



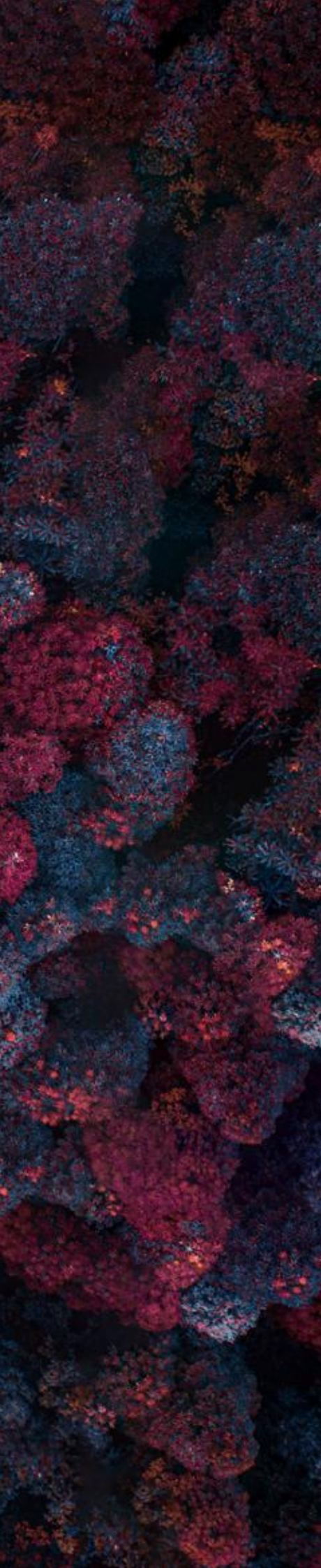
**NEDBANK**  
PRIVATE WEALTH  
SINCE 1834

INVESTMENT  
MANAGEMENT



An aerial photograph of a forest with vibrant, colorful foliage in shades of red, orange, and blue. The trees are densely packed, creating a textured, mosaic-like pattern of colors. The lighting is soft, highlighting the textures of the leaves and branches.

Investing to a plan can help you achieve your aspirations – whether funding a long-term goal, planning for retirement or building a legacy for your family. Appointing a dedicated investment manager is an important step towards achieving your aspirations.



## OUR DIFFERENCE

We offer access to interesting global investment opportunities, without being tied to in-house funds, specific regions or sectors. We think this makes for a distinctly different perspective.

### GLOBAL INVESTING

Our investment approach is global, multi-asset and multi-manager with no home bias. It is primarily fund-based, which allows us access to the best research talent in the world.

### ACTIVE CURRENCY MANAGEMENT

We manage currency exposures separately. This means we can select investment assets from the global universe regardless of their base currency, while controlling and managing currency risk.

### DIFFERENT ALTERNATIVE INVESTMENTS

Our boutique size means we can access opportunities and explore themes not usually viable for larger managers. We select different alternative investments that aim to deliver strong uncorrelated returns. Transparency and liquidity are key considerations, and lead us to avoid traditional alternative investments like hedge funds and structured products.

# YOUR WEALTH IN OUR HANDS

What does entrusting your wealth to our experienced investment team mean for you?

## PEACE OF MIND

Appointing us as your investment manager means you can effectively remove the emotion associated with investing. This is key to avoiding the typical mistakes made by many individual investors of buying high, when a rising market looks like it will last forever, and selling low when you feel the world is surely about to end.

## CONSISTENT IMPLEMENTATION

Our disciplined approach considers the short-term risks in markets, while keeping our eyes firmly fixed on your long-term goals. Investment decisions are implemented across all similar portfolios at the same time, so that performance outcomes are as consistent as possible for all clients holding similar portfolios.

During the lifetime of your investment portfolio, our views on financial markets will change, the economic environment will change, our asset allocation will change, and we will take decisions to change the underlying investments in your portfolio. Throughout, our investment approach remains unchanged, seeking to deliver consistent outcomes and no surprises.

## A MEASURED APPROACH

We will work closely with you to identify your objectives, your goals and your tolerance to risk, before we make any recommendation to invest. Choosing to invest is about weighing up the risks against the potential rewards. By fully understanding what you want to achieve with your wealth, we can ascertain the amount of risk you should and should not be taking.

We commit to invest only in transparent instruments with clear future income streams and valuation mechanisms. We undertake extensive research before we permit any investment to be included in your portfolio, so we can really understand the potential up and downsides, if and how risks can be mitigated, and where future profit and cashflows will come from.





## **TRACKING AGAINST YOUR ASPIRATIONS**

We make sure we deeply understand your aspirations before you invest, and undertake an in-depth review with you each year. Quarterly valuations provide a report on the performance of your portfolio and any changes we have made, as well as a global market summary and our house view of the market outlook. These are supplemented by more frequent updates on your specific portfolio strategy, delivered via the channel of your choice. You choose how often you wish to receive these.

Regular updates help us to check you are on track to meet your pre-agreed goals, and allow for changes to be made if your aspirations or circumstances change.

## **GLOBAL OPPORTUNITIES**

The world offers a huge array of opportunity – we diversify globally because opportunity is everywhere. We diversify across funds, asset classes, geographies, industry sectors, investment styles and currencies.

## **RESPONSIBLE INVESTING**

We actively invest in companies that will have a positive impact on society, as well as generate competitive returns. We have integrated environmental, social and governance (ESG) considerations into our investment process.

## **A WELL STRUCTURED PORTFOLIO**

To support you in your long-term financial planning, we can arrange for your portfolio to be held within tax-efficient structures, such as ISAs, pensions, offshore insurance bonds and trusts.

# OUR INVESTMENT PHILOSOPHY

We offer a highly sophisticated, risk-controlled discretionary investment management service, designed to achieve the outcome you require. It is based on five key beliefs.



## ASSET ALLOCATION IS AN IMPORTANT DRIVER OF RETURNS

We define five major asset classes: cash, bonds, property, equities and alternative investments. We actively allocate between these asset classes, taking a long-term valuation driven approach. In addition, we will make shorter-term tactical 'tilts' within your portfolio.



## DIVERSIFICATION CAN REDUCE RISK

By combining a range of assets with different risk and return characteristics, we seek to maximise the potential return of your agreed investment strategy for a given level of risk. Our multi-asset, multi-manager investment approach achieves truly global diversification.



## RISK NEEDS TO BE PROPERLY UNDERSTOOD AND MANAGED

Risk management is key to our portfolio construction. In addition to volatility, probably the most important risk to manage is shortfall risk – the possibility your portfolio will not achieve your objective. As well as using a range of portfolio risk tools to monitor and manage specific risks within the portfolio, we also regularly review the risks created by, for example, inflation, interest rate movements and geopolitical events.



## INVESTMENT IS FOR THE LONG TERM

Investments should be made with an appropriate time frame in mind, and measured over a similar period.



## IT IS CRUCIAL TO MANAGE COSTS

We believe the price you pay for your assets is an important determinant of future returns. We also seek to effectively manage costs as net investment returns represent economic reality and are what investors should always focus on.

# A ROBUST INVESTMENT PROCESS

Our rigorous and robust investment process involves an ongoing cycle of:



## STRATEGIC ALLOCATION

A long-term asset allocation framework for each risk strategy based on expected returns and volatility



## PORTFOLIO CONSTRUCTION

Portfolios are constructed after carefully considering potential risks and rewards



## TACTICAL ALLOCATION

Adding value through short-term tactical asset allocation tilts



## RISK MANAGEMENT

Risk tools include style research and fixed income risk analysis



## FUND RESEARCH

An extensive and thorough research process, with quantitative and qualitative filters applied



## PORTFOLIO IMPLEMENTATION

Portfolios are invested according to strict rules to reduce execution risk and achieve consistent outcomes

We constantly monitor your portfolio to ensure it remains in line with the expectations we agreed with you at the outset. We continuously manage portfolio exposures to take appropriate opportunities when they arise.

Our tactical investment committee meets weekly to discuss fund manager information, review potential market-moving events, and determine any changes to the underlying portfolio holdings. These tactical meetings are complemented by monthly strategic meetings focused on ongoing analysis of the global macro-economic landscape and asset allocation decisions. We have a team of analysts based in London which supports our tactical and strategic investment committee members.

## OUR PROMISE TO YOU

Our approach is unchanging. We pride ourselves in providing a first-class personal service and focus on having close relationships with a select number of clients.

As part of a global financial services group, we provide all the confidence you need. Our locations onshore and offshore give us the ability to work across different jurisdictions and tax regimes. With the flexibility and personal service of a boutique, we are nimble and responsive to your individual needs.

We add value by applying our experience and expertise. Our investment specialists work with your private banker to help you navigate to the right investment portfolio for you, designed to meet your individual goals.

You will benefit from wider market access to primary markets and institutional rates that are not available to an individual investor.

Most importantly, we take an objective view and remove some of the emotion from financial decision making, which should provide peace of mind and free up your time for the better things in life.



## GET IN TOUCH

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If you would like to know more about our managed investment services, contact our client services team at [client.services@nedbankprivatewealth.com](mailto:client.services@nedbankprivatewealth.com).

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## WEALTH PLANNING | INVESTMENT MANAGEMENT | PRIVATE BANKING

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