



Brewin  
Dolphin

# Bespoke discretionary service

An exclusive investment service,  
tailor-made for you

/FOR INTERMEDIARIES



# Contents



3

How we help >



5

How we work with  
your adviser >



6

Access to  
expert thinking >



8

How safe is my  
investment? >



9

What you can  
expect from us >



10

Summary >



# How we help



**Your adviser plays a crucial role and works in close partnership with us so we can provide an exclusive service, tailor-made for you.**

From planning for retirement to funding a lifestyle, we can invest your money to meet your growth and / or income needs. A bespoke portfolio of assets from across the market is created for you based on your established investment objective and risk profile. We make sure your portfolio is optimised regularly in line with your investment considerations and is invested tax-efficiently.

As a discretionary investment manager, we will manage investments on your behalf. The 'discretionary' part of our title means that once you and your adviser have appointed us to manage your money to a particular brief, or 'mandate', we have the responsibility to make the investment decisions to ensure we keep to it. This means that we do not need to seek permission from you, or your adviser, each time we make a change to your portfolio.

---

## Managing complexity

Keeping track of challenging and sometimes difficult investment markets is a full-time job. It is a task that not only requires expertise, but also experience and considerable resources, which is exactly what we offer.

---

## A long-term relationship

We take time to understand your goals with you and your adviser, so we can deliver an expertly tailored investment solution that's right for you over the long term.



# How we work with your adviser



We work in partnership with your adviser and we both have the same objective – ensuring that you reach your financial needs and goals.

So how do we make this happen for you? We believe it all starts with our aim to provide consistent and reliable portfolio performance over the long term.

## Getting the basics right

Investing successfully, whether for the short or long term, means getting the basics right. Understanding how much risk you and your adviser have decided is appropriate for you and making sure your investments reflect this, is absolutely essential.

We know that managing risk is also about diversification – the art of spreading your money across different assets, sectors and investments to ensure your portfolio keeps within the agreed risk objectives. Again, your dedicated Investment team will manage this to the mandate you and your adviser have agreed.

This is an ongoing process. We know things change over time, for example your financial goals or your risk appetite, so we always keep in close contact with your adviser to ensure your investment portfolio continues to meet your financial needs. You and your adviser will receive quarterly reports and valuations as standard with ad-hoc reports and meetings available on request.

We don't believe in gimmicks or shortcuts but we do believe in thorough research, a disciplined approach and good governance. When it comes to delivering results for our clients, we know there is no other way to make it work.

---

## At a glance

1. A **consistent and reliable** investment approach.
  2. **Solid investment principles** and finely tuned processes in place.
  3. A **tailor-made investment portfolio** designed for your specific needs.
  4. **No gimmicks, no shortcuts** just thorough research and good governance.
-

# Access to expert thinking



The primary focus of our Research team is to identify a 'buy list' of thoroughly researched investments from which your Investment Manager will select when building your portfolio.

Investment research conducted by the team covers all major asset classes spanning all regions of the world as well as alternative investments.

Our analysts start with a quantitative screen to identify promising investments. They then go on to perform qualitative due diligence, which considers factors such as the financial strength, organisational integrity and stability of the investment firm. Other factors the analysts consider are manager access and the provision of full portfolio transparency on a timely basis. Our research universe covers over 10,000 investment products.

Once the Research team has added the investment to our 'buy list', your Investment Manager is able to add this to your portfolio in line with the risk profile agreed between you and your adviser.

---

## Stronger together

The track record that we have built has not been the result of one single individual. Our service is shaped by the efforts of our Research team in conjunction with the Investment Management teams. The result is genuine strength and depth that is wholly focused on delivering consistent performance for you over the longer term.

## In-depth research

Our Investment Managers are supported by our in-house Research team who identify the best investments available to populate your portfolio. Your Investment Manager will then choose the right asset allocation to meet your needs in line with the risk profile agreed between you and your adviser.

---

Signatory of:



### A responsible approach

All of the fund managers we select for inclusion in our portfolios are UN Principles for Responsible Investment signatories.

---

Your Investment  
Manager will always  
work within the  
mandate and we will  
report regularly to you  
and your adviser.



# How safe is my investment?



**We hold all client money in accordance with the Financial Conduct Authority's (FCA) client money rules. This means we hold client money in trust with one of our nominee companies or by an approved overseas custodian.**

All client assets held by a nominee company or custodian are ring-fenced from RBC Brewin Dolphin's own monies in accordance with the FCA's rules.

We are not permitted to use client money and assets in the course of our own business activities. Any creditors of RBC Brewin Dolphin would have no legal right to your assets in the unlikely event that we became insolvent. RBC Brewin Dolphin's nominee companies are separate legal entities and are non-trading companies so they cannot run up liabilities of their own.

While the nominee is the legal owner of the assets, clients retain actual ownership as the beneficial owner. Client assets held in this way are treated by the Financial Services Compensation Scheme (FSCS) in the same manner as assets held in clients' own names.

Our records and controls with regards to client assets are regularly subject to audit from both our external and internal auditors. On an annual basis our external auditors issue an assurance report, which specifically addresses our controls with regards to client assets. On request, this report can be made available to clients. On an annual basis, our external auditors provide the Financial Conduct Authority with a report on client assets.

We have appropriate specialist insurance cover to protect us and our clients from losses arising from fraud, misappropriation, theft, loss or damage to any client's assets in our custody and control, which includes both cash and securities.

---

## Cash Management

Currently we use three main UK clearing banks to hold onshore sterling client deposits. Other financial institutions may be used as part of the settlement process when investments are bought or sold, and to hold client settlement monies. On an annual basis our finance department carries out a formal review, including an assessment of credit worthiness, of all banks and custodians we use. This review is presented to the board for approval.

[Please see our 'Protection of client money and assets' supplementary document for more information.](#)

---



# What you can expect from us



## We provide you with:

- 1. A dedicated Investment team** who are responsible for managing your portfolio.
- 2. Quarterly reports and valuations** including commentary on the economic and investment environment.
- 3. A comprehensive year-end tax pack.**
- 4. Online valuation access** through our secure website.
- 5. Security for your assets.** We have specialist insurance against loss from fraud and theft.



# Our service in summary



A bespoke investment service individually tailored to your specific needs and requirements.

---



Your own dedicated Investment Manager who will work with you and your adviser.

---



Meetings with you and your adviser as you see fit. These can be held at your home or local RBC Brewin Dolphin office.

---



The benefits of a large-scale operation with all the research, portfolio building and investment management in-house.

---



Regular updates and access to reviews, analysis and reports to keep you informed.

---



Online valuations.

---



An investment service that acts in your best interests at all times.

---



No provider ties, which means no product or investment bias.

---



Clean fee with no hidden commission or transaction costs.

---

# A little bit about us



RBC Brewin Dolphin is one of the UK and Ireland's leading wealth managers and traces its origins back to 1762.

## 1762

RBC Brewin Dolphin traces its origins back to 1762

## 30+ offices

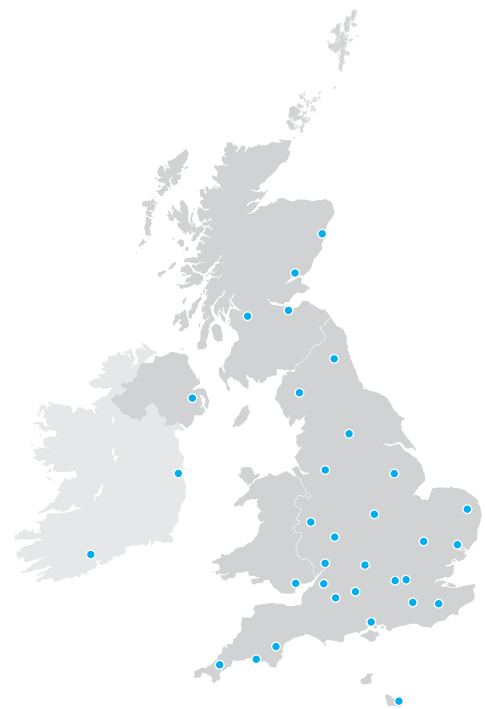
Across the UK, Channel Islands and Ireland.

## 250 years

That's more than 250 years of helping investors achieve their goals.

## 25+ years

Managing discretionary portfolios for clients of IFAs.



Signatories



Active participant



Member



Tier 1 rated for stewardship

---

The value of investments, and any income from them, can fall and you may get back less than you invested.  
Information is provided only as an example and is not a recommendation to pursue a particular strategy.

RBC Brewin Dolphin is a trading name of Brewin Dolphin Limited. Brewin Dolphin Limited is authorised and regulated by the Financial Conduct Authority (Financial Services Register reference number 124444) and regulated in Jersey by the Financial Services Commission. Registered Office; 12 Smithfield Street, London, EC1A 9BD. Registered in England and Wales company number: 2135876. VAT number: GB 690 8994 69