



THROGMORTON  
CAPITAL MANAGEMENT

BESPOKE PORTFOLIO  
SERVICE

[www.throgmortoncm.co.uk](http://www.throgmortoncm.co.uk)

# THROGMORTON

CAPITAL MANAGEMENT

Throgmorton's Bespoke Portfolio Service is a discretionary investment management service available to individuals, trusts and charities.

Our goal is to provide clients with institutional-quality portfolio management at a competitive cost. Our Bespoke Portfolio Service involves one of Throgmorton's investment managers working directly with you, and if appropriate your financial planner, to build a portfolio tailored to your requirements. Your investment manager then takes personal responsibility for your portfolio's day-to-day management.

The portfolio construction process begins with a holistic discussion of your objectives and your attitude to investment risk, after which your investment manager will build a portfolio bespoke to you.

Regular contact is key to what we do, not only to keep you up to date with your investment performance but also to make sure changes in your circumstances are appropriately reflected in your investment choices. Your investment manager will therefore reassess your financial situation at your regular review meetings and then make any adjustments necessary to your portfolio.





## BENEFITS AT A GLANCE

- A portfolio tailored to your unique circumstances and objectives.
- Regular review meetings with a dedicated investment manager, and direct access to your investment manager at any time.
- Investment ideas generated by an expert investment team with over 100 years of combined experience.
- Access the full range of collective investment funds, investment trusts and ETFs.
- The ability to incorporate Capital Gains Tax planning into your investment strategy.
- View your portfolio online at any time through our recommended investment platform.



## TAILORED TO YOUR UNIQUE CIRCUMSTANCES



Our Bespoke Portfolio Service is a discretionary investment management service in which you, and if appropriate your financial planner, will work directly with one of Throgmorton's investment managers to build a portfolio tailored to your requirements.

Your investment manager will consider your personal financial circumstances, attitude to investment risk and, where appropriate, the following:

- Your preference for investing ethically. For example, you may want your investment manager to consider the environmental, social and governance credentials of companies and bonds before investing in them on your behalf.
- Any investments you already hold in certain sectors or asset classes. For example, you may have a property portfolio, or a significant shareholding in your employer's business or a specific sector. Accordingly, you may wish to exclude further investments in these asset classes or sectors.
- Investment preferences and views which you would like to be reflected in your portfolio.
- Whether you need to draw an income from your investment portfolio.
- Whether you wish to implement a tax planning strategy to utilise your Capital Gains Tax and ISA allowances.

On an ongoing basis the Bespoke Portfolio Service allows you to delegate the day-to-day management of your investment strategy to one of Throgmorton's investment managers, who will be supported by the rest of the firm's highly experienced investment team.

Your portfolio will be invested in a diversified blend of assets and can be managed in any General Investment Account, ISA, SIPP, Family Investment Company, trust, or investment bond.

## PORTFOLIO STRATEGIES



### Ethical Investing

Our Ethical Investment Strategy allows clients to own a portfolio which is aligned with their values.

If this is important to you, then your investment manager will consider environment and social issues when selecting investments for your portfolio. They will avoid investing in companies involved in controversial activities such as the manufacture of tobacco or weapons, and proactively seek to invest in companies that show a commitment to high environmental and social standards.



### Income Generator

If you are at a stage in your life where you wish to draw a regular income from your investments, your investment manager will be able to structure your portfolio to target a particular level of income.



### Capital Growth

Alternatively, your objective may be to grow the real value of your investments over time. Again, your investment manager will be able to structure your portfolio with this goal in mind.



### Thematic Investing

This strategy involves allocating a portion of your portfolio to investments in sectors and themes, such as technology and healthcare, in which the investment committee believes there to be a compelling long-term investment case.



## A WEALTH OF EXPERIENCE

Whilst you will work closely with a dedicated investment manager, they are supported by an expert investment team which boasts in excess of 100 years of combined experience.

The firm's investment team is headed by its two Investment Directors, Matthew Singleton and Peter Botham.



Matthew began his career at the stockbrokers James Brearley & Sons. After five years there he moved to work as an investment manager at WH Ireland, where he looked after assets for high net worth individuals. After five years at WH Ireland Matthew moved to Daintree Wealth Management where he served as Chief Investment Officer for again just over five years before . He joined Throgmorton as an Investment Director in January 2021.



Peter has over 30 years investment experience, having run unit trusts and portfolios for pension funds, charities and private clients. He worked for a decade at Tilney Investment Management before leaving to start his own firm which was eventually acquired by Brown Shipley. After the acquisition Peter stayed with Brown Shipley for eight years to serve as the firm's Chief Investment Officer.



## OUR INVESTMENT PHILOSOPHY

Over the past decade many wealth managers have adopted a dogmatic position on the question of whether active or passive management of investment funds is the best approach.

As with most things, the answer to this question is nuanced. At Throgmorton we embrace this nuance, believing that both active and passive funds have a place within our clients' portfolios. Our "Pactive" approach to portfolio construction allows us to keep costs down and focus on delivering outperformance in those assets classes and geographies best suited to active management.

We determine the best means of investing in each asset class and geography by applying a rigorous quantitative and qualitative approach. We will consider, amongst other things, what proportion of active managers have historically been able to outperform the comparable passive strategy, the charges associated with accessing an asset class through an active manager, liquidity issues, and the current market conditions.



## OUR INVESTMENT PROCESS

The Bespoke Portfolio Service is built upon the same robust processes that have allowed the firm's Managed Portfolio Service to deliver consistently strong risk-adjusted returns.

You will begin by discussing with your investment manager your current circumstances, investment objectives and the level of investment risk you are prepared to take to meet these objectives.

This discussion determines the strategic asset allocation for your portfolio, which is the mixture of assets that historical data suggests should allow your portfolio to meet its risk target over the long-term, and maximise the return for that level of investment risk.

The next step is for your investment manager to select funds for your portfolio, and adjust the strategic asset allocation to reflect their views on the relative attractiveness of different geographies and asset classes.

In selecting the funds for your portfolio, your investment manager will consider any ethical, income, or other requirements that you may have, to ensure your portfolio meets your specific objectives.







## OUR INVESTMENT PROCESS CONTINUED

On an ongoing basis your investment manager will continually reassess the risks associated with each asset class and geography, and adjust your portfolio to favour those which appear relatively undervalued. A similar process of continuous review is followed in relation to the funds held within the portfolio, although these are of course tested against different criteria.

Investment ideas are tested and refined by the other members of the investment committee scrutinising them rigorously. The investment team therefore works together closely to encourage a free flow of ideas and frank discussion. The team also meets formally on a regular basis to review developments in markets and the global economy and whether to implement investment ideas in clients' portfolios.

## YOUR FINANCES AT YOUR FINGERTIPS

Our chosen platform provides you with instant online access to your investment portfolio, allowing you to access information and check valuations, transactions and statements. This is of course in addition to regular personal updates and commentary that your investment manager will provide you with.



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## CLIENT SECURITY

Throgmorton have partnered with Raymond James, who act as our administrators and platform provider and who facilitate the purchase and sale of your investments.

Working alongside Raymond James are Pershing Securities who are part of Bank of New York Mellon and who act as custodian. As custodian of your investments Pershing play a vital role, ensuring that your assets are securely held in ring-fenced accounts.

## ABOUT RAYMOND JAMES

Raymond James Investment Services Limited has operated in the UK since 2001. Their parent company, Raymond James Financial, Inc. has been doing the same in the US for over 50 years. As of 30<sup>th</sup> June 2021 Raymond James held £14.6bn of assets on their platform.

## ABOUT PERSHING SECURITIES

Our appointed custodian, Pershing Securities, are recognised globally for their custody, execution and settlement services due to their strong and proven regulatory and compliance expertise. As of 31 December 2020 Pershing held \$2tn of assets under administration.





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