INVESTMENT MANAGEMENT

STONEHAGE FLEMING

NOW AND FOR FUTURE GENERATIONS

YOUR FAMILY'S INVESTMENT PARTNER ACROSS GENERATIONS, FOR GENERATIONS

Stonehage Fleming's investment heritage dates back to 1873 and the launch of the first investment trust. Whether you are a first generation entrepreneur or a multi-generational family we have the investment wisdom and experience to ensure that the wealth your family have worked hard to create will be preserved.

Stonehage Fleming Investment Management (SFIM) is the principal investment business of Stonehage Fleming, one of the largest independent multi-family offices in the world.*

Stonehage Fleming Investment Management is responsible for investments in excess of GBP 10bn** from our London office

Our clients are families, their interests and advisers, including charitable trusts, who value the perspective of investors accustomed to taking a multi-generational investment approach.

You will draw on the experience of a resourced and seasoned investment team deeply familiar with the many considerations which affect the successful management of family wealth. We also work closely with the Stonehage Fleming investment teams in Switzerland, South Africa and Jersey.

We manage investments in the context of your family's wider financial circumstances and balance sheet, and we work with fiduciary, legal and tax experts, both internal specialists and external partners, to address tax issues impacting portfolio construction; these often span jurisdictions, entities and structures.

WORKING WITH YOU

We work with our clients on a discretionary and advisory basis.

The majority of clients provide us with full discretion, defining the risk and return objectives together, but appointing us to manage the portfolio independently. Some require regular collaboration and an advisory approach, drawing strongly on our investment philosophy and process. Others ask us to be their investment "gatekeeper", engaged in everything from investment governance, strategic asset allocation and selection of investment managers and custodians, to sophisticated analysis and reporting.

Source: Campden FB, April 2018 & Stonehage Fleming August 2018

***Source: Stonehage Fleming June 2019*

THERE IS NO BUSINESS QUITE LIKE US

We are more than an investment business.

Prioritising family

- Your peace of mind is invaluable and your time is scarce; we will help protect these.
- Our services have been developed through understanding the needs of successful families.

Applied learning

- We have partnered with clients for three generations and have a sixth generation family at our core.
- It is almost certain we have prior experience of any challenges you may face.
- Whatever the purpose of your wealth, your family will benefit from our practical wisdom.

Extending your reach

- Our network gives you access to global talent and opportunity.
- We have the resources to identify your needs and execute on your behalf.

Aligning our interests

- We are independently owned by management and staff.
- We have a clear incentive to serve you well.
- This provides the foundation for stable and long standing relationships.

INVESTMENT SERVICES

SFIM is a global investment manager, constructing high conviction portfolios with the objective of preserving and growing your wealth in real terms, across generations. We offer you two core disciplines:

Multi-asset portfolios are diversified across several asset classes, that may include equities, fixed income, real estate and alternative investments. Where appropriate we also make judicious use of private capital. Your portfolio is constructed selecting instruments managed by the best investment talent from across the industry, and blending their skills in a thoughtful and pragmatic way to meet a variety of risk-return parameters.

Equity management has a single focus – investment in best of breed global businesses for their quality, strategic competitive edge and value. Offered through separate accounts and a collective investment fund, our global best ideas are encapsulated in a focused portfolio of approximately 25 stocks.

Distinct in their approach, these two disciplines share a vital principle: **we know what we own**. We are conviction investors, proud of the rigour of our due diligence processes, whether investing in third party funds or directly in global companies. We devote more time to monitoring existing holdings, revalidating the reasons for their purchase rather than restlessly seeking new opportunities. We want to find investments which will stand the test of time and varied market conditions.

BUILDING A RELATIONSHIP THAT LASTS

Trust

Appointing a firm to be the guardian of hard-earned capital is not a decision to be taken lightly. We need to earn your trust. This will be partly a function of our company credentials, partly of the experience of the team you will deal with, we hope for a prolonged period, and partly the confidence you gain from results.

Our starting point for a new relationship is always to understand the purpose of your investments, the timescale, your attitude to risk and return, the beneficiaries, and the role of any other advisers with whom we will be working.

We will articulate clearly what is achievable for you and how we intend to go about it.

Transparency

The agreement we sign with you will provide a clear description of your investment instructions, and the basis on which you will judge our performance, whether generating a return above inflation, or against another agreed benchmark.

The total cost of managing the portfolio will be specified, detailing our fees and any third party charges associated with the portfolio and its underlying investments.

Validation

We will be in touch with you regularly. You can expect a higher degree of contact as we make investments and put your capital to work, detailed written reports and commentary quarterly and then in-person review meetings as you require.

We are not prescriptive about the amount of contact we have with you – it's your money, or money for which you have a fiduciary responsibility, and we are at your disposal as frequently as you wish.

As a Family Office, albeit a substantial one, we have the benefit of looking after a relatively limited number of family groups, and regular contact is not only anticipated, it is encouraged.

CONTACT US

If you think we may be able to help you and your family with the management of your investments, then please contact us for a discussion.

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STONEHAGEFLEMING.COM

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