



# BESPOKE (ADVISER AS INTRODUCER) FOR ADVISED CLIENTS

## PROPOSITION SUMMARY

Bespoke — Advisor as Introducer (AasI) is a discretionary service provided by Rathbones Investment Management (RIM). The client must be introduced by an FCA authorised Financial Adviser. The Rathbones investment manager will conduct an assessment of the client's suitability for entering into an investment with Rathbones. The service provides clients with an investment portfolio, constructed by their dedicated investment professional and tailored to meet their specific investment objectives.

## SERVICE FEATURES AND BENEFITS

- Portfolio Management ✓
- Portfolio tailored to specific client needs ✓
- Regular payments (monthly or quarterly) ✓
- Scheduled withdrawals for income (monthly or quarterly) ✓
- CGT allowance management ✓
- Auto ISA subscriptions for future years ✓
- Quarterly valuations and tax packs ✓
- Access to online services 'My Rathbones' ✓
- Rathbones custody ✓

## SUPPORTED ACCOUNT TYPES\*

- General investment account ✓
- ISAs and JISAs ✓
- Externally provided SIPPs (subject to provider agreement) ✓
- Charity accounts ✓
- Company accounts ✓
- Trusts and settlements including Bare Trust ✓
- Offshore bonds (subject to provider agreement) ✓
- Rathbones DAF (Donor Advised Funds) segregated arrangement<sup>6</sup> ✓
- Investec Wealth & Investment SIPP<sup>7</sup> ✓

\* The service is not available for international clients (including those of US residency) as well as alternative investment market portfolios (AIM) and Business relief mandate portfolios.

<sup>6</sup> Rathbones DAF quarterly administration fee payable to NPT UK. Minimum fund size entry requirement £750,000.

<sup>7</sup> IW&I SIPP quarterly administration fee payable to IW&I Trustees Limited. Minimum fund size entry requirement £300,000.

## RATHBONES RISK STRATEGIES

STRATEGY	LIQUIDITY ONLY <sup>1</sup>	1	2	3	4	5	6
Suggested max. time horizon	6 months to 3 years	3-5			6-10		10+
	100.0%	45.0%	31.0%	26.0%	18.5%	5.0% 4.5%	0.5%
Liquidity							
Equity-type risk Fixed interest		16.0%	17.5%	10.0%	7.0%		
Equity-type risk Pure equities		9.5%	33.0%	49.0%	65.0%	83.0%	99.5%
Diversifiers		29.5%	18.5%	15.0%	9.5%	7.5%	
Long-term return objective <sup>2</sup>	n/a	cash + 1%	cash + 2%	inflation + 2%	inflation + 3%	inflation + 4%	inflation + 5%
Benchmark <sup>3</sup>	ICE BofA O-2 Year UK Gilts Index	Benchmark 1	Benchmark 2	Benchmark 3	Benchmark 4	Benchmark 5	Benchmark 6
Worst drawdown <sup>4</sup>	Not available <sup>5</sup>	-16.4%	-13.5%	-19.6%	-25.8%	-31.4%	-34.9%

1. Liquidity Only is classified under Risk Level 1, but it is not the same as Strategy 1. Due to Liquidity Only's permitted investment universe (cash, Treasury Bills, UK Gilts, UK Index-Linked Gilts and other Qualifying Corporate Bonds) and shorter investment time horizon (6 months to 3 years), this risk level is intended to be lower than Strategy 1, which instead invests according to our LED approach over a longer term (3 to 5 years).  
 2. The long-term return objectives for each strategy are based on the suggested minimum time horizon and are shown relative to the returns from cash (as measured by short-term interest rates) or the annual rate of inflation (as measured by the Consumer Price Index). They are based upon long-term inflation forecasts.  
 3. The relevant Benchmark for each of our risk-rated strategies is as set out below. Further details about the Benchmarks can be found on our website at [rathbones.com/benchmarks](http://rathbones.com/benchmarks) or alternatively please speak to your Investment Manager.  
 4. Drawdown is determined by reference to the period from 31 December 2003 to 31 December 2023, and is based on simulated performance of the Benchmarks. For a more detailed description of our strategies, please request a copy of "Our investment strategies" document from your Investment Manager. These will be subject to ongoing review and therefore may change over time.  
 5. The benchmark used for this strategy is a single, short-dated bond index. No drawdown is calculated and no GIPS composite is produced.

## TARGET MARKET

**Investment values:** positive target market from £300,000 up to £10,000,000, though the service may be applicable for higher or lower values dependant on client characteristics, needs and objectives.

**Client characteristics, needs and objectives:** In addition to Investment value, the table below highlights the criteria that the service has been designed to meet (Positive), and those that it cannot meet (Negative).

	Positive target market	Negative target market
<b>CHARACTERISTICS (minimum entry requirements)</b>		
<b>Knowledge and experience</b>		
Low/basic (or higher)	✓	
+		
<b>Ability to bear loss</b>		
Ability to bear partial loss (or greater)	✓	
Full capital protection, no/negligible capacity for loss		✗
+		
<b>Risk tolerance</b>		
Appetite for putting capital at risk	✓	
No/negligible investment risk tolerance		✗
+		
<b>Time horizon</b>		
Greater than 5 years (3 years for risk level 2 only)	✓	
Less than 3 years or full repayment on demand		✗
<b>CLIENT NEEDS AND OBJECTIVES</b>		
– Capital growth or income objectives in line with the long term objectives for each risk strategy		
– Financial objectives which cannot be met with low return or near cash assets		
– Bespoke construction of portfolio tailored to their specific needs, or the use of investments other than in-house GBP-denominated funds		
– Access to a dedicated investment manager and the proactive use (as appropriate) of relevant tax allowances		
– Compliance with a non UK regulator or tax regime		
– Involvement in day to day investment decisions		

## VULNERABLE CLIENT CONSIDERATIONS

Bespoke is a discretionary solution where any vulnerability will be identified during the suitability assessment performed by the Rathbones Investment Manager. The service can operate under Power of Attorney

## COSTS AND CHARGES

Management fees are charged quarterly in arrears, based on the value of the Portfolio as at the quarter end. A pro-rata charge is made for Portfolios which are transferred into or out of the Investment Management Service during the quarter. VAT is charged at the prevailing rate of 20%. Portfolios may contain third party collectives in addition to directly held assets, and these will attract an additional charge applied by the third party fund managers. Full details of costs and charges are shown on our Schedule of Charges.

### Example charges for £800,000 investment

RATHBONES MANAGEMENT FEE	0.98%	£7,875
First £750,000	1.00%	
Next £750,000	0.75%	
Balance over £1,500,000	0.50%	
<b>VAT at 20%</b>	<b>0.20%</b>	<b>£1,551</b>
<b>Total third-party charges</b>	<b>0.47%*</b>	<b>£3,760</b>
<b>Total costs and charges</b>	<b>1.65%</b>	<b>£13,186</b>

\* Total third party charges: 0.47% is the average additional charge for a £800,000 portfolio.

## FAIR VALUE ASSESSMENT

In line with the FCA's Consumer Duty fair value outcome, an assessment of the Bespoke (AasI) solution has been carried out to ensure the total cost charged to the end client is deemed reasonable when compared with the benefit received.

A number of factors were used within the value assessment, including;

- a review of service features, benefits (including past performance) and service limitations
- total costs and charges (as defined above)
- the cost to Rathbones to manufacture and distribute the service
- market rates and charges associated with other comparable competitor services

## FAIR VALUE ASSESSMENT OUTCOME

Based on a review of the factors and key metrics listed above, we deem this service to provide fair value when distributed to the intended target market.