

# Greenbank LED Managed (Adviser as Introducer)

## Proposition summary

Greenbank LED Managed – Adviser as Introducer (AasI) is an adviser-led discretionary service provided by Rathbones Greenbank Investments (Greenbank), a 100% subsidiary of Rathbones Investment Management (RIM). The client must be introduced by an FCA authorised Financial Adviser. The Rathbones investment manager will conduct an assessment of the client's suitability for entering into an investment with Rathbones. Greenbank offers ethical and sustainable investment solutions and the service has been designed to meet the needs of clients wanting access to an ethical and sustainable portfolio within a fund structure. The service offers investment strategies with a range of return and risk targets (as shown in the table below).

### Service features and benefits

Rathbones custody	✓
Regular payments (monthly or quarterly)	✓
Scheduled withdrawals for income (monthly or quarterly)	✓
Auto ISA subscriptions for future years	✓
Quarterly valuations and tax packs	✓
Access to online services 'MyRathbones'	✓
CGT allowance management	✓
Rathbones Investment advice	✓
Dedicated Investment Manager	✓
Portfolio tailored to specific client needs	✗

### Supported account types\*

General investment account	✓
ISAs and JISAs	✓
Bare Trusts	✓
SIPPs (subject to provider agreement)	✓
Charity accounts	✓
Company accounts	✓
Trusts and settlements	✓
Offshore bonds (subject to provider agreement)	✓

\* The service is not available for international clients (including those of US residency) as well as alternative investment market portfolios (AIM) and Business relief mandate portfolios.

## The strategies and the funds they invest in

Strategy name	Rathbones risk level	Sustainable strategies invest in	Long term objectives		Time horizon (Minimum)
			Return <sup>1</sup>	Risk <sup>2</sup>	
Strategy 6	6	Rathbone Greenbank Global Sustainability	Inflation +5%	Up to 100% equity risk	5 years +
Strategy 5	5	Rathbone Greenbank Multi-Asset Dynamic Growth Portfolio	Inflation +4%	Up to 83% equity risk	5 years +
Strategy 4	4	Rathbone Greenbank Multi-Asset Strategic Growth Portfolio	Inflation +3%	Up to 66% equity risk	5 years +
Strategy 3	3	Rathbone Greenbank Multi-Asset Defensive Growth Portfolio	Inflation +2%	Up to 50% equity risk	5 years +
Strategy 2	2	Rathbone Greenbank Multi-Asset Total Return Portfolio	Cash + 2%	Up to 33% equity risk	3 years +

<sup>1</sup> Each strategy has a target return in excess of inflation (as measured by the UK Consumer Price Index) or cash (as measured by the Bank of England Base Rate)

<sup>2</sup> Each strategy has a maximum volatility target measured against the volatility of equity markets, as represented by the FTSE Developed World Index

Each investment strategy invests in one of the funds managed by Rathbones Unit Trust Management (RUTM). All are actively managed multi-asset funds, with the exception of the Rathbone Greenbank Global Sustainability fund which is a 100% equity fund.

The funds benefit from a highly experienced fund management team, supported by Rathbones' investment process and Greenbank's research ability to ensure that only assets meeting our robust ethical and sustainable 'screening' process are selected. Our LED (Liquidity, Equity-type risk, Diversifiers) framework provides a distinctive approach to asset allocation, focusing on the relationship between assets.

## Target market

**Investment values:** positive target market from £150,000 to £500,000, though the service may be applicable for higher or lower values dependant on client characteristics, needs and objectives.

**Client characteristics, needs and objectives:** In addition to Investment value, the table below highlights the criteria that the service has been designed to meet (Positive), and those that it cannot meet (Negative).

	Positive target market	Negative target market
<b>Characteristics (minimum entry requirements)</b>		
<b>Knowledge and experience</b>		
Low/basic (or higher)	✓	
+		
<b>Ability to bear loss</b>		
Ability to bear partial loss (or greater)	✓	
Full capital protection, no/negligible capacity for loss	✗	
+		
<b>Risk tolerance</b>		
Appetite for putting capital at risk	✓	
No/negligible investment risk tolerance	✗	
+		
<b>Time horizon</b>		
Greater than 5 years (3 years for risk level 2 only)	✓	
Less than 3 years or full repayment on demand	✗	
<b>Client needs and objectives</b>		
	<ul style="list-style-type: none"><li>– A ready-made, straight-forward and diversified investment portfolio</li><li>– A portfolio with ethical and sustainable investment characteristics</li><li>– Capital growth or income objectives in line with the long term objectives for each risk strategy</li><li>– Financial objectives which cannot be met with low return or near cash assets</li><li>– Access to a dedicated investment manager and the proactive use (as appropriate) of relevant tax allowances</li></ul>	
	<ul style="list-style-type: none"><li>– Bespoke construction of portfolio tailored to their specific needs, or the use of investments other than in-house GBP-denominated funds</li><li>– Compliance with a non UK regulator or tax regime</li></ul>	

## Vulnerable client considerations

If a client is assessed to be vulnerable the impact on the service provided will need to be considered. The service can operate under Power of Attorney, and this option is available.

## Costs and charges

Total costs and charges comprise of a management fee based on the value of the portfolio (of which VAT at the rate of 20% is payable) together with total third party charges related to the management of the fund and it's underlying investments. Included within the total third party charges is the annual management charge of 0.50% payable to RUTM, fund expenses, and transaction costs. These charges will differ by fund, as reflected by the figures shown below.

	Example charges based on £250,000 portfolio	
Rathbones management fee	Management fee	0.50% £1,250
VAT	VAT 20%	0.10% £250
Third-party charges	Total third-party charges	0.66% – 0.76% £1,650 – £1,900
	Total costs and charges	1.26% – 1.36% £3,150 – £3400

Figures are as at 31 December 2022

## Fair value assessment

In line with the FCA's Consumer Duty fair value outcome, an assessment of the Greenbank LED Managed AasI solution has been carried out to ensure the total cost charged to the end client is deemed reasonable when compared with the benefit received.

A number of factors were used within the value assessment, including;

- a review of service features, benefits (including past performance) and service limitations
- total costs and charges (as defined above)
- the cost to Rathbones to manufacture and distribute the service
- market rates and charges associated with other comparable competitor services

## Fair value assessment outcome

Based on a review of the factors and key metrics listed above, we deem this service to provide fair value when distributed to the intended target market.