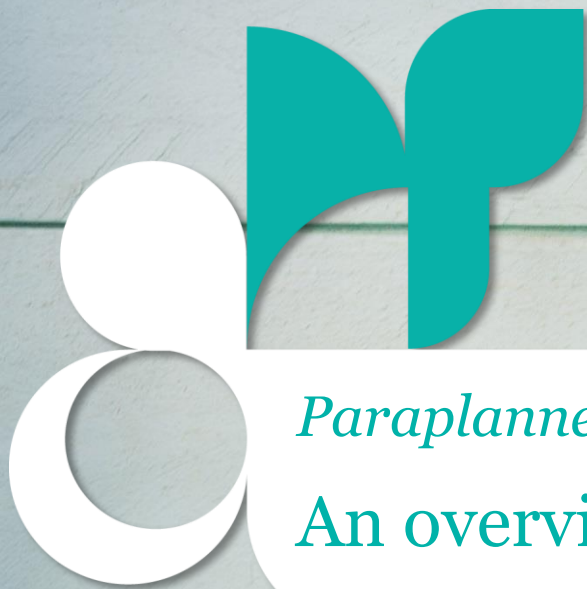


Rathbone Investment Management

Summer 2022



Paraplanner pack

An overview of our services



Rathbones
Look forward

Rathbones, you and your clients

A professional, yet personal service

Financial advisers choose Rathbones for our investment expertise and our professional, yet personal service.

Individual connection

Because we don't have relationship managers, you have direct contact with the fund manager looking after your client's investments. This is a core element to our service designed to give you greater insight into how we're managing your client's portfolios.

A strong investment culture

Our fund managers are supported by the extensive resources of our research team and investment committees. Our investment process is a framework which supports the fund manager's asset allocation and investment selection decisions. It's a process that's constantly evolving ensuring it remains fit-for-purpose.

While our fund managers are guided by the process, they retain the flexibility to make decisions that are appropriate for you and your clients.

A safe environment

We operate within a carefully controlled framework. Internal risk and performance monitoring systems ensure our investment approach matches the client's objectives and meets the high standards you expect from a professional investment manager.

A modern asset manager

The systems we use combined with our expertise and experience allows our fund managers to carefully navigate the world's financial markets helping to provide consistent investment returns.



Why Rathbones?

One of the UK's leading private client investment managers

The benefits of scale

- With £54.7* billion of assets under management (as of 30 June 2022), we're one of the largest private client investment managers in the UK.
- Our scale gives us access to the senior management of companies. This provides us with the insight needed to make good investment decisions. We can also secure preferential terms when investing in funds.
- We have a large team of specialist investment analysts and sophisticated research tools.

Independence

- Rathbone Group Plc is an independently owned, FTSE 250 listed company.
- Our independence gives us the freedom to choose investments for clients from the whole of the market.
- With no strategic stakes or other external pressures, we can focus on our core business, delivering a high-quality service to you and your clients.

Regulation

- In the UK, we're authorised by the Prudential Regulation Authority (PRA) and regulated by the Financial Conduct Authority (FCA) and PRA.
- For offshore business, Rathbone Investment Management is regulated by the Jersey Financial Services Commission
- We're registered with the US Securities and Exchange Commission under the Investment Advisers Act 1940 as an Investment Adviser. This allows us to provide investment management services to US residents.
- Our high level of internal governance means we can maintain and satisfy our regulatory obligations and serve clients across these jurisdictions.

Using technology to enhance our service

- We believe in extensive re-investment in our technology platforms. Having the latest systems in place means we're able to react and respond to changing markets. This is crucial when implementing investment decisions as quickly as possible across client portfolios.
- You can also access client portfolios using our back-office and secure online valuation systems.

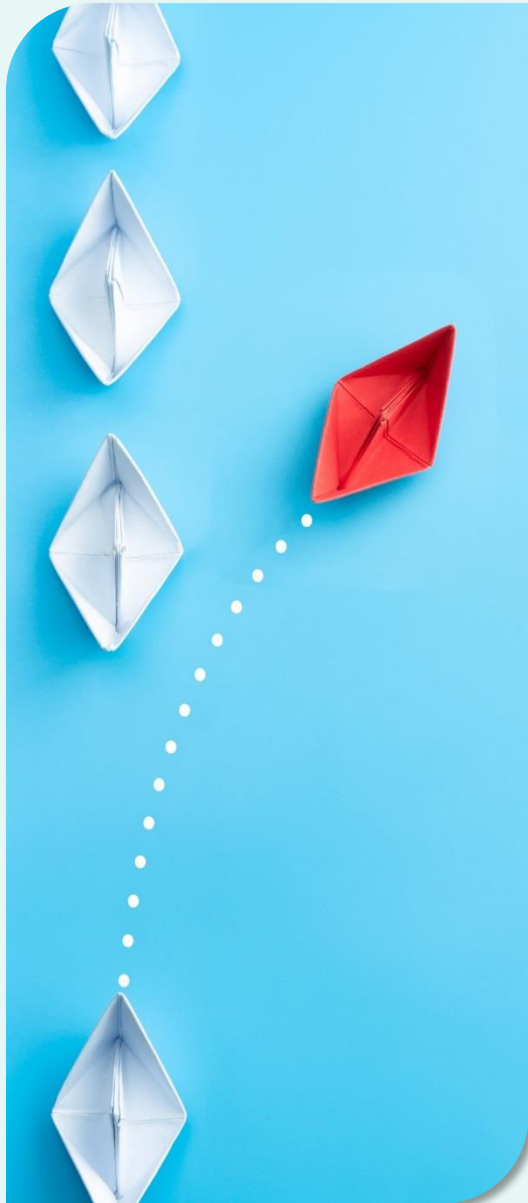
Stability and continuity

- The turnover of our investment managers is one of the lowest in the industry (circa 4% in 2021), ensuring strong and long-lasting relationships with clients.
- Long standing, dedicated investment managers are integral to delivering a high-quality service to clients

* Includes funds managed by Rathbone Unit Trust Management

Key differentiators

What sets us aside from our competitors?



'LED' asset allocation and risk management approach

- With our 'LED' approach, portfolio diversification is built on risk protection, rather than relative and potential returns; and particularly on how different asset classes, instruments and funds behave at points of market stress.
- Our approach to asset allocation is about managing the risk that comes with different assets and using the liquidity of assets to meet the client's cash flow requirements and avoiding forced selling.
- Recognising assets as falling into either 'liquidity' assets, 'equity-type risk' assets or 'diversifiers' assets enables us to achieve true diversification and to manage risk in a pragmatic and controlled way.

Direct investment

- As a firm, we have the particular expertise required to invest directly in individual equities and bonds. This approach gives us more freedom to implement our investment ideas efficiently and cost effectively, while retaining full control over the process.
- We invest in direct stock in both the UK and overseas, including but not limited to the US, Europe and Hong Kong.
- We can select third-party funds when we consider it best to outsource the implementation of an investment idea to an external team with the specialist experience and skills required. These teams have local knowledge of a market or a particular investment edge.

Ethical investment

- Rathbone Greenbank Investments is our fully bespoke discretionary investment service
- For clients who wish to invest ethically and sustainably.
- Our ethical screening process (both positive and negative) is conducted in-house and we have ethical specialists in many of our regional offices.
- While many ethical investment managers apply additional charges for their specialist services, clients of your firm benefit from the same fee schedule that applies to our standard investment proposition.

Key differentiators

What sets us aside from our competitors?



International clients

- We manage portfolios on behalf of investors based all over the world, with accounts denominated in sterling, euro and US dollars.
- We are registered with the US Securities and Exchange Commission to provide investment management services to US residents.

Portfolio lending

- We're one of the few UK based discretionary fund managers to hold a banking licence.
- This means your clients could have the ability to borrow cash against the value of their investment portfolio, often within 24 hours notice, and at highly competitive rates of interest (2.5% above the Bank of England base rate).
- Our lending facility is particularly helpful to clients wishing to bridge the gap between buying a new property and selling their existing one, without having to incur capital gains by drawing down on their investment portfolio.

Suitability

- Working in partnership with you under the *Reliance on Adviser* proposition is a way of working that is empathetic to your role as the client's financial adviser. This helps to keep you in control of your client, your relationship with your client and the client advice process.
- Your responsibility is to determine the investment mandate and the Rathbone investment strategy that best meets the client's need and objectives. We will ensure the assets we use to meet the mandate are suitable along with our future decisions to trade. *Reliance on Adviser* is about supporting each other in our respective suitability responsibilities.

Responsible investment

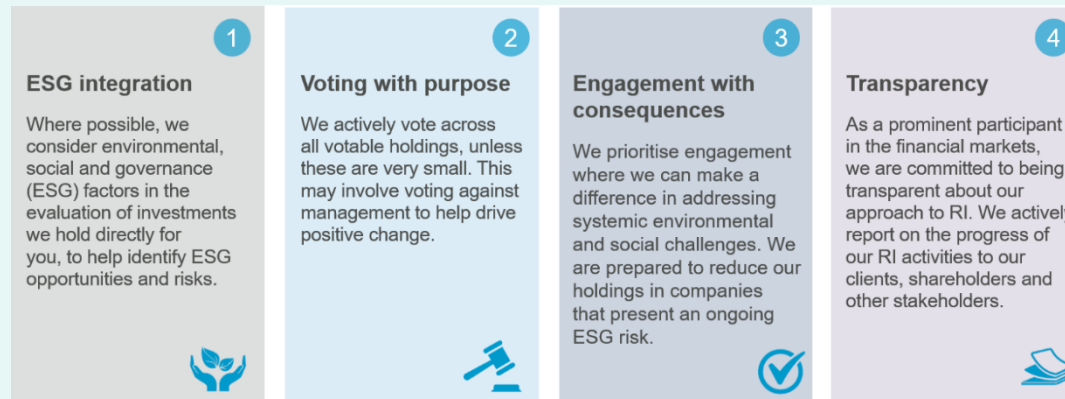
Our approach to responsible investment continues to develop through four core principles

ESG integration

ESG integration is the inclusion of ESG considerations alongside financial analysis to inform investment decision-making. We recognise that ESG risks and opportunities can have an impact on the performance and valuation of investments. We have an evolving approach to integrating ESG considerations across our holdings, which stretches beyond the use of backward-looking third-party ESG scores. Supported by responsible investment experts in-house, our investment managers can draw on extensive ESG insight and knowledge to meet client needs.

Engagement with consequences

It is important that we maintain a dialogue with the companies we invest in, using our voice to influence companies towards better, more sustainable long-term performance. We prioritise engagement where we can make a real difference in addressing the world's systemic environmental and social challenges. We are also prepared to reduce our holdings in companies that continue to present an ESG risk over time. In 2021, we directly engaged with 705 companies on ESG matters.



We are committed to responsible investment and the benefits it provides, with an ambition of being leaders in this field. This will not only allow us to identify high-quality investments and manage risks for our clients, but will also enable us to contribute to solving problems faced by society.

Voting with purpose

The cornerstone of all responsible investment is an active and considered approach to proxy voting. We actively vote across all votable holdings, unless these are very small. We vote on many issues including executive pay, climate change, diversity and audit independence. In 2021, we voted on 11,934 resolutions on behalf of our discretionary clients.

Transparency

We are committed to being transparent about our approach to responsible investment. Each year we produce annual and interim responsible investment reports detailing our voting and engagement. In addition, we benchmark our performance against industry peers through involvement in the annual reporting cycle of the UN-backed Principles for Responsible Investment, an investor group.

Important information

The value of investments and the income from them may go down as well as up and you may not get back your original investment. Past performance should not be seen as an indication of future performance. Changes in rates of exchange between currencies may cause the value of investments to decrease or increase.

Information valid at date of presentation.

Tax regimes, bases and reliefs may change in the future.

Rathbone Group Plc is independently owned, is the sole shareholder in each of its subsidiary businesses and is listed on the London Stock Exchange.

Issued and approved by 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.

Rathbones and Rathbone Greenbank Investments are a trading names of Rathbone Investment Management Limited.

Rathbone Unit Trust Management Limited is authorised and regulated by the Financial Conduct Authority. Registered office: 8 Finsbury Circus, London EC2M 7AZ. Registered in England No. 02376568.

Rathbone Trust Company Limited is authorised and regulated by the Solicitors Regulation Authority.

Rathbone Investment Management International Limited 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.

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