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LV= Discretionary Fund Management

Experienced fund managers designing bespoke solutions for your clients

With advisers increasingly focussing on outsourced investment solutions for their pension clients, using a discretionary fund management solution via the LV= Wealth range could be just what you're looking for. Our administrative systems are designed specifically to make your life easier. Our panel of discretionary fund managers will work with you to design bespoke portfolios to meet clients' income and growth needs. Rathbone Brothers PLC is one of the experienced fund managers who sit on our panel.

Rathbone Investment Management Ltd

Rathbone Brothers PLC is an independently owned, FTSE 250 listed company. Through its subsidiaries it is a leading provider of high quality, personalised investment and wealth services for private clients, charities and trustees. This includes discretionary investment management, tax planning, trust and company management, banking services and unit trusts. Rathbones employs over 1100 people across 15 offices in the UK and Jersey.

We enjoy the stability afforded by being part of a FTSE 250 listed company with significant critical mass -over £34.2 billion of funds under management as at 31 December 2016 (including funds managed by Rathbone Unit Trust Management Limited). Rathbones traces its history back to 1742 and has increasingly focused on financial services over the past century.

Its principle subsidiary, Rathbone Investment Management Ltd, provides bespoke discretionary investment management services to private clients, professional intermediaries, charities and trustees, and accounts for nearly all of our business. Rathbone Investment.

Charges	
Management Charge	0.8% on the first £500,000 0.5% thereafter
Transaction charges	Nil
Minimum investment into collectives	£100,000

The above information is correct as at May 2017

Five good reasons why you should choose Rathbone Investment Management

- **Risk-adjusted** solutions for all clients
- **A framework and internal risk monitoring** to achieve the 'sweet spot' between autonomy and prescription
- **Forward looking approach** to asset allocation. We understand that the risk of assets is constantly changing and private client investment strategies should evolve if they are to remain relevant
- **Accessibility** of investment managers and their support teams. Investment professionals can be contacted directly to provide advice and will retain full client suitability responsibility for the portfolio
- **Investment solutions** that are sourced from the whole of market



From the LV= Investment Wealth range



The Rathbones approach

Rathbones believes that a long-term investment strategy incorporating an asset allocation framework is the key to providing consistent risk-adjusted returns to meet clients' objectives. While they operate a number of core strategies to guide our investment managers, Rathbones does not believe in the 'one size fits all' approach or that there is only one investment solution.

The firm employs a range of investment managers with a variety of skill sets. Investment managers have considerable discretion which allows them to use their individual expertise in managing client portfolios, supported and informed by a central investment process. All investment managers are encouraged to contribute to this process, so that a broad set of investment ideas are captured and engage every member of our investment team. This flexibility Rathbones believes, enables the firm to attract and retain talented investment managers.

Investments are sourced on an open market basis using an in-house research team. This means that the firm will invest in passive or active strategies and direct equities/bonds or pooled funds based only on suitability for clients rather than other factors. When making any investment decision the firm remains cognisant of the impact of expenses on performance, though investment decisions are never driven purely by cost. The Rathbones investment philosophy has not fundamentally changed over the past three years. However a greater emphasis has been placed on delivering appropriate risk-adjusted returns and minimising volatility. This has become increasingly important for advisers in recent years.

Helping advisers differentiate the Rathbone proposition

Rathbones believes there are five attributes of its proposition that set it apart as different from the majority of other discretionary investment services providers.

- **Risk-adjusted solutions for all clients** - All clients, irrespective of value benefit from an approach to investment management that places meeting risk expectations as important as generating rewards. As a result, clients experience the investment 'ride' they were anticipating.
- **A framework and internal risk monitoring to achieve the 'sweet spot' between autonomy and prescription** - Our centralised investment process can deliver a consistency of risk outcomes yet has the necessary flexibility to provide solutions that give the client what they want. In addition our investment managers retain the ability within a framework to apply their own individual expertise and flair to client portfolios.

- **Forward looking approach to asset allocation** - Our strategic investment decisions are not driven by sophisticated modelling based on history. Instead we accept that the risk of assets is constantly changing and private client investment strategies should evolve with this if they are to remain relevant.
- **Accessibility of investment managers and support teams** - Our investment professionals and support staff can be contacted directly to provide advice, answer queries and be accountable to clients in providing first class client service. There is not a layer of relationship managers sitting between the client and the management of their portfolio.
- **Investment solutions that are sourced from the whole of market** - The strategies we seek and the underlying assets we invest in are based only on the suitability for your clients rather than other potentially conflicting factors.

LV= and Discretionary Fund Management (DFM)

- Individual investment portfolios designed to meet client income and growth needs – ideal for Drawdown clients looking for income growth and flexibility
- LV= 'special relationship' with a panel of DFM providers, giving your clients choice and value in their pension investment decisions
- Discounted fees, direct billing and simplified set up process, making your life easier
- Robust reporting and monitoring process, ensuring compliant pension investment solutions

To find out more please speak to your usual LV= sales contact, or call our dedicated Retirement Desk on 08000 850250.

Rathbones is one of five investment managers with whom NM Pensions Trustees Ltd has made administrative arrangements to act as an investment manager for the Discretionary Management Option. NM Pensions Trustees Ltd and Liverpool Victoria Friendly Society Ltd provide no warranty as to the performance of the investment manager.



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Rathbones
Look forward

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