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EDEN PARK TAILORED DISCRETIONARY MANAGEMENT

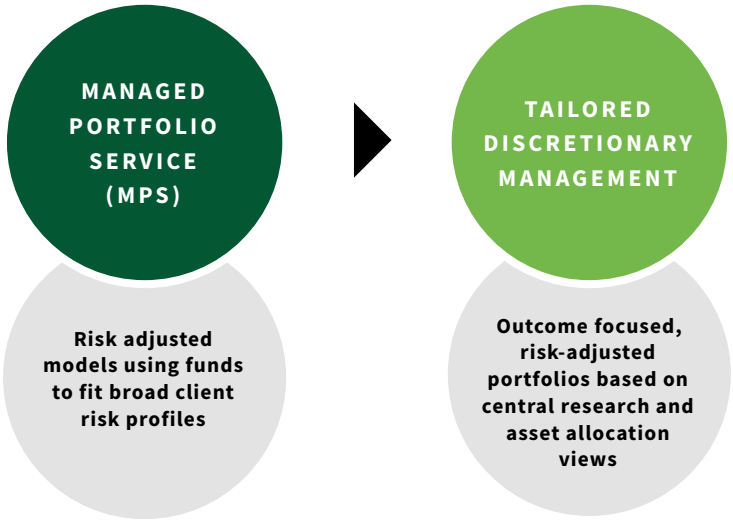
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INVESTMENT MANAGEMENT

In partnership with

RAYMOND JAMES

Focusing on consistent client outcomes

Evolution of the Model Portfolio Service to Tailored Discretionary Management:



Tailored Discretionary Management provides clients with portfolios constructed in line with central views on asset allocation and stock selection, built to deliver consistent outcomes. Allowing us to manage your clients' portfolios helps you manage your time effectively, while also giving your clients the comfort and reassurance that their investments are actively managed within a robust investment framework that will deliver against their return requirements and risk profile.

We are able to provide you and your clients with access to a complete range of services, from MPS through to Tailored Discretionary Management, offering the best value and most appropriate outcomes depending on each individual's investment objectives, risk appetite and the complexity of their requirements.

Investment principles



A diversified portfolio is vital in spreading investment risk. We build portfolios with a broad spread of assets, which we expect to generate positive, inflation-adjusted returns over the long term.



Controlling the volatility of portfolios underpins our approach to risk management. We aim to meet investment objectives with an appropriate level of risk.



We recognise that risk is more than a measure of volatility. Managing risk is about gauging the likelihood and extent of permanent loss of capital.



Market prices often deviate significantly from the true value of assets in the short term. Accordingly, we use tactical asset allocation where appropriate.



Our investment process is geared towards generating returns in excess of inflation.



Underlying all investment strategies is the aim to preserve the long term purchasing power of clients.

A centralised investment approach



Optimising asset allocation

We design the asset allocation of each portfolio with great care. Fully aligned with our internal investment process, the asset allocation is derived from committee output determining the optimal long-term strategic asset allocation and ideal short-term adjustments.



Stock selection

Our research team run a thorough quantitative screening process with a qualitative committee review to identify high conviction direct equities, coupled with high quality collective research covering the full active and passive universe, to be included in portfolio.



Portfolio construction

Output of asset allocation and stock selection run through an optimisation process targeting optimal risk-adjusted returns, while also considering diversification and cost to the client. The four total return portfolios are aligned with Dynamic Planner risk profiles 4-7.



Client-specific requirements

The portfolios can accommodate income or drawdown requirements and tax-efficient management including managing across multiple account types, handling ISA subscriptions, and utilising Capital Gain Tax allowances where requested.



Capital preservation

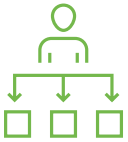
We recognise that risk is more than a measure of volatility. Managing risk is about gauging the likelihood and extent of permanent loss of capital. Preserving capital is just as important as capital gains.



Regular review

We review each portfolio's asset allocation regularly to ensure an optimal mix of underlying asset exposures. This can also be varied at any time should market conditions change suddenly.

Is it right for me and my clients?



REPEATABLE

Robust and rigorous central investment process. Investment and risk processes are established and have appropriate levels of senior management oversight.



RESEARCH

Whole-of-market approach to stock selection and market leading research capability. All markets, asset and fund types considered.



SERVICE DRIVEN

Client service at the centre of everything we do. Raymond James provides ongoing support to advisors.



OUTCOME FOCUSED*

Client outcomes are clearly defined and aligned with real-return objectives. Service is clearly outlined to demonstrate what we do and how we do it, the boundaries we operate within, and the outcome you and your clients can expect.



COMPETITIVE PRICING

Clear and fair charging structure with no initial or withdrawal fees. MiFID II compliant charging structure set at competitive prices to competitor offerings.



RISK-ALIGNED

Range of risk managed portfolios catering for most client needs. Portfolios aligned to Dynamic Planner risk profiles (4 – 7).

*Available on an Agent-as-Client or Reliance-on-Others basis.

Why choose Tailored Discretionary Management?

As client and adviser demands have evolved, so have the investment solutions made available by providers. With Tailored Discretionary Management, you can give your clients access to standardised portfolios that are aligned with their own risk appetite and real-return objectives, while also accommodating some specific client needs with the full support of a dedicated Portfolio Manager.

The portfolio management team draw on the combined experience of our asset management and research teams, aligning with asset management's internal investment processes, to manage portfolios that offer a centralised view of asset allocation and stock selection. In addition, the service is also able to handle client-specific requirements for income and drawdown, as well as tax efficient management including managing across multiple account types, handling ISA subscriptions, and utilising Capital Gain Tax allowances where requested.

With a dedicated portfolio manager, you can be confident that your clients will enjoy high levels of service and consideration. We put your clients at the centre of everything we do, avoiding jargon and assumptions, and working hard to ensure they can follow exactly what is happening with their investments.

Quarterly Valuation Reports and an Annual Tax Pack will be distributed to you and your client, via the Morgan Lloyd Invest platform.

Cost-effective with various performance targets

Recognising the costs involved in managing segregated client portfolios, a minimum of £200,000 per account is required to invest into a Tailored Discretionary Managed portfolio.

Portfolio	Dynamic Planner Risk Profile	Performance Target (Total Return pa. 3 year rolling)
Lower Risk	4	CPI + 1
Medium-Low Risk	5	CPI + 2
Medium-High Risk	6	CPI + 3
Higher Risk	7	CPI + 4

At a glance: 7 key features

- Actively managed asset allocation
- Robust central investment process
- Whole-of-market stock selection and research
- Risk profiles aligned with Dynamic Planner
- Client outcomes clearly defined and aligned
- Client-specific tailoring
- Clear and fair charging structure with no fees



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The value of your investments, and any income derived from them, can fall as well as rise and investors may not get back the original amount invested. Past performance is not a reliable guide to the future.

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