



BRI Wealth
Management PLC

Portfolio Management Services
A Guide for Clients



Contents

1. Portfolio Management Services
2. Which service is right for you?
3. Bespoke Portfolio Service (BPS)
4. Managed Portfolio Service (MPS)
5. BRI's Investment Process
6. Choosing the right portfolio strategy

Portfolio Management Services

As providers of expert, tailored and comprehensive investment management services for 50 years, you can trust BRI Wealth Management to help you protect and grow your wealth.

Through your trusted financial advisor, we are able to offer you two types of investment management service: for clients requiring a more flexible, tailored arrangement, our Bespoke Portfolio Service (BPS); or for clients who prefer a lower cost and more uniform option, our Managed Portfolio Service (MPS).

Whichever you and your financial advisor decide is right for you, both options benefit from our investment expertise and comprehensive research facilities. However, what differentiates us from our competitors is how we use all these resources to manage your portfolio:

- We apply our expertise and our understanding of what you hope to achieve from your portfolio to decide which investments should be in it; we don't just track an index. Many managers simply invest your money in a way that follows (or tracks) an index, such as the FTSE 100. That may suit some investors but we use our expertise and research to do more than that.

We want you to have the opportunity to invest in particular market sectors and securities that may out-perform the market as a whole, and avoid others we think will under-perform. Managers who simply track an index cannot do that.

- We decide the most suitable size for individual holdings in your portfolio, rather than letting the market decide for you. Just because a sector or company is large, it doesn't mean it should dominate your portfolio; and just because it is smaller, that doesn't mean you shouldn't have a sensible sized investment in it.
- Whichever BRI service you choose, you will have the benefit of the same team of experienced investment managers looking after your investments. Whether your portfolio is large or small, we use the same research tools and sophisticated investment analysis to help us manage it.

Which service is right for you?

BRI offers two types of service, to suit clients with very different requirements. You and your financial advisor will decide which service is best for you. Their main features are detailed below:

- If you would prefer a completely bespoke arrangement and a portfolio tailored entirely to your needs and wishes, we offer the **Bespoke Portfolio Service (BPS)**. If you are comfortable investing directly in equities, the BPS could be the right service for you. (Alternatively, you may simply prefer a tailored portfolio of unit trusts and similar collective investments.) Your financial advisor will be happy to explain the features of different investment types and help you decide if the flexibility offered by the BPS would suit you. If you prefer to maintain your relationship with your financial advisor, you can take advantage of our **Indirect Bespoke Portfolio Service**. With this service, our relationship will be with your advisor only, and they will convey your requirements to us. With the **Direct Bespoke Portfolio Service** you will have a closer relationship with BRI, including your own BRI investment manager who will work alongside your usual financial advisor. BPS portfolios can be managed on a discretionary or an advisory basis for greater flexibility.
- If you do not require the flexibility or additional features of a fully-tailored solution, we offer the **Managed Portfolio Service (MPS)**. In the MPS, your funds are invested in one of six alternative portfolio strategies, each of which is designed to take account of different attitudes to risk. Within your chosen strategy, you will have a range of underlying investments, managed on your behalf on a discretionary basis by BRI's expert investment team on a third party platform. BRI will not be involved in advising you about the suitability of the MPS for you, nor which MPS strategy may be the most appropriate. We will concentrate on managing your investments according to the strategy you and your financial advisor have chosen. All of the options are available under a variety of tax wrappers including SIPPs, SSASs, ISAs, offshore bonds and traditional accounts. Your financial advisor will help you decide which is best for you.

“In keeping with our aim of making your personal affairs as straightforward as possible, any reports we give you are designed to be clear and easy to understand.”



Bespoke Portfolio Service (BPS)

A key advantage of the Bespoke Portfolio Service is that we can work with you to take on an existing portfolio and restructure it over time to meet your attitude to risk.

Our Bespoke Portfolio Service is offered on either an advisory or discretionary basis, depending on your preferences. Whilst the majority of clients choose to work with us on a discretionary basis, we recognise that some prefer regular discussion about the markets and like to be more actively involved in investment decisions. For such clients, our advisory service may be more appropriate.

If you want an income-generating portfolio, the BPS offers you greater flexibility and you can choose whether to have income reinvested in the portfolio, be paid a regular fixed amount, or receive whatever the portfolio has generated in the period. You can also decide whether to have income paid monthly, quarterly, half-yearly or annually.

We can provide the Bespoke Portfolio Service under a variety of tax wrappers including SIPPs, SSASs, ISAs, trusts, offshore bonds and traditional accounts and we will be pleased to work with you and your financial advisor to decide which is best for you.

Our two types of Bespoke Portfolio service are:

Indirect Service

The Indirect Service has been designed in such a way that your advisor will manage your affairs and keep us abreast of your circumstances. The suitability of the investments and portfolio strategy would be your advisor's responsibility.

Direct Service

The Direct Service welcomes and encourages regular dialogue and contact with you. With this service, we are able to spend enough time with you and your advisor to understand your requirements and to decide the most appropriate investment strategy.

We have an obligation to assess your attitude to risk and will work with you to make sure that we do this in the most appropriate way.

Bespoke services include the following:

Reporting and communication

At BRI, we pride ourselves on the clarity of our reports. We are mindful that clients like to minimise the paperwork they receive, without compromising the quality of that information.

We report to you and/or your advisor formally on a quarterly basis. Of course, should either of you require more frequent valuations or reports, this can be arranged.

Regular contact enables us to keep apprised of how portfolios are positioned, and enables us to ensure that our understanding of your financial circumstances and attitude to risk remains correct.

Administration and custody of investments

Investments will be held with an approved custodian. You remain the beneficial owner of your investments.

BRI's administration team will take care of all responsibilities associated with custody of your holdings, together with collection of dividends and interest and, where required, responding to corporate actions.

Income

We are able to pay either actual income or an agreed fixed income amount. This income can be varied as per your changing requirements. When appropriate we may meet these needs by realising capital from within the portfolio.

Tax allowances and tax planning

BRI is a HMRC-approved stocks and shares ISA manager, so we will be pleased to receive your annual ISA subscription and transfer in existing ISA portfolios. We are able to establish automatic ISA subscriptions for future tax years from your main investment portfolio (where applicable).

Minimising the tax that you pay can be an important consideration. BRI will seek to use your Capital Gains Tax annual allowances as part of our service charter. We are happy to work with you and your other tax advisors to manage your capital gains effectively.

Year-end tax pack

At the end of the financial year, a tax pack will be prepared for you. This will incorporate an income statement to show income received and tax already paid at source, together with a Capital Gains statement showing net gains realised on your behalf.

“Whichever option you prefer, at the heart of BRI's recommendations or decisions is an investment strategy developed for you which manages your investments effectively, whatever conditions we encounter.”

Managed Portfolio Service (MPS)

With six different strategies to choose from, in BRI's Managed Portfolio Service you are not 'shoe-horned' into the same investments; so you and your advisor can talk about investment objectives and risk before choosing the right strategy for you.

On an on-going basis, and if your circumstances or requirements change, you can decide, with their advice, whether the strategy they have chosen is still suitable. With the MPS, you can start by following one strategy and later change to another to make sure that the portfolio continues to meet your changing needs.

BRI will concentrate on managing your investments according to the strategy you have agreed and will provide you with all the information you need in regards to how your portfolios are performing.

Although the Managed Portfolio Service has a very competitive charging structure, we will still provide you with comprehensive information about your portfolios and the investment markets in which we have invested. Every quarter we will produce a factsheet summarising portfolio performance, top ten holdings and sector breakdown.

We are able to offer the Managed Portfolio Service under a variety of tax wrappers including SIPPs, SSASs, ISAs, offshore bonds and traditional accounts.

For further information, please refer to the third-party platform Terms and Conditions for a full list of available wrappers and details on reporting and communication.

Reporting and communication

The MPS service is only available via third party platforms. As such, all reporting and other administration services, such as income payments, will be provided by the platform.

With the MPS, you will have access to BRI's expert investment team but you will not have a direct relationship with BRI.

"All levels of BRI staff treat me as a valued client and their approach is warm and friendly."

Choosing the right Service Type – a brief checklist:

Service Charter	Indirect Bespoke Portfolio Service	Direct Bespoke Portfolio Service	Managed Portfolio Service
Investment			
Choice of six investment strategies	✓	✓	✓
High quality research and analysis	✓	✓	✓
Discretionary management	✓	✓	✓
Advisory option	✗	✓	✗
Collective investments	✓	✓	✓
Ability to hold equities and other direct investments	✓	✓	✗
Tailored portfolio of investments	✓	✓	✗
Investment restrictions within selected portfolio strategy	✓	✓	✗
Personal investment proposal	✓	✓	✗
Dedicated BRI investment manager	✓	✓	✗
BRI suitability and risk assessment	✗	✓	✗
Financial advisor responsible for suitability	✓	✗	✓
Completely bespoke investment strategy	✓	✓	✗
Account Set Up			
Cash transfers	✓	✓	✓
In-specie transfers	✓	✓	✓
Minimum investment £10,000	✗	✗	✓
Minimum investment £100,000, £250,000 for Advisory	✓	✓	✗
Portfolio Wrappers			
ISA/JISA	✓	✓	✓
SIPP/SSAS	✓	✓	✓
Offshore/Onshore bonds	✓	✓	✓
Traditional investment portfolio	✓	✓	✓

Service Offering	Indirect Bespoke Portfolio Service	Direct Bespoke Portfolio Service	Managed Portfolio Service
Income Options			
Actual	✓	✓	Platform dependent
Fixed	✓	✓	Platform dependent
Reporting			
Quarterly valuations and performance statistics	✓	✓	Platform dependent
Quarterly investment factsheet, including market commentary*	✓	✓	✓
Servicing			
Annual suitability review meeting with BRI	✗	✓	✗
Invitations to BRI investment seminars and client events	✗	✓	✗
CGT planning	✓	✓	✗
Utilising ISA allowances on an ongoing basis	✓	✓	Platform dependent
Custodian			
BRI – via FNZ UK Limited	✓	✓	✗
Platform	✗	✗	✓

Your financial advisor will explain our charges to you and will also set out the basis of their own remuneration.

*Please speak with your financial advisor.

BRI's Investment Process

At BRI, we have a fundamental belief in adding value through active investment, and not simply tracking benchmark indices. Whilst we are benchmark-aware, we are not benchmark-constrained.

In fact, imitating an index can expose portfolios to undesirable risk, as they can become concentrated in a small number of individual shares and sectors. We assess investments on their individual merit and suitability for your financial needs, not because they happen to be a constituent of a market index.

The construction of a portfolio centres on your attitude to risk. We believe that meeting your risk profile must be the overriding criterion for the management of your portfolio.

Once we have established the broad asset allocation to meet the needs of different portfolio strategies, we select suitable investments on the basis of current and emerging macroeconomic and geopolitical themes, as well as specific sector and industry research.

We assess economic data and company news as well as research from a wide range of sources and use this information to decide which sectors and economic areas should perform well.

As you would expect, the performance of investments is monitored closely and changes are made depending on our view of prevailing market conditions. Furthermore, the structure of portfolios is subject to an additional detailed review on a quarterly basis, to ensure that exposure to particular sectors or securities is in line with the risk profile and portfolio type.

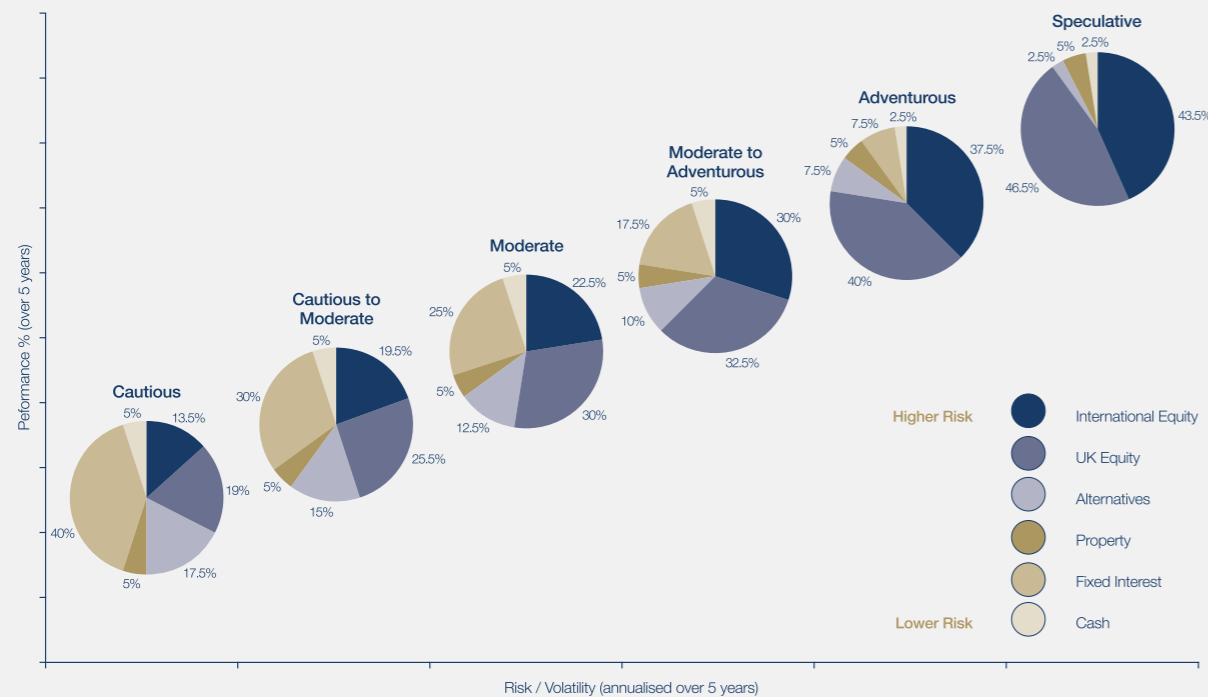
“In these days of account numbers, automated telephone systems and call centres, we think you will find our friendly approach very refreshing.”



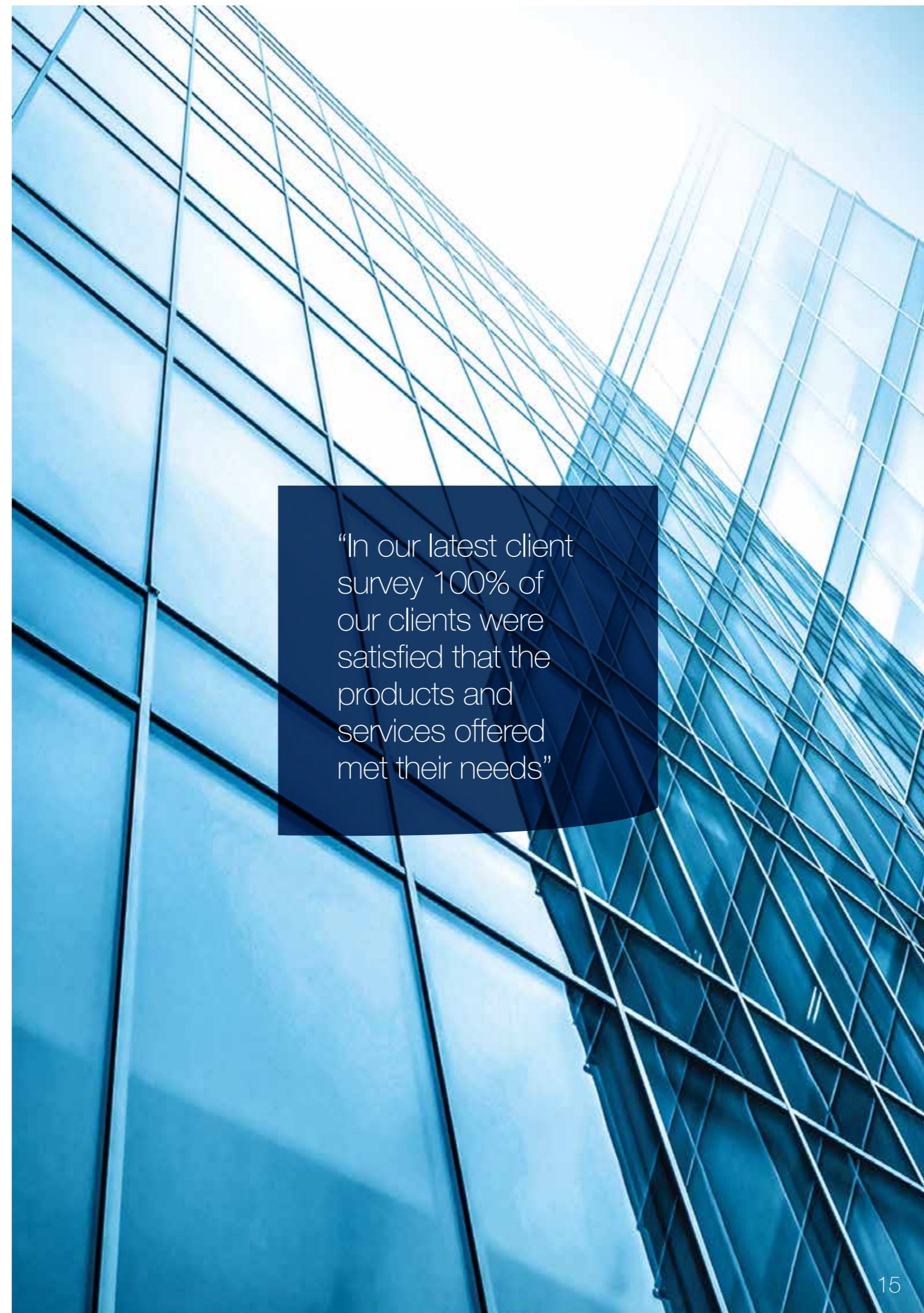
Choosing the right portfolio strategy

Each of our portfolio strategies contains a different mix of investments and it is this that gives them their own performance and risk profile. Choosing the right strategy is fundamental to matching it to your own requirements. Your financial advisor will help you understand the features of different portfolio strategies.

Cautious	You are prepared to accept volatility in order to enhance the portfolio's longer-term income and growth potential and you are aware that small fluctuations in capital and income are possible. Typically, the cautious portfolio strategy would have an equity weighting of 30%.
Cautious to Moderate	You are prepared to accept volatility in order to enhance the portfolio's longer-term income and growth potential and you are aware that modest fluctuations in capital and income are possible. Typically, the cautious to moderate portfolio strategy would have an equity weighting of 45%.
Moderate	You are prepared to accept volatility in order to enhance the portfolio's longer-term income and growth potential and you are aware that moderate fluctuations in capital and income are possible. Typically, the moderate portfolio strategy would have an equity weighting of 60%.
Moderate to Adventurous	You are prepared to accept volatility in order to enhance the portfolio's longer-term income and growth potential and you are aware that moderate to high fluctuations in capital and income are possible. Typically, the moderate to adventurous portfolio strategy would have an equity weighting of 70%.
Adventurous	You are prepared to accept volatility in order to enhance the portfolio's longer-term income and growth potential and you are aware that significant fluctuations in capital and income are possible. Typically, the adventurous portfolio strategy would have an equity weighting of 80%.
Speculative	You are prepared to accept significant volatility in order to enhance the portfolio's longer-term income and growth potential and you are aware that significant fluctuations in capital and income are possible. The entire portfolio may be invested in equities.



This graph is for illustrative purposes only. A higher volatility figure indicates greater uncertainty about future returns, though this can lead to greater returns as shown here.



“In our latest client survey 100% of our clients were satisfied that the products and services offered met their needs”



BRI Wealth Management PLC

BRI Wealth Management plc

BRI House
Elm Court
Meriden Business Park
Meriden
CV5 9RL

Telephone: 01676 523550

Email: invest@brigroup.co.uk

www.brigroup.co.uk