



<p>We employ over <b>1,400</b> people</p>	<p>We manage over <b>£50.4bn</b> for our clients</p>
<p>We operate from <b>15</b> UK locations<sup>1</sup> and Jersey</p>	<p>We are a <b>FTSE</b> <b>250</b> company listed on the London Stock Exchange</p>

1. Includes Vision Independent Financial Planning

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## Investment Management

Through Rathbone Investment Management, we provide personal discretionary investment management solutions to private clients with investible assets of £100,000 upwards. Clients of this service can expect:

- Direct access to their investment manager
- An investment manager that understands their requirements and agrees a strategy that meets their objectives
- An investment process that aims to provide risk-adjusted returns to meet clients' needs today and in the future

Within Investment Management, we have several specialist capabilities including:

### Charities

Our charities business manages £6.1 billion of funds and is the fourth largest charity manager in the UK. The team is diverse, in both its expertise and experience, and aims to deliver a suitably tailored investment portfolios to meet the complex needs of charity clients and trustees.

### Rathbone Greenbank Investments

As one of the pioneers in the field of ethically-focused investments, Rathbone Greenbank Investments manages over £1.6 billion in ethical and socially-responsible investment portfolios for private clients, charities and trusts. The team is highly proactive on ethical and sustainability issues, engaging directly with companies and government to improve business practices.

### Rathbone Investment Management International

Based in Jersey, this caters for the investment needs of individuals and families, charities and professional advisers who are looking for offshore investment management.

## Unit Trusts

Rathbone Unit Trust Management is a leading UK fund manager with £7.4 billion of funds under management, providing a range of actively-managed specialist and multi asset unit trusts that are designed to meet core investment needs in the retail client market. These funds are distributed primarily through financial advisers in the UK.

## Complementary services<sup>2</sup>

### Banking and loan services

We offer loans to our existing clients secured against their investment portfolios and, in some cases, other assets. As a licensed deposit taker, we are also able to offer our clients a range of banking services including currency and payment services, and fixed interest term deposits. These additional services are valued by our clients and are an important point of differentiation from many of our peers.

### Financial planning

We offer in-house financial planning, which provides whole of market advice to clients. Our in-house financial planners are experts at thinking ahead and by working closely with investment managers, they help clients to create a bespoke financial plan.

### Unitised Portfolio Service

Using Rathbone Multi Asset Portfolio Funds, we offer clients with investible assets of £25,000 or more our model-based discretionary investment management services. This is designed for clients who do not require a fully bespoke investment solution.

### Managed Portfolio Service

A simple and straightforward execution-only investment service which gives clients with £15,000 or more the ability to access high-quality investments.

### We also operate the following additional entities:

#### Rathbone Trust Company

Rathbone Trust Company provides UK trust and some legal, estate and tax advice to clients.

#### Vision Independent Financial Planning

Vision Independent Financial Planning is an independent IFA network providing financial advisory solutions to UK private clients.

2. All complementary services are reported on as part of our Investment Management segment.

# Building value

Through a personalised approach to investment management, we offer a compelling and attractive way to build value.

## What we do

We are a leading independently-owned provider of investment and wealth management services to private clients, charities and trustees.

We have two main areas of operation as well as several complementary services:

- Rathbone Investment Management, which offers personal discretionary investment management solutions
- Rathbone Unit Trust Management, which provides single strategy and multi asset fund products
- Complementary services including:
  - banking and loan services
  - in-house financial planning advice
  - a unitised portfolio service
  - a managed portfolio service
  - UK trust, legal, estate and tax advice
  - Vision Independent Financial Planning

## What makes us different

### A sound investment case

- A relationship-based approach
- A whole of market approach to investment
- Leading margins

### Scale and expertise

- £50.4 billion of funds under management and administration
- A broad range of investment solutions

### Brand and reputation

- An established brand with local presence
- Reliable systems and infrastructure
- Accredited performance reporting

### Independent ownership

- Listed on the London Stock Exchange and a constituent of the FTSE 250
- High standards of corporate governance

## How we do it

### Individual relationships with clients and advisers

- Our service is delivered directly through investment managers who make portfolio decisions
- Our aim is to build lasting and trusted relationships
- We access investments across the whole market, with no bias towards in-house funds, but have a suite of fund solutions through Rathbone Unit Trust Management for clients who do not require a fully bespoke investment service
- Our Jersey office can cater for offshore investment needs
- Our online presence complements our service

### An informed investment process

- We have a bespoke approach to portfolio construction supported by a central research team
- Our firm-wide processes allow us to pool intellectual capital and provide strategic asset allocation methodologies
- We operate a range of specialist mandates including specialist investment teams who provide services to charities and ethical investors
- Our internal quality assurance and performance measurement capabilities provide a sound control framework

### Working flexibly with clients and advisers

- Clients have the ability to join Rathbones either directly or through their own financial intermediary
- Our dedicated intermediary sales team provide our discretionary and unit trust services to national adviser networks and strategic partners
- Direct client and adviser referrals remain the most important source of organic growth
- Our Vision Independent Financial Planning business operates independently but maintains a close relationship with Rathbone Investment Management

### Supported by in-house operations

- We have dedicated in-house custody and settlement services
- Our operations team is highly experienced
- We outsource selected services, where cost-effective, to reliable and carefully chosen partners
- We invest incrementally in IT to ensure that our infrastructure keeps pace with change

## How we create long term value

### For investors

- A track record of strong operating margins
- Successful acquisition capability for people and firms that fit our culture
- Stable dividend growth
- Consistent returns on capital employed

### For clients

- Active management of portfolios through changing market conditions
- A valued and quality service that builds trust
- Specialist mandate capability in charity and sustainable investing
- High-quality adviser services

### For employees

- Empowered to make individual investment decisions
- Performance-based remuneration
- Investment in training, support and development
- Graduate and apprenticeship programmes
- Low staff turnover