear direction that helps trustees manage their resources and invest more effectively.

A service you can trust

As a trustee of a charity, one of your primary concerns is to ensure that the organisation's money, and the income or growth it generates, is carefully managed and invested in an appropriate way. Our bespoke investment management service has been built with the needs of clients at its core. It is designed to offer a responsible and trusted service that provides complete peace of mind.

Our high-quality, research-driven service provides real value for money and is delivered by experienced charity investment managers working in teams. In this brochure you can read more about what we do and how we do it. We look forward to hearing from you.

As with any investment strategy, there are risks. A charity's investment could fall in value as well as rise, and a charity could get back less than they invested. We take time to understand your appetite for risk and build an investment strategy to meet your needs.

WE ARE PART OF THE CLOSE BROTHERS GROUP

Established in 1878, Close Brothers Group is a modern merchant bank providing financial support and advice to businesses, charities and individuals across the UK

Quoted on the FTSE 250 with market capitalisation of £1.5bn (30 September 2020)

Strong balance sheet due to a prudent approach to managing financial resources

3,500 employees across the UK

A growing presence in charity investment management

Our reputation for providing a high-quality bespoke investment management service, combined with recent appointments of experienced charity investment managers from our industry, support our ambition to become a leading investment partner for charities across the UK.

WHAT WE OFFER CHARITY TRUSTEES

Our core work is to provide the clarity and clear direction that helps trustees manage their resources and invest more effectively. Our global research capability, personal service and conservative long-term investment philosophy provide the reassurance trustees seek. Through a trusted partnership with you we offer:

- A dedicated and growing team of charity investment managers across the UK, whose values and beliefs are aligned to those of charity trustees.
- Investment managers with an average experience of over 20 years working with charities, and who in most cases are trustees themselves.
- A high-quality investment and administrative service that provides value for money.

WHAT WE DO

- Manage charity assets from a broad range of charitable sectors.
- Create bespoke investment portfolios that provide flexibility and a high-quality service to meet the differing needs of trustees.
- Deliver performance that is designed to meet and exceed trustee expectations.

HOW WE DO IT

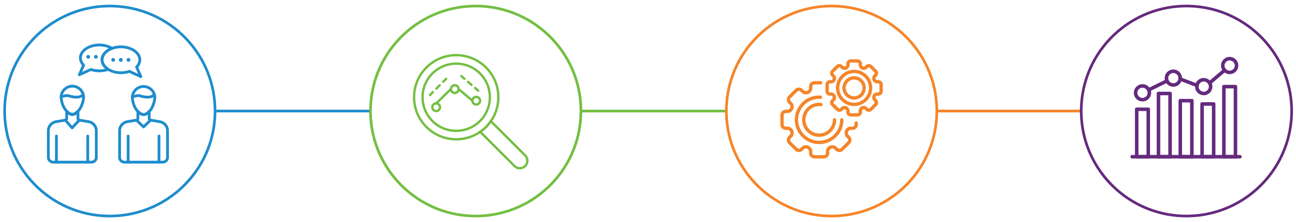
- Supported by a well-defined investment philosophy and process that meets the needs of charities.
- Experienced investment managers and global research analysts work together to construct portfolios, which are actively managed, to provide the long-term returns that are required.
- Environmental, social and governance (ESG) requirements, as well as a separate socially responsible investment (SRI) service.
- Overlaid by a Risk Management System that ensures the integrity of the trustees' objectives is maintained.

OUR INVESTMENT PHILOSOPHY

Our guiding principle is that the optimal, long-term risk adjusted returns are best derived from research-driven, well diversified, actively managed, multi-asset portfolios.

Our investment process:
Building your portfolio in four steps

We use a tried and tested methodology to ensure your charity's portfolio meets your requirements.



WE WILL MEET YOU TO GAIN A FULL UNDERSTANDING OF YOUR NEEDS…

- The charity's objectives and financial circumstances.
- The structure and nature of the charity's funds (restricted/unrestricted).
- The charity's business model/sources of income and capital.
- ESG and SRI considerations.
- The charity's cashflow.
- Risk appetite.
- Investment objectives and capacity for loss.
- Objectives in conjunction with any other professional advisers and/or consultants you work with.

IDENTIFY YOUR OPTIMAL INVESTMENT STRATEGY…

- Help you create a Statement of Investment Policy, if required.
- Discuss a suitable strategic asset allocation to meet your investment objectives.
- Define the measure of success (benchmark or a target return, e.g. inflation plus).
- Outline investment parameters/risk tolerance.

AND CONSTRUCT AND MANAGE YOUR PORTFOLIO USING ACTIVE ASSET ALLOCATION

- Active deployment of capital.
- We adapt the agreed asset allocation with our current investment views to create a tactical asset allocation.
- Diversification across asset classes, geographies, sectors, companies and investment themes.
- Access to a broad range of investment types including direct equities and funds, fixed income, property and private equity funds, precious metals and commodities, and hedge funds.

ONGOING PERFORMANCE, RISK MONITORING AND COMMUNICATION

- Daily risk monitoring of the investment portfolio through our Risk Management System (RMS).
- Quarterly performance reviews and reports.
- Internal peer group review.
- Your reporting requirements; frequency and format.
- Meetings to review our performance and the suitability of your investment strategy, as well as any change in your requirements.
- Access to our online investment portal, where you can view your investment portfolio at any time.

Performance, administration and fees

Our service rests on solid foundations of performance reporting and administrative services.

PERFORMANCE

We believe in providing trustees with complete clarity on our performance in an easily understood manner. We have the flexibility to benchmark our performance against relevant indices where required, including inflation, and composite and peer group benchmarks. We can provide records of our historic performance on request.

ONGOING AND ADMINISTRATIVE SERVICE

Through our experience, we understand the reporting and administration requirements of trustees. We offer:

- Direct access to a dedicated investment and administrative team.
- Timely and reliable income payments.
- Bespoke, clear, concise and understandable reports that cater for each charity's specific needs.
- High-quality, efficient, administrative support in a timely manner.
- To provide training and broader support for trustees.

FEES

We believe that we offer competitive, transparent fees for the services we provide, which offer good value for money. Our fee schedule is available on request.

We would be delighted to talk

To find out more about our bespoke investment management service for charities, please contact Sarah Keltie at **sarah.keltie@closebrothers.com** or by telephone on **020 7426 4077**.

www.closebrothersam.com/for-charities

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