

# THE SARASIN BESPOKE DISCRETIONARY FUND MANAGEMENT SERVICE

# SARASIN & PARTNERS

## OVERVIEW

The Sarasin DFM service is a bespoke solution offering private clients access to our renowned global thematic investment approach and market-leading levels of service. Each portfolio is skilfully constructed to meet the client's individual needs and expertly managed on an ongoing basis.

## REASONS TO INVEST

### 1. A unique, high-conviction approach

We identify powerful and inexorable trends that are shaping tomorrow's world and target securities that give meaningful exposure to these themes over the long term. We invest globally, buying attractive companies regardless of where they are listed.

### 2. Leaders in multi-asset investment

We have one of the longest track records of multi-asset investing in the UK, having launched our first multi-asset fund in 1988.

### 3. Outstanding client service

We aim to provide you and your clients with market-leading levels of transparency through our award-winning reporting service.

## SARASIN & PARTNERS

**Trust** – We understand the importance of working closely with advisers. We can therefore work with you on an 'reliance on others' basis or directly with the client. Whichever option you choose, we will always fully recognise and respect your relationship with the client.

**Expertise** – It takes in-depth experience and expertise to successfully navigate today's complex markets. Our strong investment team stretches from global analysts to economists and risk experts, all sharing knowledge and ideas on a daily basis.

**Stewardship** – We consider ourselves stewards of our clients' assets, with Environmental, Social and Governance analysis integral to our investment process. We believe this ultimately delivers better risk-adjusted returns.

## A TRUSTED AND DEPENDABLE PARTNER

Established in 1983, we manage £21.0 billion\* for a wide range of clients, including over 470 charities across the UK. We operate as a partnership, with local management owning 40% of the equity of the firm. The remainder is owned by Bank J Safra Sarasin, a leading Swiss private bank founded in 1841, who are responsible for managing over £159 billion of assets\*\*.

"We are completely dedicated to investment management and have no IFA arm – we fully respect the relationship between advisers and their clients."

**CHRISTOPHER CADE, HEAD OF SALES**

## A COST-EFFECTIVE SOLUTION

Our fee structure is highly competitive for a bespoke, actively-managed service; we go beyond the minimum disclosures in order to provide you with as much transparency around charges as possible. Depending upon the agreed method of implementation, the total cost of ownership could be as little as 1.13%.

## WORKING WITH YOU TO MEET CLIENT NEEDS

### 1. Meeting client objectives

We work closely with advisers to ensure the very best outcomes for clients. Depending on the contract you choose, we can invest client assets as directed by you or take on responsibility for assessing suitability and the client's attitude to risk/capacity for loss.

### 2. A dedicated manager

Each portfolio has a designated investment manager responsible for the client's investment. They oversee the portfolio's asset allocation and ongoing management, ensuring it meets the agreed strategy for the client.

### 3. Ongoing monitoring

The client's investment is constantly monitored to ensure it remains in-line with the agreed risk/reward profile and reflects our current views on asset allocation.



## CONTACT US

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## TAILORED SOLUTIONS FOR ALL YOUR CLIENTS

We can work with you to meet the needs of all your different clients, wherever they may be located:

- UK clients: individuals, trusts, pensions and charities
- UK resident and non-domiciled clients
- International clients/offshore trusts
- US clients: individuals, trusts, pensions and charities



## IMPORTANT INFORMATION

**If you are a private investor, you should not act or rely on this document but should contact your professional adviser**

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**Please note that the value of shares and the income from them can fall as well as rise and you may not get back the amount originally invested.** This can be as a result of market movements and also of variations in the exchange rates between currencies. **Past performance is not a guide to future returns and may not be repeated.**

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