AIM Portfolio IHT Plan

RATHBONES Incorporating Investec Wealth & Investment (UK)

TARGET MARKET AND VALUE STATEMENT – APRIL 2024

Who are Investec Wealth & Investment (UK)?

At Investec Wealth & Investment (UK) you'll find a range of market-leading products and services designed to help your firm build competitive advantage and your clients protect, grow and tax-efficiently pass on their wealth. From off-the-shelf products through to award-winning bespoke investment portfolios, we have solutions for every client need.

Whatever your client's investment goals, our investment portfolios offer a dynamic and personalised service, and can be adapted quickly if their needs or circumstances change. Once you've agreed an investment mandate with your clients, we can convert it into a portfolio. We have the ability to blend investment management strategies to achieve what we consider to be the optimal balance between performance, risk and cost-effectiveness.

Proposition Information

Description

A discretionary managed service, run by a specialist team, the AIM Portfolio aims to reduce your client's Inheritance Tax (IHT) liability on assets passed on to the next generation and also aims to deliver long-term investment performance.

It achieves this by investing in shares listed on the London Stock Exchange's Alternative Investment Market (AIM) that qualify for Business Relief (BR).

Key information

Time Horizon:

- The investment time horizon is a minimum of three years.

Preservation of Capital: capital is at risk

Investment Objective: our AIM Portfolio IHT Plan aims to deliver long-term capital growth and income return through investment in shares listed on the London Stock Exchange's Alternative Investment Market (AIM).

Maturity Date: Our DFM service has no fixed maturity date.

We rely on the information provided by FCA authorised financial advisers about each client to determine the suitability of any investment for their portfolio (commonly referred to as 'reliance on others').

Costs

INVESTMENT PORTFOLIO	
Portfolio Management	1.5%

Other fees, taxes, levies, and third-party charges may apply. We will always endeavour to provide this information in advance.

For further information, or information for a specific account, please contact your IW&I UK representative.

We actively participate and monitor both our costs and investment performance against our industry peers to ensure we are providing a service fit for our consumers at a competitive price.

Continued overleaf.

What is an Assessment of Value?

Our regulator, the Financial Conduct Authority (FCA), has asked us to assess the value of our proposition.
Assessing value is much more than just looking at the fees which our investors pay or the performance of the fund in isolation. Considering this, we have designed an assessment which reports on four outcomes.

- Consumers pay a price for products and services that represent **fair value**,
- Consumers are sold and receive **products and services** that have been designed to meet their needs and objectives,
- Consumers receive good **customer support** as expected, and
- **Consumer Understanding** is increased through documentation, use of language and transparency.

Statement of Value

As of April 2024, IW&I UK, as the manufacturer of AIM Portfolio IHT Plan services, has concluded that this offers fair value and will continue to do so for the foreseeable future.

How are we doing?

The AIM Portfolio IHT Plan enables clients to access a specific, suitable and appropriate investment portfolio from Investec Wealth & Investment designed to meet a specific need. By working in partnership with financial advisers, we ensure our clients receive a high-quality service supported by multiple financial professionals, all aiming to ensure they meet their financial objectives.

Overall, feedback received from our clients and their advisers, as well as the investment returns generated show we are providing a proposition that delivers good outcomes. There is always room for improvement and we are keen to hear feedback as to how we can further improve our service. Please get in touch through your usual Investec contact.

CONSUMER SUPPORT	●●●
CONSUMER UNDERSTANDING	●●●
PRODUCTS AND SERVICE	●●●
PRICE AND FAIR VALUE	●●●

●●● The proposition provides value for its clients

●● Minor enhancements available

● Improvement(s) required

Target Market Information

What type of investor is this service suitable for?

Our AIM Portfolio IHT Plan is primarily aimed at individuals who are concerned that much of their

wealth may not pass to the next generation because of an IHT charge on their estate. The plan is suitable for clients undertaking long-term investment planning and those with a restricted timescale to achieve IHT exemption.

What is the target market for this service?

Clients using our AIM Portfolio IHT plan service:

- Must have a capacity and willingness to accept a degree of loss of capital
- Must have a minimum £100,000 to invest
- Are comfortable with exposure to higher investment risk
- The required risk must not exceed the client's risk capacity. In other words, the risk the client needs to take to achieve their chosen objectives must not exceed the risk they are willing or able to take.

Negative target market:

Our AIM Portfolio IHT Plan is not suitable for retail clients that:

- are seeking full capital protection
- have no capacity or willingness to bear loss or capital
- require a fully guaranteed income or a fully predictable return profile

Vulnerable Clients

As a proposition, the AIM Portfolio IHT Plan, poses no additional risk to vulnerable clients. This is because we take the time to get to know our clients, understand their unique needs and objectives, and tailor our services to meet their specific requirements. By working in close partnership with advisers, we are able to support clients with temporary or permanent vulnerabilities. Our personalised approach ensures that vulnerable clients receive the appropriate level of support and attention they need to achieve their investment goals while mitigating risks.

About us

We provide our clients with a diversified, combined and integrated wealth management offering with extensive depth and breadth of product and services. We are a leading private client investment manager in the UK, committed to providing bespoke personal service to private clients, trusts, charities, intermediaries and pension schemes. We are part of Rathbones Group Plc, a leading investment management firm with combined funds under management of £105.5bn (as at 31 December 2023).

Our Corporate Culture

The desire to make a meaningful contribution to the world we live in is at the heart of our values.

Our culture is our strategic differentiator. As a culture driven organisation, our values and philosophies must underpin and inform people's conduct. Our organisational design is a flat structure to show deep respect for all individuals and to uphold an environment that encourages an entrepreneurial drive in-line with the organisation's purpose and business strategies.

Environmental, Social and Governance

As a steward of our clients' assets we take our role seriously. We have a responsibility to preserve and grow the wealth that is entrusted to us over the long term, and we understand that we need to do this by investing responsibly on your client's behalf. Environmental, Social and Governance (ESG) considerations are embedded into our investment processes as standard, we include ESG issues in our investment analysis and decisions to better manage risks and improve returns for our clients.

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Birmingham	0121 232 0700	Exeter	01392 204 404	London	020 7597 1234
Bournemouth	01202 208 100	Glasgow	0141 333 9323	Manchester	0161 832 6868
Bristol	01172 444 860	Guildford	01483 304 707	Sheffield	0114 275 5100
Cheltenham	01242 514 756	Leeds	0113 245 4488		

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