



Rathbones  
Look forward

Charities  
Why invest with us?



## Charities

Why invest with us?

# Every one individual.

## Why charities invest with us

We work with charities and not-for-profit organisations of all shapes and sizes.

They are large and small, local, national and international.

They are endowment funds, trusts, religious foundations, community organisations and NGOs, whose missions focus on education, health, poverty, the disadvantaged, disability and more.

They each want to be treated individually. They all want to work with someone who will look after their money and make sure it contributes positively to their cause not just for today, but for many years to come.

# Investing for charities. Every day.

## Why charities invest with us

### **Experts with a long track record**

Charities have entrusted their money to us for over 100 years. With funds under management of over £4.3 billion\* for more than 1,200 charities, in portfolios that range from £10,000 to more than £100 million, we are one of the leading investment managers for charities.

We have a dedicated charities team. We believe it is advantageous for your money to be looked after by people who can rely on the expertise of a central team that has a strong understanding of your sector, rather than someone who only deals with charities occasionally. Many of our charities team are involved with charities outside of work and are trustees themselves.

Your investment manager is personally responsible for everything to do with your charity's portfolio. You deal directly with them, not with an account team or relationship manager. They have the expertise of our charities team behind them, but it is your investment manager who ultimately makes all the decisions because they know you.

\*As at 30 June 2017.

# No compromises.

## Why charities invest with us

### **An individual portfolio**

Our individual approach means you do not have to compromise on what you want from your investment manager. We build our service around your charity's priorities.

The diversity of the charities we work with shows our ability to meet individual requirements. Your investment manager will take the time to understand the mission and values of your charity, the long-term strategy you want your portfolio to support and how you want us to work with your trustees and management team.

We will create an individual strategy and portfolio to match your charity's income and growth targets and attitude to risk. We have the expertise to help you balance ethical and financial goals. We can accommodate restrictions and as well as screening out certain investments, we can include ones that contribute positively to your charity's mission.

# Unlimited thinking.

## Why charities invest with us

### **Unrestricted investment choice**

We look far and wide to make sure your money is invested in the right places. We can search the whole of the market to find the best options to help meet your charity's goals.

Our investment managers can access investment opportunities globally that may not be open to all investors. Not all firms give their managers this flexibility. It's an important advantage because it gives your investment manager more opportunity to apply their professional expertise for you.

Your investment manager is supported by our central investment process and guidance from our charities investment committee, which meets regularly to identify opportunities in the current environment. We perform rigorous due diligence on every investment.

It helps to have  
some give.

## Why charities invest with us

### **Active and agile portfolio management**

Needs often evolve over time. Funding, donations and expenses can all vary from year to year, affecting the financial position and future plans. Changes in government policy and regulation can have far-reaching impacts. Missions have to keep pace with new realities.

An advantage of an individual portfolio is that it is easy for your investment manager to adapt the investment strategy if circumstances or requirements change.

Active, day-to-day monitoring enables us to move quickly to protect investments. We keep a constant eye on the markets and wider economic environment for signs of change that may affect your portfolio.

We understand the importance of flexibility. Our loan facility allows you to access funds without having to sell off investments. This is quick and simple to arrange.

A long and  
successful  
future.

#### Why charities invest with us

##### **We aim for consistent returns over the long term**

Many of the charities we work with have long histories and we feel a responsibility to make sure that your charity can continue to support those who depend on you.

To help your charity have a long and successful future, we aim to achieve consistent returns for you over the long term. We will work hard to meet growth and income expectations year after year.

Combined with our own longevity as a business, our prudent, risk-based approach to managing money gives the charities we work with confidence. They feel secure about making long-term plans and setting us investment targets to help achieve them, over decades in some cases.

# More than numbers.

## Why charities invest with us

### **Regular reporting and reviews**

You will receive regular updates from us on the performance of the portfolio. Information is available online as well.

Your investment manager will review investment strategy and performance with you every year, or more often if you prefer.

The purpose of these reviews is not just to talk numbers. It's an opportunity for us to respond to any changes in your requirements and to look forward together, to be ready for the road ahead.

We have invested in the technology to give you a precise picture of your charity's investments. Inadequate reporting can be one of the biggest frustrations in a relationship, which is why we do not outsource something that is so important to anyone else.

We place the same emphasis on quality in our administration of your portfolio. Custody, management of dividends and interest and capital events are all taken care of in-house under the direction of your investment manager.

# Peace of mind for trustees.

## Why charities invest with us

### **We help trustees feel confident in their role**

Helping trustees to fulfil their obligations is an important part of our relationship with charities. Your investment manager is available to help your trustees navigate the increasingly complex issues they have to manage.

We provide training designed especially for charity trustees to help them feel confident in their role. Your trustees can take part in events that include our *Conversations* series on topics every charity should know about and our regular Charity Symposium.

Investor protection is another important consideration for trustees when choosing an investment manager. A discretionary investment management agreement – which not all investment firms offer – gives your trustees more protection and peace of mind because it transfers the legal responsibility to make sure investments are suitable from them to us.

We'll take care of it.

## Why charities invest with us

### **Support that gives you more time**

Staying on top of all the rules and requirements you have to meet is vital to the reputation of your charity, but it can feel like a never-ending task.

We can take on much of the administrative burden relating to your charity's investments so you and your management team can devote more time to your mission.

Charity Commission compliance, applications for funding, managing the distribution of money to beneficiaries, arranging trustee meetings – there's a lot that we can help you take care of.

We are much more than an investment provider to our charity clients. We want to do everything we can to support the work that you do.

# A name you can trust.

## Why charities invest with us

### **We do business the right way**

It's not just you who wants to be certain that your charity's money is being looked after by a company that does business the right way. Many donors demand to know that is the case as well.

Rathbones is a member of the FTSE4Good Index and a signatory to the United Nations-backed Principles for Responsible Investment.

We are proud to have won many awards for the quality of our service to charities, from the likes of *Charity Times* and *Citywealth*. Through our membership of the Charity Finance Group, Charity Investors' Group and other charity umbrella organisations, we contribute to the development of good practice within the sector.

Our involvement in charitable and philanthropic activity dates back to the nineteenth century, when the Rathbone family were very active in improving social welfare. Our employees around the UK carry on that work today through fundraising and volunteering in their local communities.

# Simple and transparent fees.

## Why charities invest with us

### What you pay for

Our fees are straightforward. We charge an annual fee for managing your money, which is calculated as a percentage of the value of your portfolio.

We want you to be clear about what you are paying for. It is the active, day-to-day management of your portfolio by an experienced investment professional who knows you and your charity well.

You can also join seminars, workshops, training sessions and other events we run for charities and their trustees, at no extra cost.

# What our clients say.

Every charity is different and every relationship is individual. This is what some of them say about us.



We would like to thank the charities featured on the following pages for their support. Names and personal details have been changed where requested. The people shown are models and have given permission for their images to be used in this way.



---

**Paul** is the executive secretary of a charity in Northern Ireland. Rathbones has managed the charity's investment portfolio since 2006.

“Not all investment managers understand the difference between a product and service. Rathbones does. They listen to what we want, they are interested in our work and they simplify very complex information.

As a Christian-based charity focused on the welfare of children there are areas we do not want to invest in, but we also have financial objectives we need to achieve. Our investment manager, Dick, understands our sensitivities and deals very practically with the challenge of balancing those requirements.

Our needs have changed in recent years. Rathbones has shown flexibility by repositioning the portfolio to produce more income for us, which has gone very smoothly.

We have regular conversations about the direction we want to take with our investments. Dick is a very good communicator. He tells us in advance of any changes on the way, the trustees are comfortable asking him questions and he takes the time to make sure everyone has a clear understanding of what's happening and why.”



---

**Christine** is the CEO of a benevolent fund that has been helping its members and their families for over 100 years. The fund appointed Rathbones as its investment manager in 2014.

“We moved our portfolio to Rathbones when the Retail Distribution Review came in. We wanted to be classified as a retail investor to protect our trustees from having too much responsibility on their shoulders.

Recommendations from other charities led us to Rathbones. We prefer to have a say in our investments, we don't want to be put in a box and we want our portfolio to be actively managed. Rathbones fulfils all of these criteria for us.

We could not ask for a better investment manager than Andrew at Rathbones.

Our trustees do not have a lot of investment experience and they find Andrew very approachable. He responds quickly to our questions and he did everything possible to make the transfer of our investment portfolio go smoothly. Andrew has even put some very old legacy shares that must be almost worthless into the portfolio so all of our investments are looked after. It feels like nothing is too much trouble.”



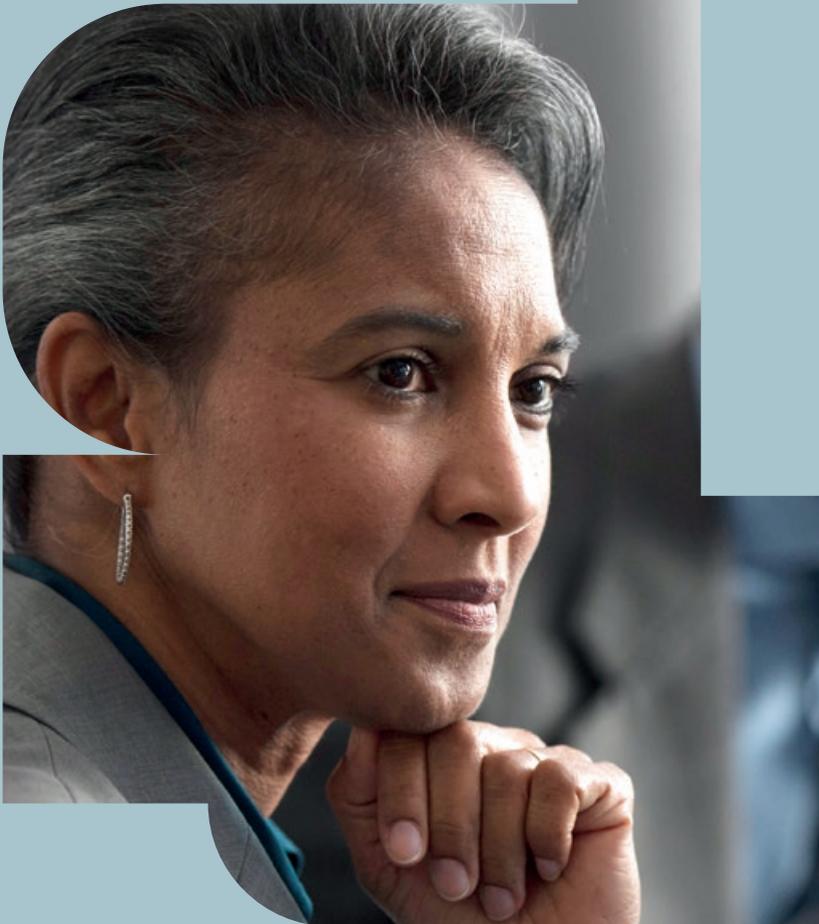
---

**Steve** is the CEO of a community foundation that has been a Rathbones client since 2009.

“We want to know who’s managing our money and as a very local charity, we prefer to work with organisations who understand our community. Rathbones actively supports what we do here.

Networking events that Rathbones has sponsored have helped us to build our relationships with professional advisers in the area, who are an important audience for us as they have access to potential donors. Thanks to introductions arranged by Rathbones, we’ve secured new endowment funds.

Rathbones is doing a very good job of managing our investments. They can accommodate investment themes that are important to us that might be outside the box for some investment managers. It’s the relationship we have with Rathbones that matters most to us. That said, the fees are very good value for what we get in return.”



---

**Kris** is the CEO of the benevolent fund of a professional institution. Rathbones has managed the fund's investments since 2010.

"We decided to move to Rathbones because we wanted better service from our investment manager. Rathbones is far more user-friendly than the previous manager. It's a different, more engaged experience.

Rathbones is very good at managing the portfolio to meet our cash flow requirements. Last year we needed a large chunk of cash to fund a building project. We reviewed the options with Rathbones and James, our investment manager, recommended that we raise the money from the portfolio rather than taking out a loan. Conversations like that are very easy when you have a good relationship.

We've got to know the charities team at Rathbones well. When you work together for a number of years, you notice if people come and go and the team is the same as when we first met. They are very willing ambassadors for us at fundraising events. We attend the Charity Symposium. It's a good opportunity to talk to other charities. I like to find out who else is using Rathbones."

We're here to help you look forward with confidence.

Rathbones is one of the leading investment managers in the UK. We manage money for people, for charities and through professional partnerships with advisers.

We have been in business since 1742.

Our success is built on the stability provided by forward-thinking, sensible, long-term management and the lasting relationships we form with our clients and our people.

Our ongoing investment in technology keeps our business running smoothly, supporting high-quality investment management, administration and reporting.

Rathbones is part of Rathbone Brothers Plc, an independently owned FTSE 250 listed company. As we are not part of another company, we can focus our full attention on managing money and nothing else.

If you would like to know more about us, please read our brochure, *Individuality: our services and how we manage your money* or visit us at [rathbones.com](http://rathbones.com).

# Get in touch.

We have offices throughout the UK.  
Please get in touch to set up a meeting.

Aberdeen  
01224 218180

Glasgow  
0141 397 9900

Birmingham  
0121 233 2626

Kendal  
01539 561457

Bristol  
0117 929 1919

Liverpool  
0151 236 6666

Cambridge  
01223 229229

London (head office)  
020 7399 0000

Chichester  
01243 775373

Lymington  
01590 647657

Edinburgh  
0131 550 1350

Newcastle  
0191 255 1440

Exeter  
01392 201000

Winchester  
01962 857000

For offshore investment management, contact:  
Rathbone Investment Management International  
0153 474 0500

For more information, please visit:  
[rathbones.com](http://rathbones.com)

## Important information

This document is published by Rathbone Investment Management Limited and does not constitute a solicitation, nor a personal recommendation for the purchase or sale of any investment; investments or investment services referred to may not be suitable for all investors.

No consideration has been given to the particular investment objectives, financial situations or particular needs of any recipient and you should take appropriate professional advice before acting.

The price or value of investments, and the income derived from them, can go down as well as up and an investor may get back less than the amount invested. Rathbone Investment Management Limited will not, by virtue of distribution of this document, be responsible to any other person for providing the protections afforded to customers or for advising on any investment.

Unless otherwise stated, the information in this document was valid as at June 2017. Not all the services and investments described are authorised or regulated by the Prudential Regulation Authority or the Financial Conduct Authority. Rathbone Brothers Plc is independently owned, is the sole shareholder in each of its subsidiary businesses and is listed on the London Stock Exchange.

Rathbones is the trading name of Rathbone Investment Management Limited, which is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority. Registered office: Port of Liverpool Building, Pier Head, Liverpool L3 1NW. Registered in England No. 01448919.

Rathbone Investment Management International is the Registered Business Name of Rathbone Investment Management International Limited which is regulated by the Jersey Financial Services Commission. Registered office: 26 Esplanade, St. Helier, Jersey JE1 2RB. Company Registration No. 50503. Rathbone Investment Management International Limited is not authorised or regulated by the Prudential Regulation Authority or the Financial Conduct Authority in the UK. Rathbone Investment Management International Limited is not subject to the provisions of the UK Financial Services and Markets Act 2000 and the Financial Services Act 2012; and, investors entering into investment agreements with Rathbone Investment Management International Limited will not have the protections afforded by those Acts or the rules and regulations made under them, including the UK Financial Services Compensation Scheme.

The company named above is a wholly owned subsidiary of Rathbone Brothers Plc. Head office: 8 Finsbury Circus, London EC2M 7AZ. Registered in England No. 01000403. Tel +44 (0)20 7399 0000.

The information and opinions expressed herein are considered valid at publication, but are subject to change without notice and their accuracy and completeness cannot be guaranteed. No part of this document may be reproduced in any manner without prior permission.

© 2017 Rathbone Brothers Plc

This publication is printed on material sourced from responsibly managed forests and from 10% recovered fibre, diverting waste from landfill. It is certified in accordance with the FSC® (Forest Stewardship Council®) and manufactured under strict environmental management systems, the international ISO 14001 standard, EMAS (Eco-Management & Audit Scheme) and the IPPC (Integrated Pollution Prevention and Control) regulation.

T2-CHAR-02-17



FSC Printer  
Cert no. SGS-COC-004556

Connect with us  
[rathbones.com](http://rathbones.com)

 @rathbones1742

 Rathbone Brothers Plc

 Rathbone Brothers Plc

