



**Tatton**  
Investment Management

# Managed Portfolio Service



# Investment Evolved

Tatton was founded with the single goal of bringing expert investment management services to a wider range of investors, at the same time reducing the cost of investing.

Part of Tatton Asset Management plc, we are established as one of the fastest-growing investment fund managers of our kind. As of November 2021, Tatton has over £11.2 billion assets under management.

We manage three different types of investment, a cost challenging Managed Portfolio Service of easily accessible low-cost discretionary fund management, Bespoke Portfolio Services for clients with more specific requirements, and also a range of complimentary investment funds.

Our passion is to deliver investment returns for the clients of financial advisers to meet their long-term aims within their chosen risk profiles.

As CEO of Tatton, I am committed to providing the highest quality portfolio management services at the most competitive price to our clients, whatever their investment objectives.



**LOTHAR MENTEL**

Founder, Chief Executive,  
and Chief Investment Officer



## Managed Portfolio Service

Our Managed Portfolio Service provides you with access to high-quality discretionary investment management at competitive fees.

Our portfolios are available in a range of strategies with up to six different risk profiles. They are designed to align with your aims, attitude to risk and preferred investment style.

By investing in a highly diversified blend of underlying funds our experienced team of investment professionals seek to maximise returns within your chosen risk band.

## Benefits at a glance

- A range of portfolios designed to suit different objectives and risk appetites
- Access to high-quality investment expertise at very competitive cost
- Straightforward and easy to understand portfolios
- Online access through your preferred investment platform

**The value of your investment can go down as well as up and you may get back less than the amount invested.**

# Why invest with Tatton?

At Tatton, our ambition is to place active portfolio management within the reach of most retail investors. Our Managed Portfolio Service provides you with sophisticated investment management in a cost-effective and transparent package.

Therefore, we work hard, with your Adviser, to ensure your portfolio always delivers value for money. There are no investment minimums, time restrictions or tie-ins when Financial Advisers and their clients choose to invest with us.

## THREE REASONS TO CHOOSE TATTON

### Proven capabilities and process

Our investment team follows a clearly defined and robust investment process that draws on its experience and expertise. Each investment decision is well-considered, leading to portfolios that contain the most suitable blend of global assets, regions and strategies to help meet investors' needs.

### Easy, low-cost, investment strategies

Our dedication to working with Financial Advisers means we understand the importance of choice, flexibility and affordability. There are no obligations or tie-ins when clients and Financial Advisers choose to invest with us.

### Our sole focus is on investment management

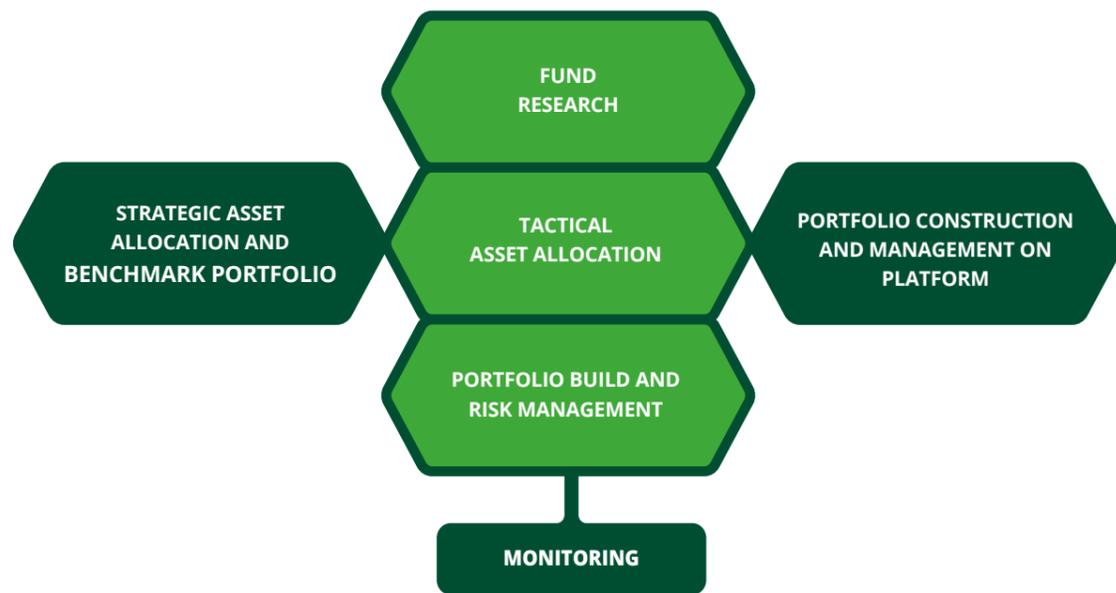
We believe in the importance of high-quality financial advice. Our sole purpose is to partner with financial planners who are seeking an outsourced investment manager who can provide them with the investment management services they need to meet their clients' needs.

**The value of your investment can go down as well as up and you may get back less than the amount invested.**

Sophisticated investment management in a cost-effective and transparent package

# The Tatton Investment Process

Our investment philosophy and process is founded on a principle of portfolio stewardship. Stewardship, to us, means keeping portfolios aligned to the clients' long-term investment objectives in the face of a constantly changing world. As such, we offer clients a broad range of investment risk exposure and investment strategies, always guarding against the unintended risks that can arise when making such investments.



To achieve this, we combine different types of investments, or asset classes, and investment styles for each risk profile into a single portfolio. The result is a range of compelling and very broadly diversified investment portfolios.

We have two strategic asset allocations – the Classic which is the most familiar to many investors since it has a higher allocation to UK based investments and the Global which exploits the opportunity of the wider global economy without the comfort of a slightly more UK centric allocation.

We alter the proportion of assets within each strategic allocation over time, adopting strategies that we believe align long-term

objectives with nearer-term economic and investment market opportunities. This tactical adjustment reflects our analysis of markets and economies, and are made when we think it is appropriate not on fixed date in the calendar. We are long term investors and our investment and fund research reflects this.

Portfolio monitoring is central to our investment process and through ongoing continual review of all aspects of the process we have a complete overview to ensure all the elements of a portfolio are working in harmony to deliver on its objectives. We leave no stone unturned in our examination of our investment decisions and take pride in the detail and rigour of this fundamental investment discipline.

## Tatton Portfolios

Each investment strategy holds a diversified blend of underlying funds. By taking a diversified approach, our investment managers spread portfolio risk across asset classes, always with a view to ensure costs stay low.

Each of our five investment strategies is available in up to six different risk profiles, to be able to match your tolerance to investment risk.

**The value of your investment can go down as well as up and you may get back less than the amount invested.**



### TATTON MANAGED PORTFOLIOS

The Tatton Managed Portfolios are constructed from funds with strategies most aligned with our market view of the global economy that allow the potential for portfolio gains within a chosen level of risk. [Classic and Global]



### TATTON CORE PORTFOLIOS

The Tatton Core Portfolios are a hybrid mix of passive and actively managed funds effectively blending returns from the two strategic approaches. This hybrid approach reduces the cost of investing through the use of passive funds. [Classic and Global]



### TATTON ETHICAL PORTFOLIOS

The Tatton Ethical Portfolios allow investors to have their entire portfolio managed under the ethical considerations that they care about. We combine negative and positive screening to ensure clients' investments not only align with their principles but also generate investment returns in line with their risk profiles. [Global only]



### TATTON TRACKER PORTFOLIOS

The Tatton Tracker Portfolios are constructed from passive funds. The portfolios are managed in the same way as our other portfolios and following the same geographical and asset allocation strategies. Passive funds have lower charges meaning the Tatton Tracker portfolios have the lowest costs of any of our portfolios. [Classic and Global]



### TATTON INCOME PORTFOLIOS

Aiming to generate a steady source of growing income while providing capital growth in line with inflation or higher, these portfolios are designed for investors seeking regular cash flow from income assets. [Classic only]

### WORKING WITH YOUR INVESTMENT PLATFORM

As the market leading provider of managed portfolio services in the UK we have deep understanding and experience of working with and overcoming the complexities of managing portfolios on different investment platforms with different technologies and systems. Our investment platform due diligence is rigorous and we will only work with investment platforms that meet our stringent requirements.

We work closely with your Financial Adviser to ensure that the delivery and ongoing management of your portfolio on your chosen investment platform is undertaken with the discipline and responsibility as if it was our own money.



# Managing Investment risk to suit you

Risk free investing is possible, but safety comes at a price - a reduction in potential returns. Increasing the potential for returns increases the potential for the value of investments to fall as well as rise. The changing prices of investment markets are a reflection of supply and demand like any other commodity and can therefore decrease as well as increase. It is this change in prices that creates the rises and falls in value over time and its between you and your Financial Adviser to determine how much investment risk you are comfortable with.

Tatton's role as portfolio manager is to deliver returns that are proportionate to the level of investment over time. The portfolios we build are compatible with the tools your Financial Adviser uses to determine your risk level. We balance the mix of assets over time to control investment risk exposure using a combination of cash, investment bonds and equities to ensure portfolios risk exposure is appropriate.

A key element of portfolio management is ensuring that we can buy or sell an investment whenever we think it is appropriate - in investment terms this is described as being liquid. Our investment process will only select investments that are liquid, that is easy to trade. This is to avoid being trapped in a fund that has lost value and is closed to trading. We will not surrender the liquidity of the underlying investments in our portfolios to generate additional returns.

## THE RISK LEVELS OF TATTON PORTFOLIOS

We offer six different levels of investment risk across our portfolio strategies to cater for the most cautious and for the more adventurous investor. Each of our risk categories is compatible with the risk profiling process that you will have been through with your Financial Adviser so that we can create portfolios that meet your expectations without too little or too much risk for you to be comfortable.

All investing carries a degree of risk and our portfolios are constructed to produce returns in line with your investment risk profile over a minimum period of at least five years.

### TATTON RISK CATEGORIES:

#### DEFENSIVE

##### Low level investment risk

Tatton's defensive portfolios typically invests in 75% fixed income paying investments and 25% in equity-based investments, with a suggested minimum five-year investment period.

#### CAUTIOUS

##### Low to moderate level investment risk

Tatton's cautious portfolios typically invest in 55% fixed income paying investments and 45% in equity-based investments, with a suggested minimum five-year investment period.

#### TATTON BALANCED

##### Moderate level investment risk

Tatton's balanced portfolios typically invest in 40% fixed income paying investments and 60% in equity-based investments, with a suggested minimum seven-year investment period.

#### ACTIVE

##### Moderate to high level investment risk

Tatton's active portfolios typically invest in 25% fixed income paying investments and 75% in equity-based investments, with a suggested minimum seven-year investment period.

#### AGGRESSIVE

##### High level investment risk

Tatton's aggressive portfolios typically invest in 10% fixed income paying investments and 90% in equity-based investments, with a suggested minimum eight-year investment period.

#### GLOBAL EQUITY

##### The highest level of investment risk

Tatton's global equity portfolios typically are 100% invested in equity-based investments, with a suggested minimum eight-year investment period. These portfolios are not available in the Classic Allocations.

# Investment team

Each member of Tatton’s investment team has a clearly defined role to play in the research, construction and monitoring of our portfolios. Our process is designed to encourage and challenge investment ideas, perspectives and decisions. We encourage discourse and dialogue from all members of the team.

The investment team are responsible for the analysis and investment research needed to execute investment decisions. We use both internal and external research and also have established international expertise using investment professionals across the world to inform and also interrogate our investment thinking.

## THE ROLE OF THE INVESTMENT COMMITTEE.

The day to day investments decisions we make are put under formal scrutiny and review by our investment committee. The committee is a formal body that provides the ultimate oversight of our portfolios and performance and meets once every quarter.



**LOTHAR MENTEL**  
Founder, Chief Executive,  
and Chief Investment Officer



**JAMES SAUNDERS, CFA**  
Head of Portfolio  
Management



**EMMA DIXON**  
Investment Manager



**ADAM RAWLING**  
Investment Analyst



**JIM KEAN**  
Chief Economist



**ASTRID SCHILO**  
Chief Investment Strategist



**ANTHONY GRAHAM, CFA**  
Fund Research Analyst

Each member of Tatton’s investment team has a clearly defined role to play



# A commitment to Investment Excellence

To us, Investment Excellence has three elements

The combination of all three elements generates real sustainable returns for investors. Portfolio returns are the most visible performance indicator but can only be achieved within an investor's risk tolerance – we won't compromise risk to chase returns.

Similarly, we won't compromise returns through unnecessary costs, so we try to lower the cost of investment wherever possible.

Our approach allows us to identify opportunities and use them in appropriate portfolios. We stay within our clients' risk parameters and manage costs, creating a compelling combination for investors.

We judge ourselves by delivering Investment Excellence to our investors.



**The value of investments and income from them can fluctuate and investors may get back less than the amount invested.**

# Providing Value



Our focus is on ensuring our investors receive exceptional investment management as well as value for money.

This means that when you invest with us, you receive the same standard of service that is generally associated with more expensive investment managers.

When we build portfolios, we constantly assess all the available opportunities for both their investment potential as well as their costs.

## YOUR BENEFITS:

- A portfolio managed with your interests in mind and aims to achieve an optimal return within your risk profile.
- Daily monitoring of your portfolio and adjustments as necessary.
- Maximum flexibility and access through your chosen UK platform.
- Weekly market and economic updates.
- Regular communication including monthly and quarterly performance portfolio activity updates.

Tatton is the largest investment platform Discretionary Fund Manager in the UK, we work with over 450 financial advice firms managing over 55,000 client accounts.

# Awards and Access

We are proud to have won awards for our products and service.



All our portfolios have been Five Star rated by Defaqto since 2013

2021	<p>Best Outsourced Investment Manager</p>	<p>Best Investment Service</p>	
2020	<p>Best Discretionary Fund Manager</p>	<p>Best Discretionary Fund Managers</p>	
2019	<p>Best Discretionary Fund Manager</p>	<p>Best Boutique Wealth Manager</p>	
2018	<p>Best Discretionary Fund Manager</p>	<p>Best Boutique Wealth Manager</p>	
2017	<p>Best Discretionary Fund Manager</p>	<p>Best Boutique Wealth Manager</p>	<p>Best Investment Product Provider – AIM IHT Service</p>

## WE ARE AVAILABLE ACROSS THE FOLLOWING INVESTMENT PLATFORMS

Please talk to us about the potential to use other investment platforms.





**Tatton**  
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All calls to and from our landlines and mobiles are recorded to meet regulatory requirements

Tatton is a trading style of Tatton Investment Management Limited, which is authorised and regulated by the Financial Conduct Authority.

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Tatton Investment Management Limited is registered in England and Wales No. 08219008.

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