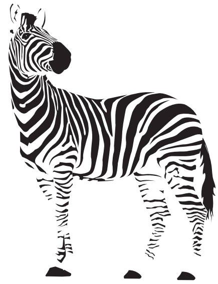
Investec
Wealth & Investment

Discretionary Fund Management

Personal, professional service in partnership with your financial adviser



Make your life easier

Structuring your investments
At Investec Wealth & Investment our bespoke Discretionary Fund Management service has been specifically designed to work in conjunction with you and your financial adviser.

Our aim is to work with your adviser and you to create and proactively manage a bespoke solution for your investments, which may encompass a directly held portfolio, ISAs, offshore wrappers, SIPPs, pension funds and trust assets – or a combination of all.

We consider both traditional and alternative investment strategies and asset allocation in order to meet your specific investment requirements, as determined in discussions with your adviser.

The moment they contact us to discuss your objectives, we assign a dedicated investment manager to work with you both to create a bespoke solution. We are well known in the industry for delivering out of the ordinary levels of service and this, too, is something you can count on.

As part of the Investec Group plc, we currently manage around £12.26 billion* of funds for our clients with a network of 11 offices across the UK. We are therefore able to deliver a local and personal service.

*As at December 2011.

Personal service, expert solutions, widespread benefits

When you and your adviser make the decision to appoint Investec Wealth & Investment as your partners to manage your investments, both now and for the future, the benefits of our bespoke service become abundantly clear:

Flexible Income Payments

We collect all dividends and interest on your behalf and can arrange for income to be paid into a designated bank account on a regular basis. Alternatively, we can offer standing order and drawdown facilities.

Reports, Valuations and Consolidated Tax Vouchers

A comprehensive annual report incorporating a consolidated tax voucher and capital gains tax report is provided to you and your financial adviser, where required, to assist in the preparation of your tax return. We will also provide regular valuations along with our comments on the performance of your investments throughout the period.

Online Valuations

You and your professional adviser can access portfolio valuations and statements via our dedicated website.

Taxation Management

We have expertise in utilising your annual tax allowances as well as managing monies in tax-efficient wrappers.

In Specie Transfers

We can transfer your existing investments into your account with us without encashment (subject to the terms of your existing provider).

ISAs

As part of your investment solution, existing ISAs can be incorporated, whilst working with your Financial Adviser to potentially incorporate current and future years allowances where appropriate.

Security of your assets

For even greater peace of mind, we have market-leading insurance and professional indemnity cover in the unlikely event of a loss of client assets through criminal negligence. We consider this an important part of our commitment to protect client assets. Your assets are held in our wholly owned nominee company and are completely ring fenced from the PLC group.

The value of investments and the income derived from them may go down as well as up and you may not necessarily get back the amount you invested.

Tom Street
Divisional Director

Enduring values. Modern methods

Our investment managers adopt a group-wide investment process, one that ensures a structured and disciplined approach through access to our extensive research capabilities (as demonstrated by the Investment process chart on the following page).

We constantly bring together the best ideas of all the firm's resources in pursuit of our aim to deliver consistently good risk-adjusted returns for your portfolio. Efficient and streamlined, our independent research department and our most experienced fund managers are organized into specialist teams to focus on three core areas: Asset Allocation, Stock and Sector Allocation and Collective Funds.

Asset Allocation

Our Asset Allocation team meets regularly to formulate the recommended split between assets to be held in clients' portfolios and discuss which areas to invest in geographically. They consider trends in global economies, interest rates and currencies, and appraise forecasts for corporate profits and dividends.

Stock and Sector Allocation

Our Stock Sector team meets regularly to review changes in core list UK equities, to initiate changes in sector views and to confirm, or question, changes in sector or stock recommendations. The aim is to maintain an analytically driven process, without losing the ability of analysts or strategists to make timely, tactical calls.

Collective Funds

Our Collective Investments team meets regularly to review changes in the core collectives list and respond to developments in fund performance, valuation or manager turnover. Reviewing and selecting our favoured ethical, commercial property, hedge and structured products falls within the remit of this group.

Investment process

External information	Meetings with	Research from	Analysis
Services & Media	Fund Managers, Economists, Strategists, Analysts, Companies	Major UK, European & US Investment Houses	Fundamental Quantitative & Technical

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In-House Analysis

Weekly Forum

Asset Allocation Committee
Collective Funds Committee
Stock Sector Committee

Morning Meeting

↓

Strategic

Asset Allocation
+
Sector Weightings
+
Stock Selection

Tactical

↓

Application to your portfolio

So let’s talk bespoke

Our bespoke portfolio option is the key feature of our service. This can be tailored to meet your specific investment objectives and is highly flexible. It allows us to offer both traditional and alternative investment strategies, which may take into account any ethical, high income and drawdown requirements, or alternatively, incorporate existing investments. We are happy to advise you, and your professional adviser, on the most suitable asset allocation to meet your requirements.

The benefits of discretion

Once the make up of your bespoke portfolio has been agreed, we manage the portfolio on a discretionary basis. This enables us to handle day-to-day decision making and allows us to respond quickly and efficiently to market changes or opportunities that are in your best interests.

A proud history behind us

Investec Wealth & Investment has a history that goes back to 1827 but our eyes are firmly fixed on your future.

Formerly known as Rensburg Sheppards and listed on the London Stock Exchange, in June 2010 we combined forces with international specialist bank and asset manager, Investec plc.

The depth and breadth of Investec enables us to offer a broad service to our clients and access an extensive pool of investment opportunities around the world. Meanwhile, our independent viewpoint and commitment to the highest levels of personal service will always be the foundation of our reputation.

Angela Cruise
Business Development Director

We've introduced ourselves. Now we'd like to get to know you better

Great relationships start with a conversation. That's why we place so much value on them.

We'd like to think such a conversation would be mutually beneficial and they always take place in the strictest confidence. It costs nothing for your adviser to invite us to sit around the table to discuss your requirements and our solutions. The outcome could reap the rewards you are seeking.

Should your adviser feel that it would be beneficial to have a meeting with us we are never too far away. We have 11 offices around the country, and you and your adviser are always welcome to spend time with us, or we will happily travel to you.

We look forward to working for you soon. We want to be a part of helping you to take care of your future. It's everything.

investecdfm.co.uk

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The information contained within this brochure does not constitute financial advice or a personal recommendation. Investors should remember that the value of investments, and the income from them, can go down as well as up and that past performance is no guarantee of future returns. You may not recover what you invest. References to taxation are based on our current understanding of the legislation but we do not represent that it is accurate or complete and it should not be relied upon as such. Tax laws are subject to change.

Belfast	02890 321002	**Guildford**	01483 304707	**Manchester**	0161 832 6868
Cheltenham	01242 514756	**Leeds**	0113 245 4488	**Reigate**	01737 224223
Edinburgh	0131 226 5000	**Liverpool**	0151 227 2030	**Sheffield**	0114 275 5100
Glasgow	0141 333 9323	**London**	020 7597 1234		

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Out of the Ordinary™

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IWI236 v2.1 04/12