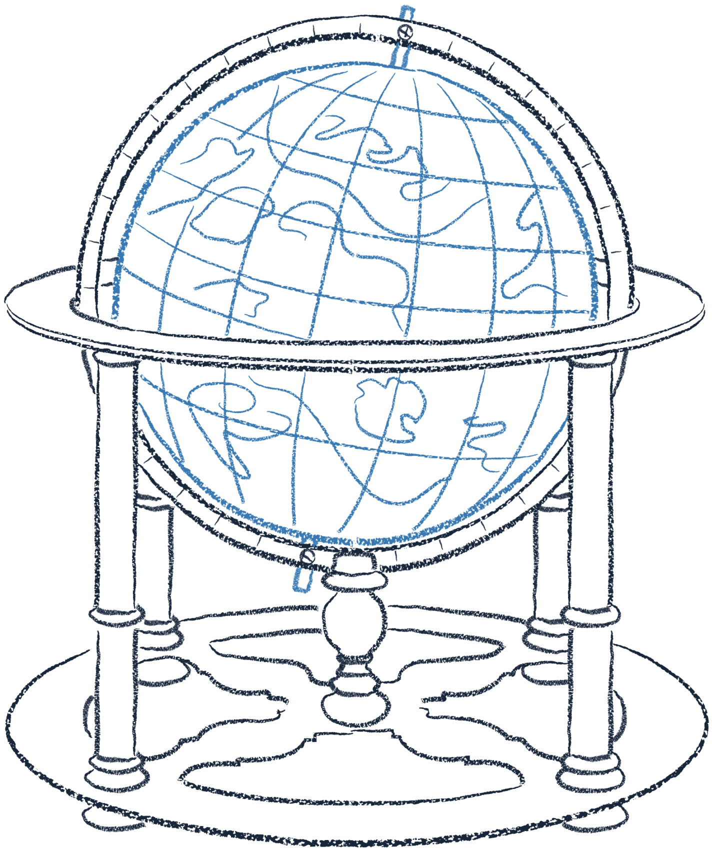
Centralised Investment Proposition

For Advisers only, not approved for Retail Clients

May 2026



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About us

Brief history

The Saltus founders worked at some of the most successful financial organisations in the world. They were frustrated that the institutional clients they advised, such as hedge funds, pensions, and endowment schemes, had access to much more sophisticated portfolio management tools than they had access to themselves.

They founded Saltus in 2004 with the objective of broadening access to institutional calibre portfolio management. The aim was to allow investors with more modest sums to benefit from the approach used by some of the largest and most sophisticated investors in the world.

Key facts

- £10bn+ assets under management
- 20+ years working with clients
- 75+ advisers and investment managers
- 500+ employees
- Award winning investment performance

How we are different

We invest globally, without a home bias, so typically have less exposure to UK stocks and bonds than our peers.

As well as diversifying asset classes and geographies, we also diversify the underlying factors within each asset class. So, within equities, compared to a simple global stock tracker we are more diversified in terms of market capitalisation (small companies vs large companies), and company type (value stocks vs growth stocks), this is to reduce our reliance on certain factors (e.g. large cap growth) in the hope of generating consistent returns.

We want everyone who works at Saltus to be proud to work here, to derive fulfilment and meaning from their work, and to be rewarded for their innovation, excellence, and warmth. This approach has led to very low staff turnover, which greatly improves the client experience.

How we are different (active portfolios only)

We are unconstrained investors, which means we don't manage money around specified benchmarks. We only own investments we think will protect or add value, not because a benchmark suggests we should.

We believe in true multi asset class diversification, inspired by the endowment model of investing. We diversify across factors as well as asset classes. We isolate manager skill to reduce reliance on traditional stock and bond markets. Where the mandate allows, we are willing to use non-traditional assets within portfolios, assets such as private equity and private credit, macro hedge funds, and commodities, to increase the amount of return our clients can achieve for every level of risk.

We do not believe a traditional equity and bond portfolio provides adequate protection against all market conditions. We have strong alternative expertise and can find good managers with low or negative correlation to traditional asset classes. Our portfolios typically have more exposure to alternative asset classes than our peers.

Our investment team have extensive experience in private equity and private debt. We can provide all clients with exposure to private assets, to increase their risk adjusted returns, if it's suitable to do so, and permitted by their tax wrapper.

Discretionary service

We recognise every client has a unique set of financial circumstances and objectives, but we believe investors with matching risk and preferences should get the same investment outcome, regardless of the size of their portfolio, or who their adviser is. Saltus believes in bespoke service, not bespoke investment outcomes.

For this reason, we only offer discretionary managed portfolios, which reduces the dispersion of possible client outcomes, giving both advisers and clients peace of mind. When the Saltus investment team decides to rebalance a portfolio or change an underlying exposure, trades happen for all clients in that model at the same time (subject to restrictions on external platforms), so no client gets left behind, and advisers can focus on advising clients rather than adjusting portfolios.

Key people

Andy Cawker

Chairman of Saltus Partners LLP | 35 years in industry | 1 year in Saltus

Andy is Chairman of Saltus Partners LLP and also Chairman of the Asset Allocation Committee.

Before joining Saltus, Andy was Head of Equities at Insight Investment and was a member of the investment committee overseeing $800bn.

Andy has almost 40 years of experience in managing investment portfolios, managing investment teams, and more latterly chairing investment committees. He brings this experience to Saltus as part of the investment and asset allocation committees, and also mentoring the Saltus investment team.

Adam Long

Managing Director | 12 years in industry | 4 years in Saltus

Adam is Managing Director of Saltus Asset Management, overseeing its people, sales, and governance.

Adam started his career at Barclays Wealth & Investment Management, joining as a temp but ending up supporting a Managing Director in managing key clients of the private bank. He then moved to 7IM where he was mentored by one of its founders before managing private client investment relationships.

Adam joined Saltus in 2021 as a partner in the investment team, overseeing many of Saltus' largest investment clients.

Adam is a CFA Charterholder, a Chartered Fellow of the CISI, and has a degree in Economics.

David Cooke

Co-Chief Investment Officer | 32 years in industry | 15 years in Saltus

David joined Saltus in 2010. He started his career at Goldman Sachs and over the 12 years up to 2003, David worked in UK, European and latterly Global Equities, holding the position of Executive Director. Between leaving Goldman Sachs and joining Saltus, David also worked as a Managing Director at DrKW investment bank and at CQS, one of London's most successful hedge funds.

David is a member of our investment, asset allocation and risk committees.

David has an MA in Engineering, Economics and Management Science from Lincoln College, Oxford University.

Charlie Ambler

Co-Chief Investment Officer | 12 years in industry | 10 years in Saltus

Charlie has spent his career building client portfolios using a broad range of asset classes, with a focus on mitigating risk and maximizing risk-adjusted returns.

He oversees the research, construction and monitoring of portfolios as chair of the investment committee and member of the asset allocation and risk committees. Charlie is a CFA Charter holder and became a partner in 2018.

Investment philosophy – active discretionary fund management

Multi manager, multi asset class, active investing, with the objective of growing our clients' money in real terms.

We believe:

- Controlling risk is at the heart of generating consistent returns
- Investing should be unconstrained with no bias to any asset class, country, or style. This is so we can capitalise on the broadest set of opportunities
- The best talent is not all in one company, so we source and invest with specialists who are 'best-in-class'
- Investing responsibly to ensure we leave the world a better place than we found it

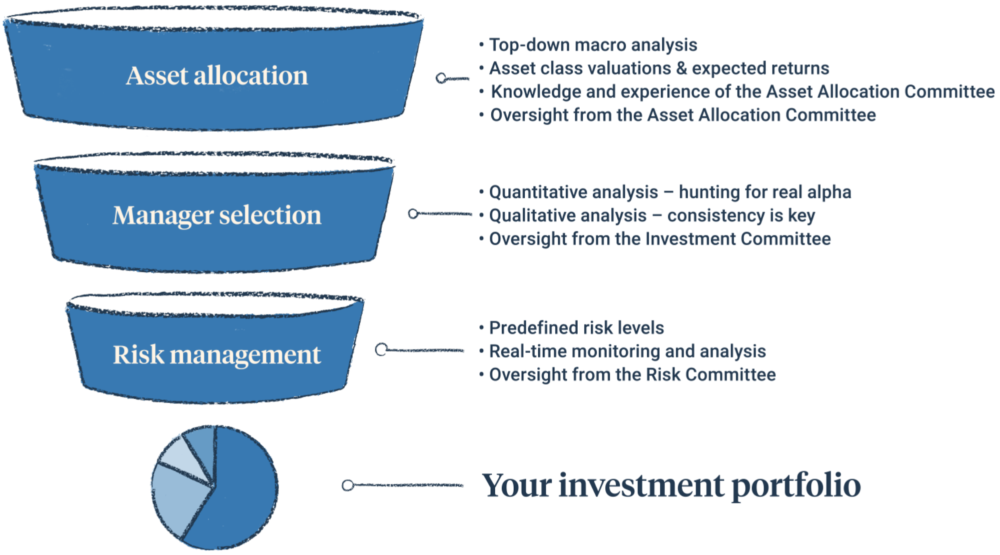
Our aim is to return more money to our clients than they invested (after taking into account fees and inflation), over a reasonable time horizon. Our approach, which is described in more detail later, invests in a wide range of asset classes, not just equities and bonds. Within each asset class we choose the best way to access the opportunity. This may be via the best specialists in the world, with a consistently good track record within their area of expertise, or simply via a cheaper passive option.

We understand the factors that drive the returns of each asset class and seek to add value by changing our exposure those factors based on our view of the world. We have strong expertise in Alternative assets and do not believe a traditional equity and bond portfolio provides adequate protection against all market conditions. We work hard to find managers that provide lower correlation and therefore higher diversification to traditional asset classes. These methods allow us to achieve the portfolio diversification necessary to manage risk appropriately.

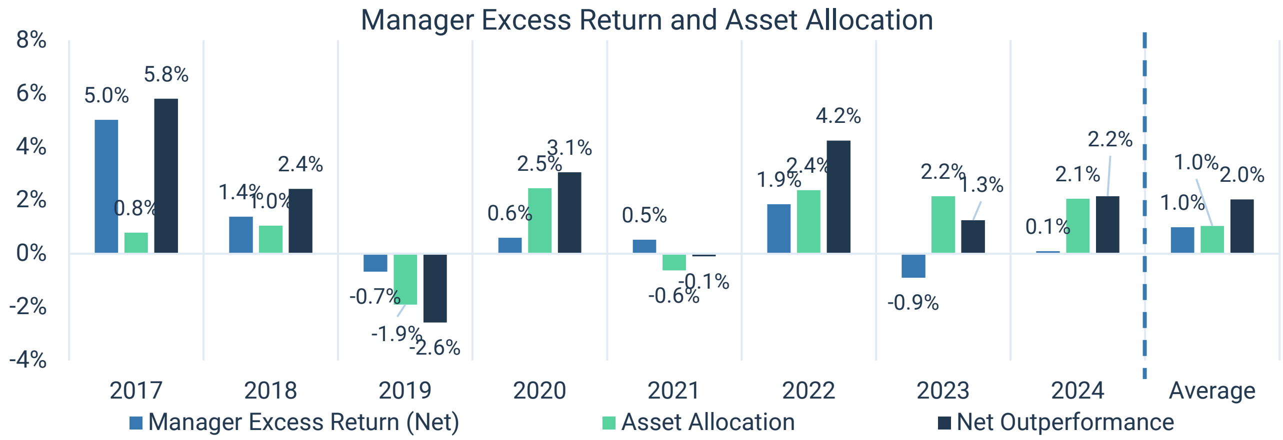
We believe that having a portfolio well-diversified across asset types, geographic regions, and economic factors, explicitly managing the risk in portfolios, and being free to allocate in an unconstrained manner, gives us the opportunity to achieve our aim of returning more money than our clients invest. We have a strong 20-year track record of risk-adjusted returns to justify our beliefs.

Our active investment process

Below summarises our active investment process. For more information, please refer to the Appendix at the end of this guide.



As you can see from the previous image, we try to add value through both asset allocation and manager selection. You can see the results of these by looking at the chart below for a Balanced risk profile active strategy compared to ARC Balanced PCI. The blue bars show net out-performance from manager selection. The green bars show outperformance from asset allocation, the black bars show total outperformance (Source FE Analytics).



Asset allocation

Asset allocation decisions are shaped by our Asset Allocation Committee ("AAC") using several key inputs, including:

- Asset class valuations
- Macro-economic analysis
- Technical and quantitative analysis
- Knowledge and experience of the Asset Allocation Committee

These inputs are considered by the committee over a wide range of different time horizons. Reference is made to consensus opinion as part of the thought process, but it is not a constraint on any decision.

We do not believe we should be limited to investing solely in traditional markets such as equities and bonds as doing so can result in volatile returns and loss of capital over prolonged periods. The experience we have within Saltus allows us to construct and manage an investment portfolio across the whole spectrum of asset classes as shown below.

Asset allocation	Dynamic asset allocation		
	V	V	V
Asset classes	Equities and related	Fixed income and related	Alternative strategies
	V	V	V
Implementation	US equity	Government bonds	Global macro hedge
	UK equity	Investment grade bonds	Long / short equity
	Japan equity	High yield bonds	Convertible arbitrage
	Europe equity	Convertible bonds	Multi asset class
	Asia ex-Japan equity	Corporate restructurings	Commodities
	Global equity	Fixed income hedge funds	Trade finance
	Private equity		Property
	Equity hedge funds		Gold + gold miners

Asset allocation – case study 1

Below is a case study looking at how we navigated fixed income markets in 2021 and 2022.

Fixed income (bonds) had been getting increasingly expensive post-Covid. In 2021, they were so expensive we felt they didn't offer much upside at all, in terms of yield or capital appreciation. Certainly not enough upside to make us comfortable with their potential downside. Interest rates were at rock bottom historically and, with inflation pressures rising, we recognised that interest rates may need to rise, and we suspected that bonds would suffer serious falls if they did. So, in 2021 we got rid of all of our traditional government bonds in anticipation, even in low-risk portfolios (where they would naturally have a large allocation due to their perceived safety in normal times).

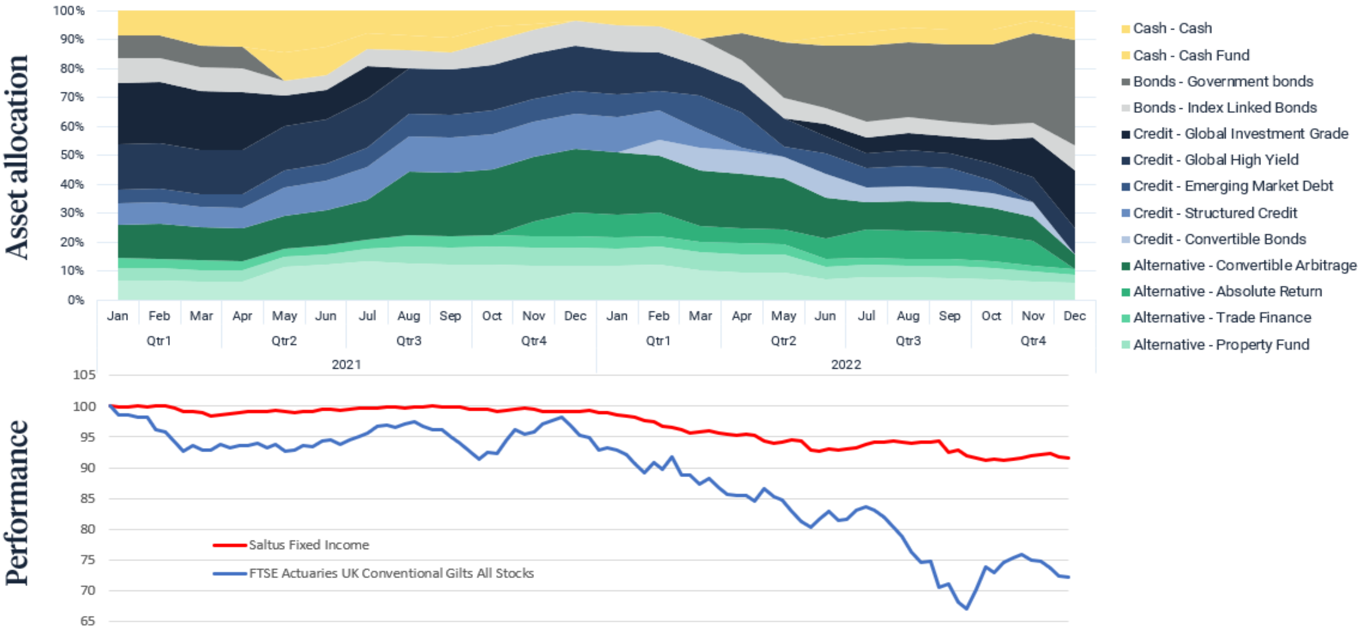
The next chart shows the allocation of different types of fixed income bonds that we held. It starts in 2021 and finishes in the fourth quarter of 2022. You can see how active we were in managing our fixed income exposures away from government bonds (dark grey) and investment grade corporate bonds (dark blue), favouring alternative fixed income (green).

As you can see from the chart, as 2022 progressed we started buying traditional government bonds once more (the dark grey area increases significantly). We were not buying conventional gilts (which continued to fall), we bought into short dated US government bonds because we wanted to hold US dollar denominated safe assets. These went on to perform very well.

You can see the returns on the Saltus fixed income exposure by looking at the red line. A small negative when compared to returns across the asset class generally, and we successfully avoided some of the worst performing fixed income (bonds) such as UK government bonds “gilts” falling almost 30% in the period shown (the blue line).

Not only did our bonds perform better than those selected by most fund managers (a smaller negative return), but we also significantly decreased the weightings of our bonds within portfolios, favouring alternatives like macro-hedge funds, which further reduced the impact of bond values falling.

We were able to navigate the bond market effective because we are unconstrained in how we populate active portfolios. A lot of our competitors were mandated to hold gilts, because they were in the benchmarks they manage money around, and their clients suffered as a result.



Asset allocation – case study 2

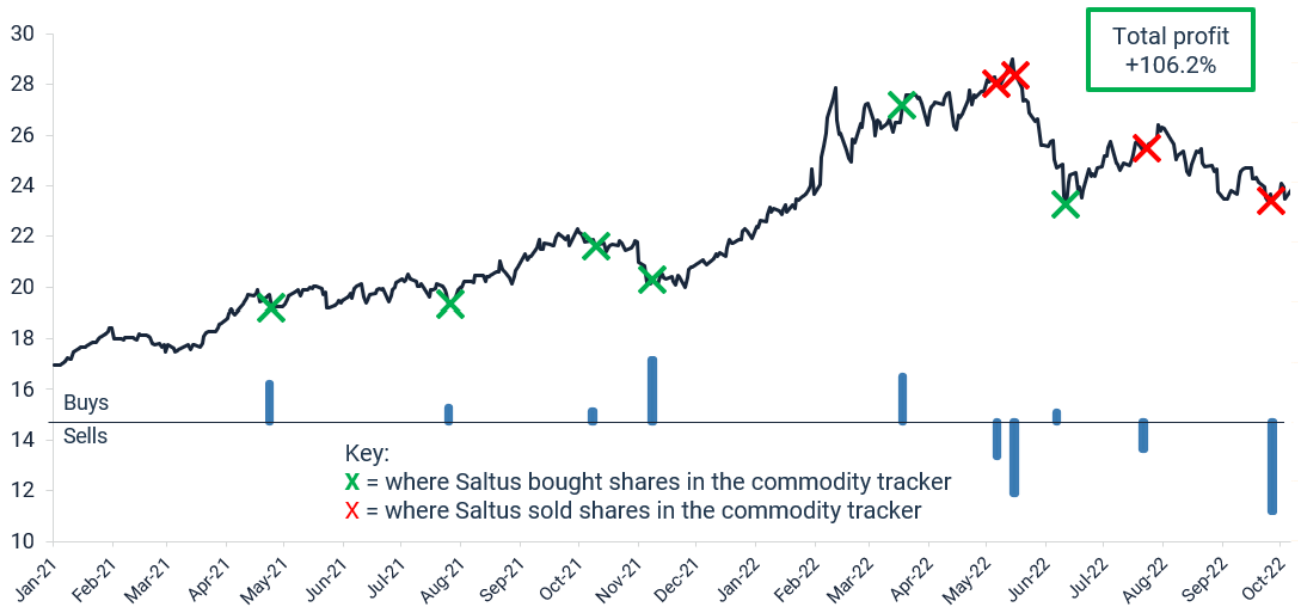
Below is a case study looking at how we traded commodities in 2021 and 2022.

As 2021 progressed we became increasingly confident that inflation was going to increase. We therefore wanted to avoid investments we expected to fall in value with rising inflation (like bonds). We also wanted to try and profit from the increasing prices in commodities, which were a major component of the higher prices (inflation).

We chose a few investments to do this, one of them was a commodity tracker, which we actively traded throughout 2021 and 2022, as shown on the chart below.

The black line shows the return of the commodity tracker we invested in. You can see when we increased exposure by looking at the green crosses. You can see where we decreased exposure by looking at the red crosses. You can see the size of each trade by looking at the size of the bar beneath each green / red cross.

We managed to more than double our money in the instrument, generating a return of 106.2%, in a very volatile environment. At their peak they were around 10% of a Balanced risk portfolio. Enough to significantly improve portfolio returns, but not enough to really hurt should it have been unsuccessful.



Manager selection

Once the most appropriate asset allocation is determined for each portfolio by the Asset Allocation Committee ("AAC"), the decision for how to implement that view is taken by the Investment Committee ("IC"). Whilst the Investment Committee and Asset Allocation Committee have different roles and Chairpersons, there is significant overlap in terms of personnel, which is important for accurate and timely decision-making.

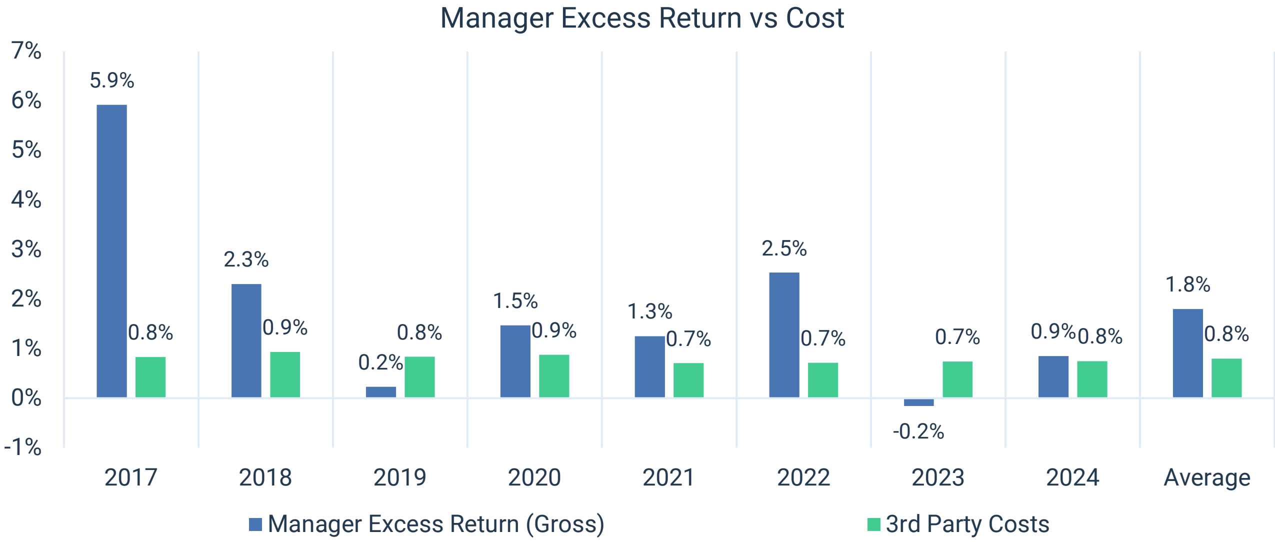
The manager selection process uses both quantitative and qualitative analysis to differentiate genuinely skilful managers from those who deliver average or below average performance.

We use bespoke quantitative analysis tools to identify real manager skill, while the qualitative analysis focuses on consistency in the following areas:

- The manager, their team and the firm itself
- The investment process.
- The liquidity of the portfolio
- Cost

If exceptional managers cannot be identified and the exposure to the underlying asset is still desirable, then we will use passive / smart beta funds to implement the decision.

Saltus have a good track record of being able to find the fund managers worth paying for, as evidenced below for a Balanced portfolio. For the time periods shown, the third party fund costs were 0.8% per annum. This was paid for by outperformance of 1.8% per annum. So over the last eight years we added an additional return of 1.0% per annum, net of fees.



Seeding funds

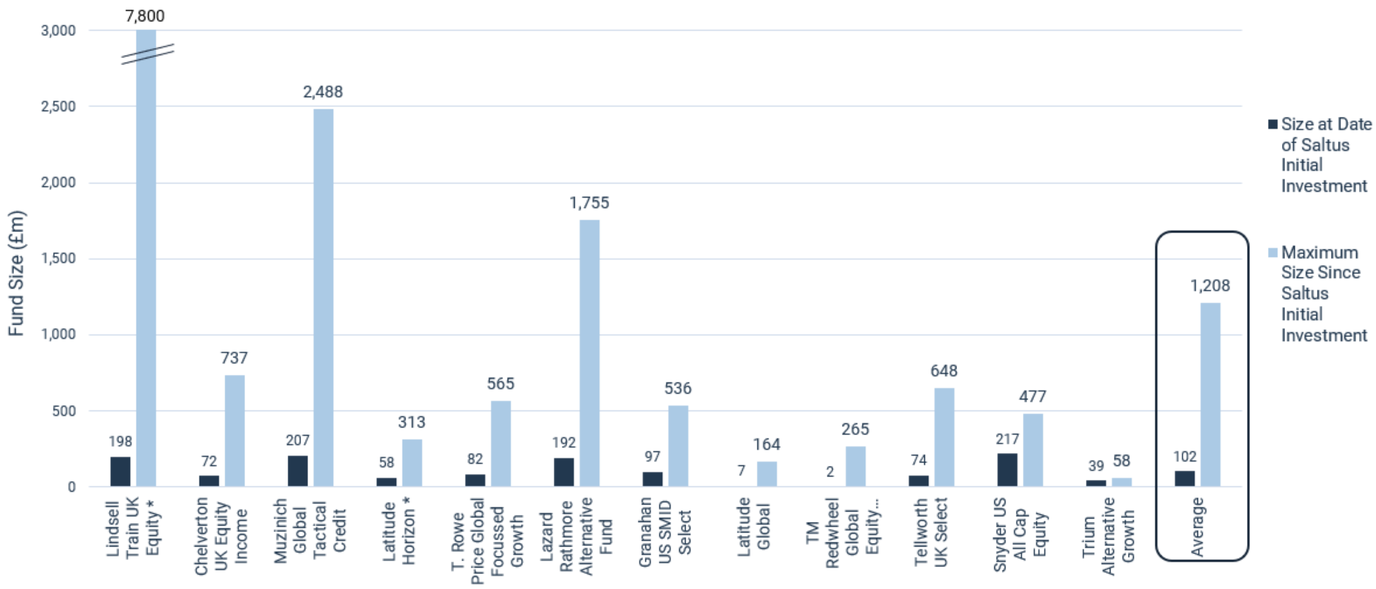
A typical client portfolio will hold between 10% - 30% in lower cost seeding or founders share classes. We believe skill persists and focus on the manager rather than a fund's track record. This means for several funds we get in at day one, rather than waiting for a 3- or 5- year track record.

This might sound riskier than it is. Many of the funds we have seeded had multi-year (sometimes multi-decade) track records in another company, or sometimes in an identical fund that was previously unavailable (e.g. because the previous fund was not UCITs compliant but the new version is).

Benefits of seeding:

- Lower costs – we normally get long term access to reduced cost share classes, often regardless of scaling. Meaning that future clients will likely get the same cheaper share classes for reduced ongoing investment costs.
- Alignment of interests – the early stages of a fund are when the manager is most focused on performance, often with large amounts of seed capital they invested themselves.

Our research leads us to find funds which are up and coming, often long before they become industry renowned:



Source: Morningstar, Saltus

Cost reductions from seeding

Our willingness to help seed funds gives our clients access to cheaper share classes than would otherwise be the case. Often the cost reductions are in perpetuity, regardless of how much additional capital we invest.

You can see the cost reductions for the funds we have seeded within our MAC Balanced* portfolio below.

Fund	Portfolio Allocation*	Saltus Cost	Standard Cost	Annual Saving
Nomura Japan Strategic Value	4.1%	0.68%	1.00%	0.32%
RWC Global Equity Income	3.2%	0.50%	0.60%	0.10%
Hermes Unconstrained Credit	2.9%	0.45%	0.75%	0.30%
Lazard Rathmore	2.7%	0.97%	1.12%	0.15%
Snyder US All Cap Value	2.6%	0.35%	0.75%	0.40%
Liontrust European Strategic Equity	2.4%	1.10%	1.25%	0.15%
Schroder Asian Long Short	1.5%	0.76%	0.86%	0.10%
BennBridge Global EM Equity	1.5%	0.29%	0.50%	0.21%
Neuberger Berman Event Driven	1.2%	0.50% +10% Perf Fee	1.00% +15% Perf Fee	0.5%+

Risk management

The Investment Committee monitors multiple measures of risk across portfolios, with a particular focus on the expected volatility and drawdown of portfolios. If the output is at the top of the tolerance level for the given risk band, action will be taken to reduce risks until the portfolio is back in line with the respective budget allowance.

There is a separate Risk Committee that provides independent oversight.

Although identifying and controlling risk is at the heart of what we do, it is necessary to take some capital risk to generate returns in excess of cash deposit over time. It is important to assess the level of risk an investor is comfortable with in order to achieve the returns they seek, in a manner that is acceptable to them.

Once this level of risk has been identified and agreed we construct and manage an investment portfolio in accordance with this level of risk. It is important to note that although a portfolio is likely to have a fairly stable level of risk relative to the equity market, the actual asset allocation of a portfolio will change over time.

We measure investment risk principally (but not exclusively) by the volatility of portfolio returns over a rolling 36-month period. Our portfolios are managed with a choice of distinct 'risk budgets', set with reference to the level of risk of the world equity market. For example, Risk Profile 3 can take up to 67% of the equivalent risk of investing in the world equity market, as measured by the worst expected loss and annualised volatility of returns, of MSCI ACWI GBP Hedged, which represents global stocks without the currency risk.

A table setting out the risk parameters and definitions of each risk mandate is below.

Saltus Risk Band	Name	Risk limit - relative to world equity market*	Long-term return expectation**	Maximum expected loss***	Suggested minimum time horizon
1	Cautious	33%	CPI	17%	3 years
2	Moderately Cautious	50%	CPI +1%	25%	4 years
3	Balanced	67%	CPI +2%	34%	5 years
4	Growth	85%	CPI +3%	43%	7 years
5	Unconstrained / Adventurous	Unconstrained	CPI +4%	50%	10 years

*Measured with reference to MSCI ACWI GBP Hedged
**Long term is defined as a market cycle, or over 10 years.
***Assumption based on a 50% fall in world equity markets. The maximum loss could exceed these figures.

Please note that the riskiness of all asset classes may change abruptly and at short notice. Whilst we use every measure at our disposal to control risk and have been successful in doing so throughout extreme market cycles, we cannot guarantee that the risk within a portfolio will not exceed the level of risk which we are targeting, particularly in times of extreme market stress.

It is also worth noting that for example 67% of stock market risk does not necessarily mean that 67% of a portfolio will be invested in the stock market, because we use other asset classes that also have risk.

Please make sure your clients have understood this before proceeding to invest.

Currency

As discussed above, we invest globally across as many asset classes as possible where we see value. These opportunities are often not in the base currency of an underlying client. Therefore, after we have constructed the portfolio, we manage the underlying currency exposure through hedging to ensure this is optimal for the client.

This is typically achieved via hedged share classes, but we are also able to use derivatives such as currency forwards.

For clients whose base currency is not GBP, we have USD and EUR models available, please contact the investment team for more information on these.

Active investment philosophy – does it work?

Like many firms in our industry, we use an independent company to compare our investment performance.

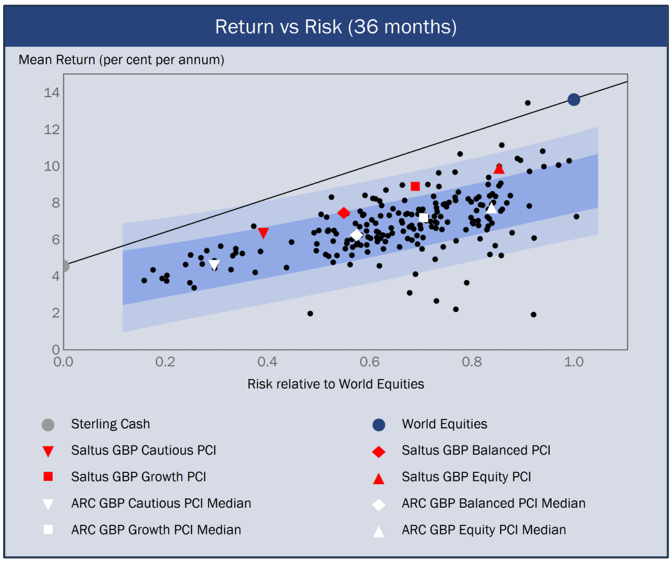
This independent firm is called Asset Risk Consultants "ARC". They gather performance information from over 100 firms in our industry. ARC create a benchmark called the ARC PCI benchmark. PCI stands for Private Client Indices. For a list of all the firms who submit data see the Appendix.

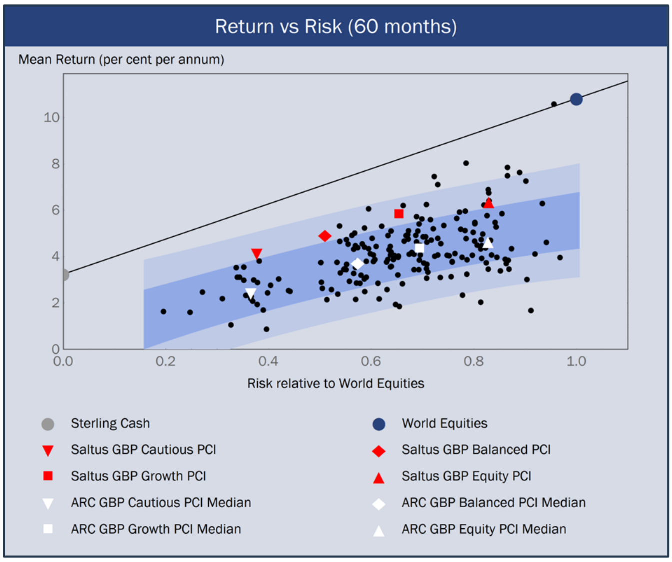
"*Transparent, unbiased data is the best way to illuminate your next steps through an uncertain market. That's what powers the ARC Indices. The Indices are the only market benchmarks composed of real results from real investor accounts—a total of 350,000 investment portfolios from over 140 firms. The Indices are the definitive guidepost for good investment performance under any conditions*" (ARC website).

Saltus Asset Management submit after fee returns for our active portfolios. ARC then compare our portfolios against our competitors and the results are below.

These charts show both return (how much money our clients made), and risk (how volatile their returns were).

You can see the Saltus portfolios, in red, compared to the competition in white as measured by the ARC PCI benchmark for each risk profile. There are four red and four white indicators on each chart, which represent different risk levels as defined by ARC. In every risk profile, the Saltus portfolios (red) made more money for our clients than most of our competitors did, over both 36 months (3 year) and 60 months (5 years).





ARC break down the performance into different metrics, an example is on the right for our medium risk "Balanced" portfolios. What the chart shows is how Saltus active Balanced portfolios have performed compared to the ARC benchmark for that risk profile.

The red indicators show the Saltus performance for different metrics, cumulative return, risk (how volatile their returns were), correlation (the extent to which our balanced portfolios move in the same direction as competitor portfolios), Sharpe ratio (the industry measure of risk-adjusted returns), and overall score.

You can see Saltus portfolios are in the 1st quartile for performance/risk metrics, and that our portfolios show quite low correlation to the competition – evidence that we do things differently. However, this correlation can change over time.

Source: Saltus ARC PCI Report Q1 2026. Other risk profiles and time periods are shown in the Appendix.

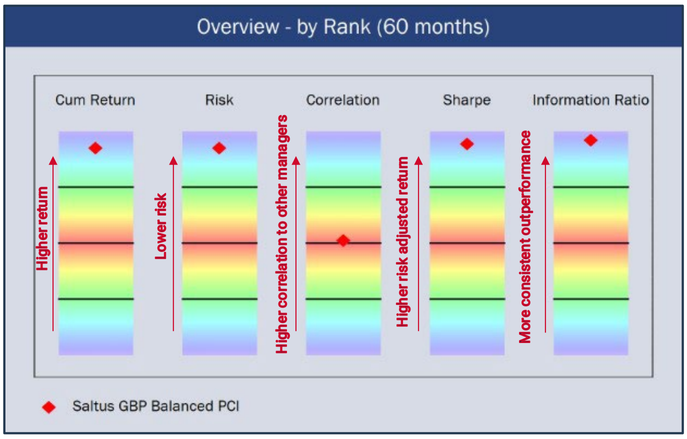
Active Sustainable Portfolios

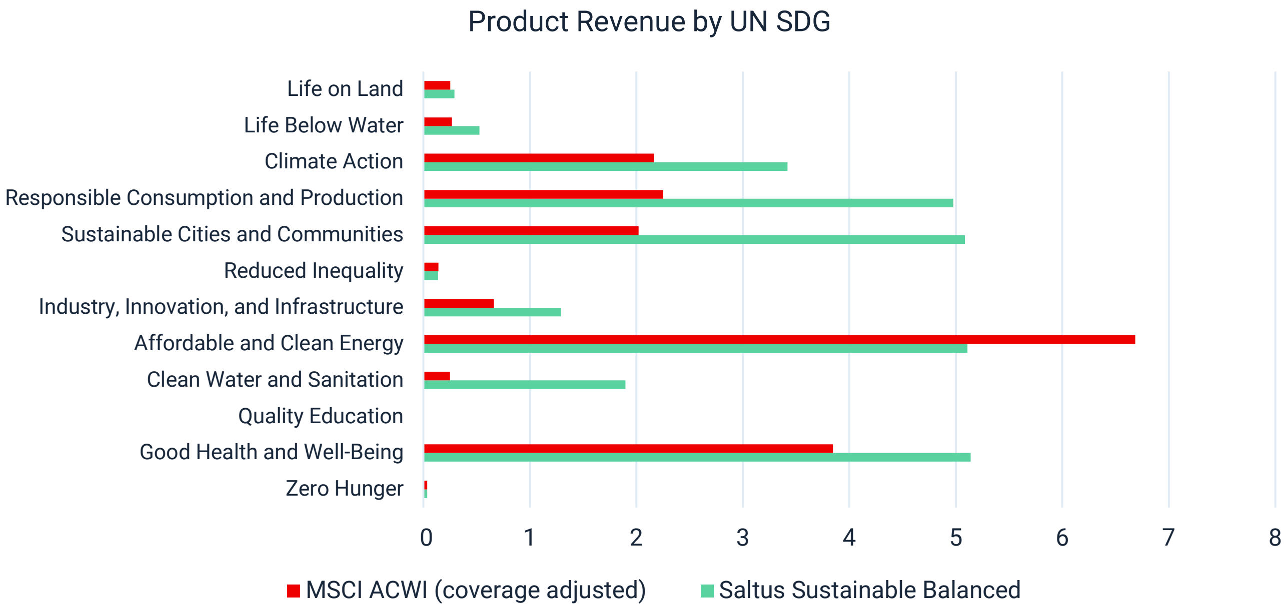
Our Sustainable portfolios are managed in a similar way to our other active portfolios, but with the additional objective of doing so in a more sustainable way. ***Investors should be aware that returns can be more volatile because of the sustainable restrictions.***

Our sustainable portfolios:

- Have negative screens to exclude certain activities (e.g. controversial weapons, thermal coal, tobacco)
- Have a lower carbon intensity* than other options
- They aim to align with the UN Sustainable Development Goals (UN SDGs) (shown below)

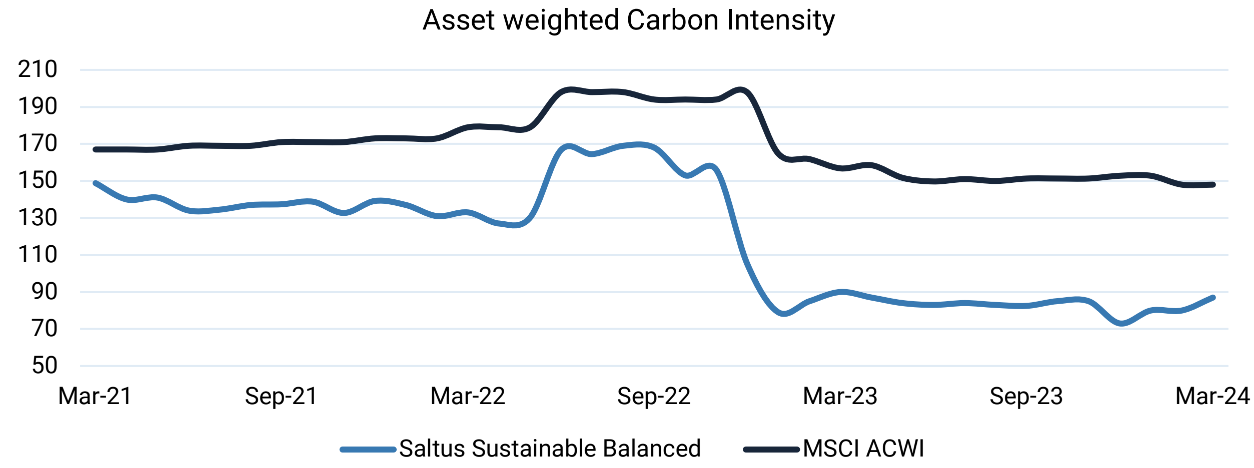
Source: United Nations





***carbon intensity**

Our Sustainable portfolios target a lower level of carbon emissions than the global stock market.



Our Sustainable portfolios currently have around half of the CO_2 intensity of the global stock market (measured by MSCI ACWI).

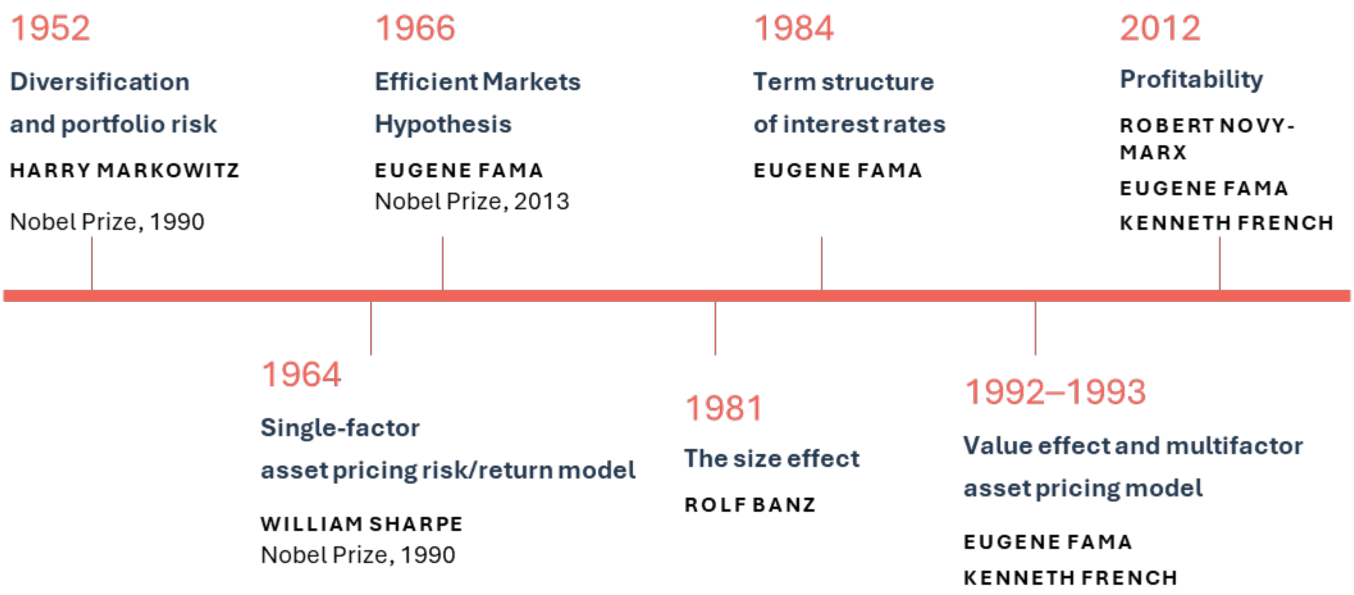
Investment philosophy – Global Market Portfolios (low-cost diversified portfolios)

The investment philosophy of the Global Market Portfolios is fundamentally different to that of our active portfolios described earlier. This range are based on the below philosophy:

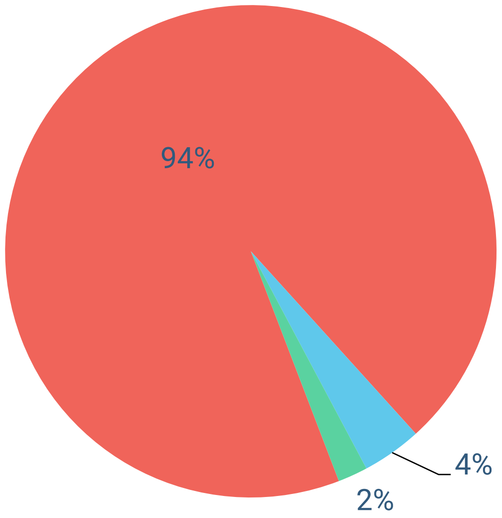
- Asset class selection is the most important determinant of portfolio performance
- Markets are generally efficient, no attempt is made at stock selection or market timing
- Tilting portfolios based on factor exposure can add value (e.g. value vs growth)
- Risk control is best achieved and maintained systematically
- Portfolio costs should be kept as low as possible

Asset class selection

We follow unbiased academic research:



The research suggests the vast majority (94%) of a portfolio's return variance is determined by asset class selection and only a small portion is determined by market timing and security selection.



Asset class selection – how assets are allocated in a portfolio

Market timing – shifting portfolio assets in and out of the market or between asset classes

Security selection – finding "underpriced" companies or industries

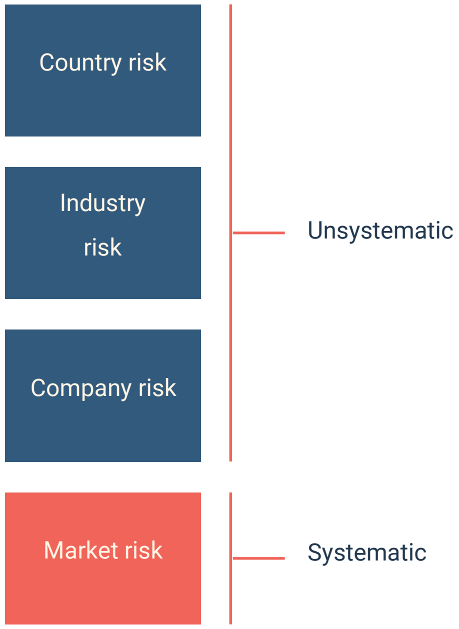
Source: Study of 91 large pension plans over a ten-year period.

Gary P. Brinson, L. Randolph Hood and Gilbert L. Beebower. "Determinants of Portfolio Performance" *Financial Analysts Journal,* July-August 1986, pp 39-44

Gary P. Brinson, Brian D. Singer and Gilbert L. Beebower. "Revisiting Determinants of Portfolio Performance: An Update". 1990 Working Paper.

Diversifying to reduce risk

Total risk includes both unsystematic and systematic risk. Within the **Global Market Portfolios** we try and expose clients to systematic risk only. In this way these **are low-cost, diversified portfolios.**



Unsystematic

- Specific to firm or industry (lawsuit, fraud, etc.)
- Diversifiable
- Investors should not expect markets to reward them for risks that can be diversified away. They should expect compensation only for bearing systematic risks

Systematic

- Marketwise, affects all firms (war, recession, inflation, etc.)
- Non-diversifiable
- Investor compensation
- Measured by beta

We invest money across the world

- We take advantage of the entire market
- We don't confine our investments to just the UK
- We invest across thousands of securities

Risk

Each risk band has a specified allocation to stocks and bonds as shown below.

Name	Asset allocation	
	Equities	Bonds
Saltus Global Markets Cautious	20%	80%
Saltus Global Markets Moderately Cautious	40%	60%
Saltus Global Market 50/50	50%	50%
Saltus Global Markets Balanced	60%	40%
Saltus Global Markets Growth	80%	20%
Saltus Global Markets Adventurous	100%	0%

Due to market movements the actual allocations will change over time, so we rebalance portfolios as described below.

Rebalance policy

Whilst the mechanics of rebalancing differ platform to platform, we look to rebalance portfolios only when necessary. We generally don't rebalance based on arbitrary dates since sometimes portfolios need rebalancing after major events, and sometimes portfolios don't need to be rebalanced, and doing so would incur fees unnecessarily.

We rebalance based on drift from the desired positions.

Saltus Asset Management investment options

There are four main investment options SAM manage for advisers and clients as described below.

Multi Asset Class ("MAC") Portfolios

For clients who want to access the best ideas of the Saltus Asset Management team.

Discretionary portfolios managed inside internal Saltus funds (Open Ended Investment Companies "OEICs") to minimise trading costs and avoid capital gains tax on trading inside the funds. Capital gains and losses are only realised when an investor sells units of the OEICs, whether because a client requests funds, or Saltus adjust the weightings between each Saltus fund. We often refer to the Saltus OEICs as the "building blocks".

Five risk weighted portfolios (Cautious, Moderately Cautious, Balanced, Growth and Unconstrained). Each one containing a different allocation to each of the building blocks (Saltus Global Equity, Saltus Growth Assets, Saltus Real Return, Saltus Fixed Income, and Saltus Private Assets).

Multi-asset strategies including equities, bonds, and alternatives.

Actively managed by the Saltus Asset Management team (including management of currency risk).

Views are implemented using either active funds or passive investments.

Costs are generally higher for this range given our greater usage of alternatives such as hedge funds, smaller company, and active managers.

The MAC range is offered with or without an additional allocation to private assets, dependent on client need and suitability, which is accessed through our Guernsey offshore fund. This is a significant unique selling point, most UK wealth managers do not provide their clients access to this asset class. Please see the Private Assets section for more information.

Managed Portfolios

For clients who want an actively managed portfolio but with cost constraints.

Similar in style to the MAC range described above, but the Managed Portfolios are cheaper by design, we aim to keep the OCF + ex-ante transaction costs below 0.6%.

Because of the cost and implementation constraints, the Managed Portfolios can be less diversified (so more concentrated), especially within Alternative asset classes.

Directly held, discretionary, model portfolios.

Five risk weighted models (Cautious, Moderately Cautious, Balanced, Growth and Unconstrained).

Multi-asset strategies including equities, bonds, and alternatives.

Actively managed by the Saltus Asset Management team (including management of currency risk).

Views are implemented using either active funds or passive investments.

Because these portfolios are designed specifically to keep costs down, it is not possible to include Private Assets. Additionally, there are investments the team would like to buy but can't, to keep costs down. Examples include some hedge funds.

Managed Plus Portfolios

For clients who want an actively managed, unitised portfolio, but with cost constraints.

Similar in style to the Managed range described above, and we aim to keep the OCF + ex-ante transaction costs below 0.6%. The difference between Managed Plus compared to Managed is that the Managed Plus Portfolios are a unitised solution, rather than directly held model portfolios. The unitisation comes with additional costs (e.g. the fees for the Authorised Corporate Director), of roughly 0.1%.

Because of the cost and implementation constraints, the Managed Portfolios can be less diversified (so more concentrated), especially within Alternative asset classes.

Discretionary model portfolios managed inside internal Saltus funds (Open Ended Investment Companies "OEICs") to minimise trading costs and avoid capital gains tax on trading inside the funds. Capital gains and losses are only realised when an investor sells units of the OEICs, whether because a client requests funds, or Saltus adjust the weightings between each Saltus fund. We often refer to the Saltus OEICs as the "building blocks".

Five risk weighted models (Cautious, Moderately Cautious, Balanced, Growth and Unconstrained).

Multi-asset strategies including equities, bonds, and alternatives.

Actively managed by the Saltus Asset Management team (including management of currency risk).

Views are implemented using either active funds or passive investments.

Because these portfolios are designed specifically to keep costs down, it is not possible to include Private Assets. Additionally, there are investments the team would like to buy but can't, to keep costs down. Examples include some hedge funds.

Global Market Portfolios

For clients who want to prioritise both cost control and diversification, without tactical asset allocation or active funds

Portfolios remain on a discretionary basis but with the underlying theme that asset class selection is the most important determinant of portfolio performance (as opposed to market timing or stock selection). This is based on the view that markets are efficient, so no attempt is made at stock selection or market timing, but we do tilt portfolios based on factor exposure (e.g. value vs growth). Risk control is achieved and maintained on a systematic basis with a view that portfolio costs should be kept as low as possible.

Directly held, discretionary, model portfolios.

These models are designed to give exposure to the Saltus Strategic (long-term) Asset Allocation only, and not the Tactical (short-term) Asset Allocation views.

Currencies are not actively managed: bonds are currency hedged and equities are not, so higher equity portfolios can have significantly more currency risk than low risk portfolios.

Portfolios are made up of instruments designed to get exposure to targeted assets as cheaply as possible (passive instruments and smart beta).

Global Market Portfolios have seven risk weighted models (Fixed Income, Cautious, Moderately Cautious, 50/50, Balanced, Growth and Adventurous), based on default and fixed allocations to stocks and bonds as shown below:

Risk profile	Equities	Bonds
Fixed income	-	100%
Cautious	20%	80%
Moderately Cautious	40%	60%
50/50	50%	50%
Balanced	60%	40%
Growth	80%	20%
Adventurous	100%	-

Sustainable

For clients who want to prioritise a sustainable portfolio that has a dual objective of financial returns.

They are designed for clients who want an investment solution that is specifically focused on sustainability, whilst still utilising the asset allocation and fund selection of our investment team.

The portfolios operate under a sustainable umbrella rather than ethical (negative exclusion focused) or impact (investing with a specific measurable outcome which would be prioritised over the financial aspect). This allows for a more diverse range of underlying managers with respect to the value judgement of all clients being different. The portfolios focus on avoiding the risks of and investing in the solutions to long term trends in society. The portfolios are conscious of avoiding unethical exposures. Unethical exposures contain but not be limited to, controversial weapons and armaments, thermal coal, alcohol, tobacco, gambling.

The portfolios aim to have a lower carbon intensity than that of the benchmarks (as recommended by the Task Force on Climate-related Financial Disclosures as a metric for carbon risk). The reporting on investments look to align holdings with the UN SDGs utilising Sustainalytics as the preferred data provider.

The range spans our normal risk bands (Cautious, Moderately Cautious, Balanced, Growth, Unconstrained).

Directly held, discretionary, model portfolios.

Multi-asset strategies including equities, bonds, and alternatives.

Actively managed by the Saltus Asset Management team (including management of currency risk).

Views are implemented using either active funds or passive investments.

Advisers and investors should be aware that returns can be more volatile because of the sustainable restrictions.

Income

For clients who receive tax benefits for earning natural income from their portfolio, rather than simply taking regular withdrawals

Some examples of these are:

- To facilitate/support 'gifts out of regular income'
- Trusts – such as Interest in Possession (requirement to provide an income to beneficiary) or Discretionary trusts (which want to pay out income to beneficiaries)
- Companies – dividend income is non-taxable receipt and fees (inc. IM) can be offset against taxable income such as FI, rent etc.

IMPORTANT!

Clients and advisers should be aware the income generated from the portfolio:

- Can rise as well as fall, and is not guaranteed
- Will vary month to month – often considerably, depending on when income is paid by each fund manager

The default is for income to accumulate and not to be paid out to clients, so at account opening (or to make changes) email riops@saltus.co.uk requesting income is paid daily (i.e. when it arises), weekly, monthly, quarterly, half yearly or annually

Advisers should inform clients that taking income will lower longer term total returns due to the lack of compounding. Any resultant tax liabilities should also be considered.

Saltus income portfolios generate their yield via equities, bonds and alternative asset classes, with the asset mix determined predominantly by the portfolio risk rating. Alternative asset classes are less of a focus given the lower levels of income generally on offer. Property exposure is generally low due the mismatch between daily dealt open-ended fund structures and the liquidity profile of the asset class.

The income range should produce a long-term average yield of higher than 4% over a business cycle, but this is not guaranteed. Yields are managed to be consistent across volatility levels with the origination of income moving from predominantly fixed income in the lower risk models to more equity income focused in the higher risk models.

Both strategic and tactical asset allocation is conducted on the range. Currency exposure is managed, and portfolios make use of both passive and active investments however there is a tilt towards active managers who we believe can generate alpha and deliver a consistent income level.

The range typically maintains a small UK equity overweight, known as a home bias, due to the nature of the equity income market being quite UK and non-US focused. We also monitor portfolios to ensure portfolio yield is not overly dependent on any single stock (in case of dividend failure) or bond (in the case of default); this is in addition to other factors such as size, style, sector etc.

The range spans our normal risk bands (Cautious, Moderately Cautious, Balanced, Growth, Unconstrained).

Directly held, discretionary, model portfolios.

Multi-asset strategies including equities, bonds, and alternatives.

Actively managed by the Saltus Asset Management team (including management of currency risk).

Views are implemented using either active funds or passive investments.

Potential benefits of unitisation

Our Multi-Asset Class ("MAC") and Managed Plus portfolios are run inside Saltus Funds, which comes with an additional cost but there are several potential benefits:

- We trade within the funds in real time compared to external Managed Portfolio Services (MPSs) which are generally rebalanced quarterly. This means we can react to new events and market moves instantly
- The funds can hold institutional securities and instruments not available on retail platforms. Two examples are currency hedging instruments and cheaper institutional share classes of funds and ETFs
- It is possible to sell fractional units of the Saltus funds, unlike some of their underlying holdings (e.g. ETFs). So, money can be raised from a Saltus fund without causing shortfalls or affecting the asset allocation
- Only one trade is needed to redeem units of a Saltus fund, which can reduce trading fees for clients
- As trading occurs inside the Saltus funds, we can take a very active approach to investment without being constrained by capital gains issues
- Trading costs inside the funds are minimised as they are spread across many clients
- By pooling our client's monies we are able to achieve discounts on new investments
- We charge our fees within the funds so they do not attract VAT
- Our fees can be offset against income or gains within the funds, which can reduce client tax liabilities
- One trade inside each fund affects all holders of each fund at the same time, ensuring all clients within the same fund have the same asset allocation, ensuring no client gets left behind

Summary of the SAM investment options

Below is a summary of the investment options.

Name	Multi Asset Class ("MAC")	Managed	Managed Plus	Global Market	Sustainable	Income
Description	For clients who want to access the best ideas of the Saltus Asset Management team	For clients who want an actively managed portfolio but with cost constraints	For clients who want an actively managed, unitised portfolio, but with cost constraints	For clients who want to prioritise both cost control and diversification, without tactical asset allocation or active funds	For clients who want to prioritise a sustainable portfolio that has a dual objective of financial returns	For clients who receive specific tax benefits for earning natural income from their portfolio
Unitised	✓	✗	✓	✗	✗	✗
Strategic asset allocation (long-term)	✓	✓	✓	✓	✓	✓
Tactical asset allocation (short term)	✓	✓	✓	✗	✓	✓
Active funds	✓	✓	✓	✗	✓	✓
Smart beta	✓	✓	✓	✓	✓	✓
Passive investments	✓	✓	✓	✓	✓	✓
Alternatives	✓	✓	✓	✗	✓	✓
Available with private assets (if suitable)	✓	✗	✗	✗	✗	✗

Active FX management	✓	✓	✓	✗	✓	✓
Avoids home bias	✓	✓	✓	✓	✓	✓
Target yield	N/A	N/A	N/A	N/A	N/A	4% per annum
ESG rating	N/A	N/A	N/A	N/A	Sustainable	N/A
Investment approach	Unitised (active funds, smart beta, and passives)	Direct holdings (active funds, smart beta, and passives)	Unitised (active funds, smart beta, and passives)	Direct holdings (smart beta and passives)	Direct holdings (active funds, smart beta, and passives)	Direct holdings (active funds, smart beta, and passives)
Example Balanced portfolio						
Asset allocation						
Equities	50% - 70%	50% - 70%	50% - 70%	60%	50% - 70%	50% - 70%
Fixed Income	0% - 50%	0% - 50%	0% - 50%	40%	30% - 50%	30% - 50%
Alternatives	0% - 50%	0% - 50%	0% - 50%	0%	0% - 20%	0% - 20%
Cost						
Underlying manager costs	0.40 - 0.65%	0.40 - 0.50%	0.40 - 0.50%	0.10 - 0.12%	0.40 - 0.65%	0.40 - 0.65%
Ex-ante transaction charges	0.10 - 0.20%	0.10 - 0.20%	0.10 - 0.20%	0.03 - 0.08%	0.10 - 0.20%	0.10 - 0.20%
Unitisation costs	0.10%	N/A	0.10%	N/A	N/A	N/A
DFM fee (on Saltus Platform)	0.25%	0.25%	0.25%	0.20%	0.25%	0.25%

Private assets

What are private assets?

Private assets are investments that are typically not publicly listed and traded. They offer the potential for attractive income or capital growth but may be difficult to access through traditional approaches.

There are four main categories of private assets:

- Private equity: investing in unlisted companies
- Real estate: investing in land and buildings
- Infrastructure: investing in roads, railways etc
- Private debt: debt financing (lending) to private companies

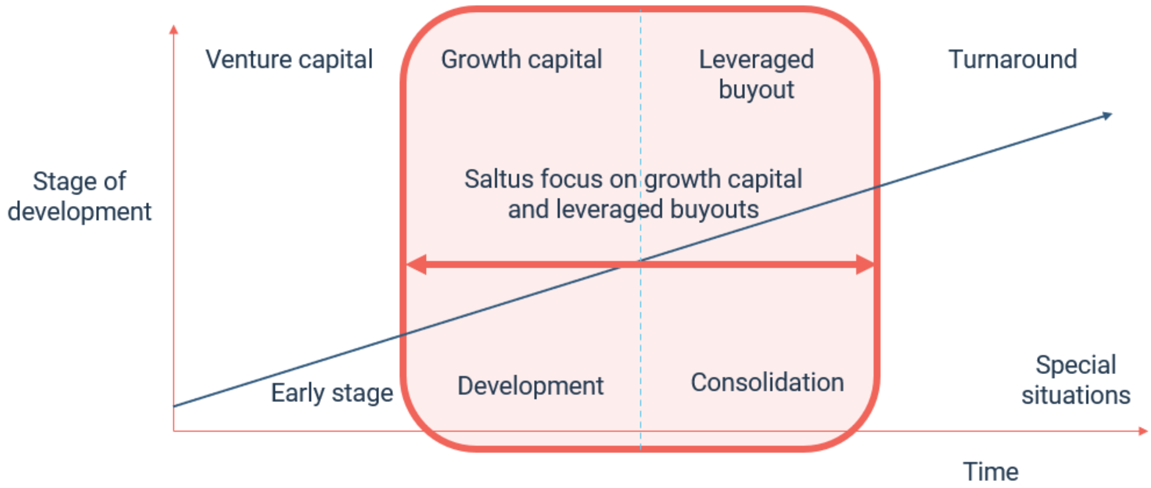
Each area of private assets has different performance drivers, so returns may not move in line with mainstream stock markets. They usually have high minimum investment levels (e.g. $10 million per investment) and may be complex and illiquid, so detailed knowledge is important.

The primary area we look at within the private asset arena is private equity, which comprises investing in companies which are not listed on a stock exchange, and often which have been financed through a significant element of debt ("leveraged buyouts"). We also invest in private real estate and credit.

Private equity strategies

Within private equity it's possible to invest in companies at various stages, from early-stage venture capital through to attempted turnarounds of older companies.

Saltus focus on capital growth and leveraged buyouts as indicated below.



Returns of private assets compared to their liquid equivalents.

Over a long investment period, private equity has historically outperformed public equity markets with lower market volatility. As an example, over the last 25 years, global equities returned 6.4% per annum, and private equity returned 13.8% per annum. During this period, the worst peak to trough loss (maximum drawdown) for listed equities was -55%, compared to -32% for private assets (source: Cambridge Associates LLC, June 2022 benchmark report, MSCI World Index and Cambridge Associates US Private Equity Index, monthly data for drawdowns).

Past performance doesn't guarantee future results, and investments in private assets, like other asset classes, do not guarantee positive returns and investors can get back less than they invest.

Diversification benefits of private assets

Volatility is often used as a proxy for risk in investment portfolios. However, whilst private assets exhibit lower volatility than their listed counterparts, there are other risks. The primary risk relates to their illiquidity characteristics. This means that when a client needs to raise cash, it may not be possible to sell their private assets at short notice, or the price at which they can be sold may be at a discount to fair value. As with public assets, you may also lose some or all of the value of your investment which is held in private assets.

Another risk is that often the managers of private assets often use debt (also known as leverage or gearing) to finance the purchase of these assets. As well as driving higher returns when things go well, it gives rise to a higher chance of insolvency for each investment.

Lastly, valuations of private assets are by their nature more subjective than listed investments, given that these are produced by the investment manager, rather than by reference to where they could actually be bought or sold. There can be no guarantee that investments could be sold at the valuation at which they are recorded in client portfolios – notwithstanding strict rules which are adhered to in producing these valuations.

How we invest in private assets

Just like with our listed equities and bonds, we use trusted third-party investment managers to give our clients access to unlisted equities and bonds. Third-parties such as Morgan Stanley, BMO and Partners Group. All are specialists in their respective private assets sectors.

We manage the allocations inside our Saltus Private Assets Portfolio, which is a collective investment scheme domiciled in Guernsey.

Why private assets are suitable for many of our clients

Most of our clients are investing for the long term, and so the benefits of superior returns and added diversification mean that overall returns are higher and portfolio volatility is reduced, meaning that when stock markets crash, the private asset component is normally the best performing element.

Why private assets many not be suitable

If a client has a short-term time horizon (less than 5 years), or if there is a material likelihood they may need to sell the majority of their portfolio within the next 12 months, it is unlikely to be in a client's best interest to hold private assets. Moreover, private asset investment managers tend to charge higher fees which can include performance fees, and even though their returns are quoted net of these fees, this can be a deterrent for some investors who are more focused on costs than net returns.

Suitability assessment – at a glance

Responsibility for suitability lies with the Saltus adviser. An assessment should be undertaken, and documented, around:

- Knowledge, experience and understanding – do they understand the asset class and associated risks?
- Time horizon – are they investing for at least five years?
- Liquidity needs – will they need short term access to a significant part (e.g. 50%) of their portfolio?
- Views on fees – private asset strategies are expensive and are unlikely to be suitable for cost conscious investors
- Tax wrapper eligibility – not permitted by many providers, or within certain wrappers:

	ISA	GIA	SIPP	Bond
Eligible for private assets?	✘	✓	Depends on provider	Depends on provider

Risk metrics

You can see how the various Saltus risk bands compare to popular risk scoring metrics below.

Saltus Risk Band	FE Analytics Risk Score	Oxford Risk Score	FinaMetrica Risk Tolerance Score	DT Dynamic Planner Risk Profile	Defaqto Risk Profile**	Guideline Equity Allocation	Relative Volatility Budget*
1	25 - 40	41.4 - 62.1	25 - 40	3	2-3	15% - 30%	33%
2	41 - 56	62.1 - 82.4	41 - 53	4	3-4	30% - 50%	50%
3	57 - 74	82.4 - 122.9	54 - 65	5	4-6	50% - 70%	67%
4	75 - 87	122.9 - 143.2	66 - 82	6	6-8	70% - 90%	85%
5	88 - 100	143.2 - 187.5	83 - 100	7-10	8-10	90% - 100%	Unconstrained

*Measured relative to MSCI ACWI (GBP Hedged) Index, over a rolling 36-month period.
*Saltus: Global Market Portfolios have a specified allocation to equities, and thus are not constrained by a relative volatility budget.
**Defaqto Risk Profile's incorporate multiple metrics therefore Saltus Risk Bands encompass more than one profile.

Suitability considerations

This responsibility lies with the financial planner or investment adviser, and it requires adequate knowledge of the client situation, including:

- Financial position
- Objectives
- Capacity for loss
- Client knowledge & experience
- Attitude to risk
- Time horizon
- Liquidity requirements

Detailed guidance on expected standards and procedures is available via Saltus Financial Planning.

Custodian (onshore or offshore)

Saltus has chosen to not hold client assets or client cash directly. Instead, we use a specialist custodian to do this. After an extensive review of providers looking at a range of factors including expertise and financial strength, we selected Multrees to provide custody services. They are frequent winners of prestigious industry awards, winning (amongst others) the 'Best Outsourcing Service' at the Wealth Briefing Awards in 2018, 2019 and 2020.

Multrees are a significant provider of custody and administration services to UK banks, wealth managers and family offices, working with firms such as Rothschilds, GAM and Stonehage Fleming.

Multrees use two of the world's largest custodians to support its activities (as sub-custodian), these are BNY Mellon, which globally holds over $30trn and Allfunds Bank, which offer the world's largest fund distribution service.

They currently support over £18bn of assets, with a team-based wholly onshore, across two sites: London and Edinburgh. As a specialist custodian (rather than a firm that also carries out investment activities of its own), Multrees have an extremely low-risk business model. The entire organisation is structured so that everybody, from the CEO down, is solely focused on ensuring a safe environment to hold client assets, without the distraction of additional business lines. They are regulated (like Saltus) by the FCA.

Saltus carries out regular due diligence visits and reviews to ensure that we continue to be 100% happy with the service Multrees provide and believe that this model ensures that client assets are extremely well protected.

Multrees have a direct contractual link with all of Saltus' clients to provide custody and settlement services. In the event of Saltus' insolvency, the assets held by them would not be accessible to an administrator or receiver to reimburse them for the work involved. One of the reasons for using a segregated custodian is to ensure that in the highly unlikely event of Saltus' insolvency assets could quickly be accessed by clients.

Multrees also provide offshore custody via Luxembourg.

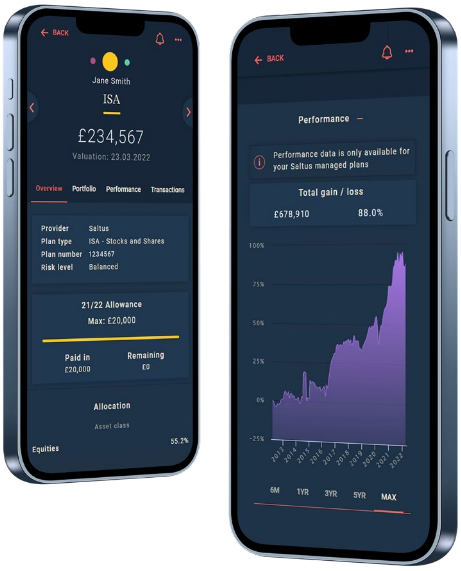
Client reporting

Our clients receive a username and password to access our secure client website, to view their portfolio online. We also send them quarterly valuation reports at the end of March, June, September, and December. The quarterly reports provide details of the performance and composition of their portfolio with an accompanying investment review describing what's been happening in financial markets, their portfolio, and details of any changes we have made to their strategy during the period. We are also able to provide copies to third parties.

We worked with an industry leading team to design our portal and app.

We tested our early ideas with clients and developed our technology based on their feedback. A portal built with clients, for clients. The end result – an unrivalled user experience.

- Clear breakdown of assets organised by tax wrapper
- Oversight of tax allowances
- Instructions for topping up accounts
- Risk levels clearly shown
- Portfolio holdings & asset allocation
- Transactions on accounts
- Performance of each account within time periods of your choosing
- Access to important documents such as quarterly valuations and tax packs
- Interactive notifications letting clients know valuations are ready, to complete a risk questionnaire, or sign an advice recommendation



Client updates

Client updates are saved on our website here: www.saltus.co.uk/investment-management-insights

We know clients like hearing from us, what our investment views are, and what we are doing about it. The issue is that clients like to receive information in different formats and frequencies. We designed a communication strategy that hopefully appeals to most.

We publish our articles on our website. The kinds of updates we produce are described below:

Reflections of the CIO (monthly)

An article written monthly by our Chief Investment Officer. It describes what's been going on in financial markets and Saltus portfolios.

Published on our website.

Thought piece (every two months)

An article written by a member of the Asset Management team on a particular theme, such as inflation, cryptocurrencies, or ESG investing.

Published on our website.

Asset allocation update (every two months)

An article describing:

- Current investment conditions
- Our views on each asset class
- A summary of our positioning
- An interview with a member of our asset allocation committee
- A review of an investment manager we like

Published on our website.

Video updates

We also produce video updates quarterly, saved in the same section of the website.

We occasionally produce client facing webinars which are saved here: https://www.saltus.co.uk/webinars-and-guides

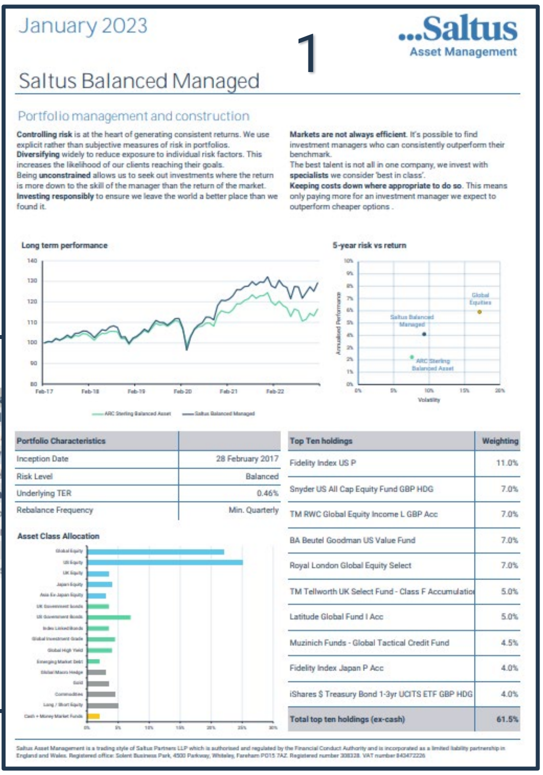
Adviser information

In addition to all the client updates, our Partners have access to the following:

1. Factsheets (monthly)
2. Lookthroughs (monthly)
3. Performance updates (monthly)
4. Drop-in session / video call (every two months)
5. FE Analytics

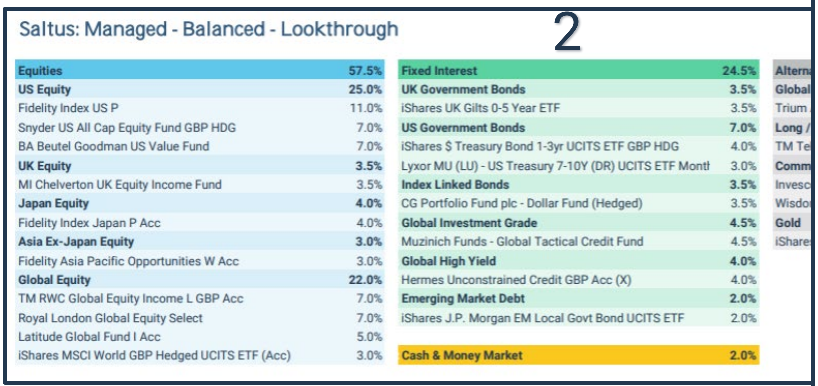
Factsheets, lookthroughs, performance updates are saved

on our website here: www.saltus.co.uk/saltus-portfolios



Portfolio Characteristics	
Inception Date	28 February 2017
Risk Level	Balanced
Underlying TER	0.46%
Rebalance Frequency	Min. Quarterly

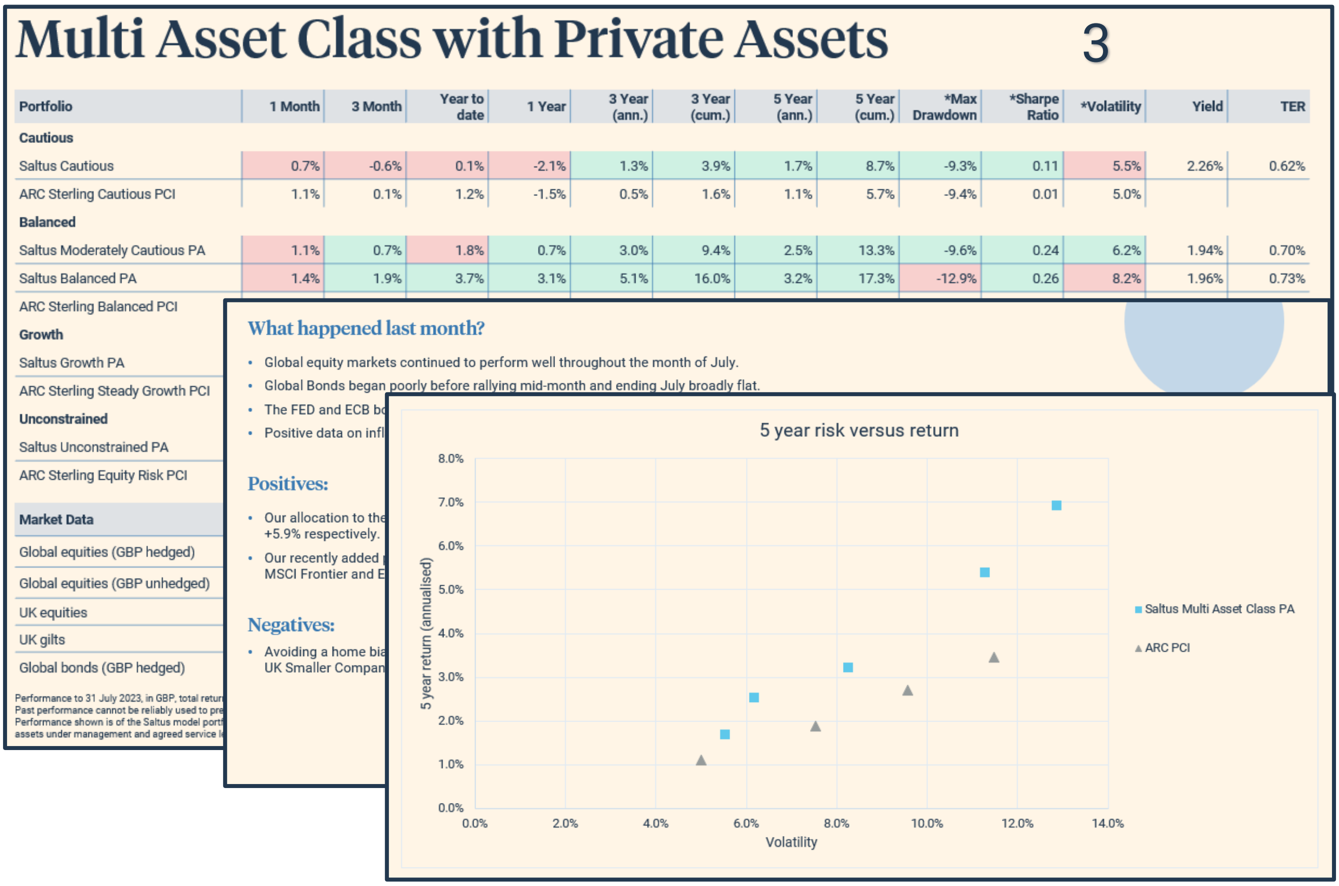
Top Ten holdings	Weighting
Fidelity Index US P	11.0%
Snyder US All Cap Equity Fund GBP HDG	7.0%
TM RWC Global Equity Income L GBP Acc	7.0%
BA Beutel Goodman US Value Fund	7.0%
Royal London Global Equity Select	7.0%
TM Tellworth UK Select Fund - Class F Accumulatio	5.0%
Latitude Global Fund I Acc	5.0%
Muzinich Funds - Global Tactical Credit Fund	4.5%
Fidelity Index Japan P Acc	4.0%
iShares $ Treasury Bond 1-3yr UCITS ETF GBP HDG	4.0%
Total top ten holdings (ex-cash)	61.5%



Saltus: Managed - Balanced - Lookthrough

2

Equities	**57.5%**	**Fixed Interest**	**24.5%**	**Altern**
US Equity	**25.0%**	**UK Government Bonds**	**3.5%**	**Global**
Fidelity Index US P	11.0%	iShares UK Gilts 0-5 Year ETF	3.5%	Trium
Snyder US All Cap Equity Fund GBP HDG	7.0%	**US Government Bonds**	**7.0%**	**Long /**
BA Beutel Goodman US Value Fund	7.0%	iShares $ Treasury Bond 1-3yr UCITS ETF GBP HDG	4.0%	TM Te
UK Equity	**3.5%**	Lyxor MU (LU) - US Treasury 7-10Y (DR) UCITS ETF Montl	3.0%	**Comm**
MI Chelverton UK Equity Income Fund	3.5%	**Index Linked Bonds**	**3.5%**	Invesc
Japan Equity	**4.0%**	CG Portfolio Fund plc - Dollar Fund (Hedged)	3.5%	Wisdo
Fidelity Index Japan P Acc	4.0%	**Global Investment Grade**	**4.5%**	**Gold**
Asia Ex-Japan Equity	**3.0%**	Muzinich Funds - Global Tactical Credit Fund	4.5%	iShare
Fidelity Asia Pacific Opportunities W Acc	3.0%	**Global High Yield**	**4.0%**	
Global Equity	**22.0%**	Hermes Unconstrained Credit GBP Acc (X)	4.0%	
TM RWC Global Equity Income L GBP Acc	7.0%	**Emerging Market Debt**	**2.0%**	
Royal London Global Equity Select	7.0%	iShares J.P. Morgan EM Local Govt Bond UCITS ETF	2.0%	
Latitude Global Fund I Acc	5.0%			
iShares MSCI World GBP Hedged UCITS ETF (Acc)	3.0%	**Cash & Money Market**	**2.0%**	



Partner communication calendar

Below is a timeline of our **Partner** communication strategy:

Appendix

Client Custodian FAQ: Protecting your assets

Saltus has chosen to not hold client assets or client cash directly. Instead, we use a specialist firm known as a custodian to do this. After an extensive review of providers looking at a range of factors including expertise and financial strength, we selected Multrees to provide custody services. They are frequent winners of prestigious industry awards, winning (amongst others) the 'Best Outsourcing Service' at the Wealth Briefing Awards in 2018, 2019 and 2020.

Multrees are a significant provider of custody and administration services to UK banks, wealth managers and family offices. They currently support over £18bn of assets, with a team-based wholly onshore, across two sites: London and Edinburgh. As a specialist custodian (rather than a firm that also carries out investment activities of its own), Multrees have an extremely low-risk business model. The entire organisation is structured so that everybody, from the CEO down, is solely focused on ensuring a safe environment to hold client assets, without the distraction of additional business lines. They are regulated (like Saltus) by the FCA.

Saltus carries out regular due diligence visits and reviews to ensure that we continue to be 100% happy with the service Multrees provide and believe that this model ensures that your assets are extremely well protected.

Common questions

We know that it is essential to get to know where your money is held, so we have answered the most important questions about how your money is kept secure below.

What happens if Saltus goes bust?

Multrees have a direct contractual link with all of Saltus' clients to provide custody and settlement services. In the event of Saltus' insolvency, the assets held by them would not be accessible to an administrator or receiver to reimburse them for the work involved. One of the reasons for using a segregated custodian is to ensure that in the highly unlikely event of Saltus' insolvency assets could quickly be accessed by clients.

Who do Multrees work with beyond Saltus?

Multrees work with firms such as Rothschilds, GAM and Stonehage Fleming, as well as Saltus.

How does Multrees structure ensure their liabilities cannot be commingled with client assets?

Multrees segregate assets from their own holdings by ensuring to hold all assets in a nominee account. This is a regulatory requirement and Multrees carry out ongoing independent audits to ensure that assets remain segregated.

How is Multrees regulated and cash protected?

Multrees are regulated by the FCA and specialise wholly in providing custody and administration services. All Multrees cash balances are guaranteed by the bank guarantee scheme, under the Financial Services Compensation Scheme rules. There has never been an instance in which a UK custodian insolvency has resulted in any loss of client assets.

Who do Multrees use as a sub-custodian?

Multrees utilises two of the world's largest custodians to support its activities (as sub-custodian), these are BNY Mellon, which globally holds over $30trn and Allfunds Bank, which offer the world's largest fund distribution service.

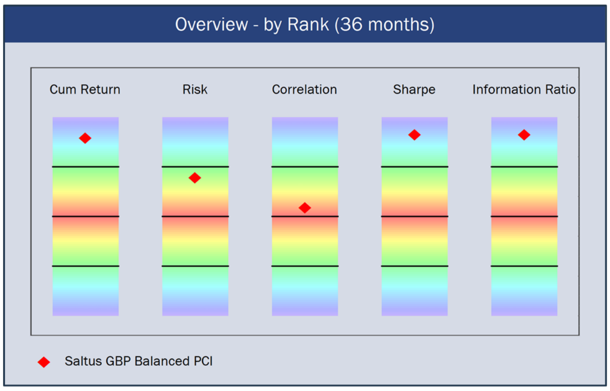
The annotations on page 12 show how to read these scales.

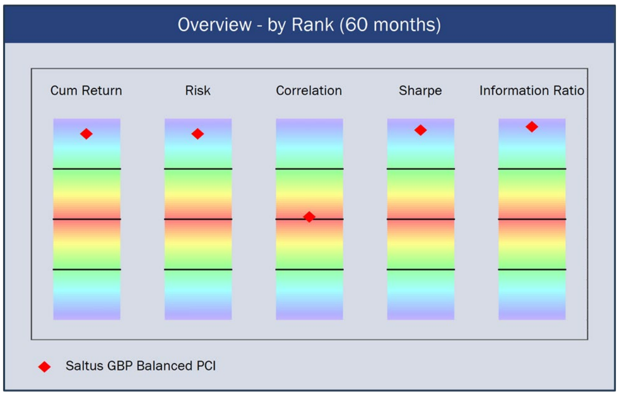
Relative performance – additional detail

Source: Saltus ARC PCI Report Q1 2026

Cautious:

Balanced:





Growth:

Equity:

Firms who provided data to ARC for the PCI report in Q1 2026

ARC Report Contributors			
Albert E Sharp LLP	Coutts & Co	McInroy & Wood	Seven Investment Management LLP
Arbion Limited *	Davy Private Clients	Melville Douglas	Sparrows Capital †
Arbuthnot Latham & Co Limited	Deutsche Bank	Mirabaud & Cie SA	St James's Place †
Artorius Wealth	Dowgate Wealth *	Moai Wealth Limited †	Stanhope Capital LLP
Ascencia Investment Management Limited	Downing LLP †	Moneyfarm *	Steward Capital Guernsey Limited †
Ascot Lloyd *	Dreyfus Söhne & Cie AG	Morningstar Investment Management Europe Ltd *	Stonehage Fleming
Asset Intelligence Portfolio Management †	EFG Asset Management (UK) Limited	Mountstone Partners †	T. Bailey †
Atomos Investments Limited	EFG Harris Allday	Navera Investment Management Limited	Tacit Investment Management *
Aubrey Capital Management Limited *	Eighteen48 Partners Limited *	Nedbank Private Wealth	Tatton Investment Management *
Bank Lombard Odier & Cie	Elston Portfolio Management †	Netwealth Limited	The GM Fund †
Banque Pictet & Cie SA	Evelyn Partners	NFG Partners SA †	Titan Private Wealth
Barclays Investment Solutions Ltd †	Fairstone Private Wealth Limited †	Oakglen Wealth *	Titan Wealth (CI) Limited
Barclays Private Bank	First Wealth (London) Limited †	Oberon Investments *	Tribe Impact Capital *
Barclays, Wealth & Investment Management	Fiske Plc *	Pacific Asset Management †	TrinityBridge
Beauclerc Limited †	Forvis Mazars Financial Planning Limited †	Partners Capital LLP †	True Potential Investments LLP †
Bellecapital UK Limited *	GAM London Limited	Plurimi Wealth LLP *	Tyndall Investment Management
Bordier & Cie (UK)	Goodbody	Progeny Asset Management †	UBP SA
Bowmore Asset Management *	Handelsbanken Wealth & Asset Management	Prudential International Assurance †	UBS Switzerland AG
Brooks Macdonald	Hawker Wealth Management Ltd †	Quartet Investment Managers *	UBS Wealth Management (UK)
Brown Advisory LLC	Hawksmoor Investment Management Ltd	Quilter Cheviot Investment Management	Vanguard Asset Management Limited †
Brown Shipley	Hottinger & Co Ltd *	R C Brown Investment Management PLC *	Vermeer Partners
Butterfield Asset Management Limited	HSBC Global Private Banking	Rathbones	W1M Investment Management Limited
Cadro Technologies Limited †	IM Asset Management Limited *	RBC Brewin Dolphin	Walden Capital Ltd †
Calyx Private Office †	J. Stern & Co. *	RBC Brewin Dolphin, Ireland	Walker Crips Investment Management
Canaccord Genuity Wealth Management	J.M Finn & Co. Ltd	RBC Wealth Management	Wealth Club Asset Management Limited †
Capital Generation Partners *	J.P. Morgan Personal Investing Limited	Redmayne-Bentley LLP	Wealthify †
Capital International (Jersey) Limited *	James Hambro & Partners LLP	Rothschild & Co Bank AG	Weatherbys Private Bank †
Cavendish Ware Ltd *	Julius Baer International †	Rothschild & Co Wealth Management UK Limited	WH Ireland Limited
Cazenove Capital	Jupiter Asset Management Limited †	Rowan Dartington	Wren Investment Office *
Cerno Capital Partners LLP *	Killik & Co	Ruffer LLP	Zuger Kantonalbank
Charles Stanley	Kingswood Group *	Saltus Partners LLP	Zürcher Kantonalbank
Citi Private Bank	LGT Wealth Management Limited	Saranac Partners Ltd *	
Clarien Investments Limited *	Lincoln Private Investment Office	Sarasin & Partners LLP	
Connor Broadley †	Magnus Financial Discretionary Management †	Schroders Personal Wealth	

Investment process – additional detail

We construct and manage portfolios centrally under the direction of the Asset Allocation Committee (AAC) and Investment Committee (IC). These are the decision-making bodies responsible for all aspects of portfolio management. Centralising control of portfolios helps us to control risks and help achieve consistency of outcomes for clients.

We have a five-stage investment process:

1. Asset Allocation (decisions made by the Asset Allocation Committee "AAC")
2. Fund Selection
3. Portfolio Construction
4. Monitoring and Feedback
5. Reporting

Asset allocation

Unlike some of our peers, we do not operate within a constrained fixed asset allocation environment and instead use volatility parameters to guide the risk level of our mandates. We have a customised reference benchmark to assist in our decision-making process and for assessing attribution, but we can, and do make significant deviations from this. The reference benchmark is made up of fully investable indices, diversified across currencies and asset classes. It goes beyond equities and bonds and includes property and gold.

Asset allocation decisions are made based on several key inputs, considered over multiple time horizons, including:

- Valuation framework: we analyse various valuation metrics for each asset class as well as their deviations from trend/historical values. This work is combined with analysis from external providers to form a view of current and expected valuations and expected returns
- Macro inputs: we source multiple inputs from external research providers and use them to inform our view of the key macro drivers for each asset class
- Technical analysis: we source bespoke inputs from boutique investment providers to monitor multiple 'non fundamental' drivers of asset class returns. These outputs are summarized for the AAC providing an overview of the price positioning across asset classes
- The knowledge and experience of our investment team. Each internal analyst prepares a summary recommendation paper for their asset class (covering multiple sub-asset classes) for presentation and discussion at each AAC meeting
- Our fund manager network (we meet more than 200 managers per annum). We actively seek the views of managers who disagree with our own

A particular focus of the Asset Allocation Committee is deciding which factors we want exposure to within asset classes, in addition to geographic and sectoral allocations.

The equity factors we focus on are growth vs value, small cap vs large cap, high quality vs low quality, high momentum vs low momentum, high liquidity vs low liquidity, high yield vs low yield, and high volatility vs low volatility.

Fund selection

Once the Asset Allocation Committee determines the desired asset allocation for each risk band, capital is allocated to the various asset classes by the Investment Committee. The security selection process uses both quantitative and qualitative analysis.

Quantitative Analysis: Using a combination of Morningstar Direct and Bloomberg as data providers, we have automated a model to screen sectors in bulk. Whilst past performance is not an indicator of future results, in our view there is a large amount of insight that can be gleaned from analysing what drives the performance of a fund.

Part of our fund manager selection process involves using our in-house 5-factor model which regresses a manager's returns against a number of factors to isolate the parts of their return that are unexplainable by the risk factors they were exposed to (this is genuine alpha). We estimate the probability of alpha versus their stated benchmark, and also versus the factor model. This allows us to estimate the likelihood of the manager generating consistent superior risk-adjusted returns in the future. We don't just calculate a manager's average yearly alpha (or outperformance) but importantly, how volatile the manager is in delivering this outperformance. Targeting steady delivery of alpha rather than managers who enjoy the occasional purple patch, then go 'quiet' for several years. The more consistent a manger is in delivering alpha, the greater confidence we have in assessing the chances of them delivering this in the future.

Qualitative Analysis: We focus just as much on the qualitative aspects of a fund as we do the quantitative attributes. The qualitative analysis centres around consistency. Consistency is the difference between being lucky and being skilful. It allows us to build confidence in the manager and understand how they would fit into our portfolios. We analyse the consistency of a fund across a number of categories:

- The manager, their team and the firm itself. This includes any support functions such as compliance and risk controls. We are looking for a low turnover, freedom to enact their ideas and, where possible, renumeration structure that aligns the manager with the investors
- The investment process. From idea generation and quant screening, through to portfolio construction and position sizing. We are looking for a robust and repeatable process that has withstood the test of time
- The liquidity of the underlying holdings. Liquidity is a key feature for ensuring we are not only able to return our clients capital but return it at a fair price
- The cost of the fund. Only once you consider the cost of a manager can you calculate their value added. As we look at all returns net of fees, we consider a higher fee simply a headwind for the manager himself. We respect that managers must charge for their expertise and will never filter out funds based on cost alone

The investment team will not open a position until they are satisfied the manager meets the above criteria. Each manager will be subjected to this analysis and a research note produced for approval by the Investment Committee, along with a relevant peer group report.

If an exceptional manager cannot be identified and the exposure to the underlying asset is still wanted by the Investment Committee, then we will use a passive instrument to implement that decision.

Portfolio construction

Client portfolios are grouped into five core risk bands, characterised by their volatility of returns relative to world equity markets. Each band can incorporate instruments with differing investment styles or objectives, but which also possess common risk characteristics.

We look to access the widest possible set of opportunities across asset classes, investment styles and geographies. When finalising portfolio construction, we will also consider diversification within an asset class to ensure maximum risk adjusted diversification is achieved.

Monitoring and feedback

Using bespoke analysis tools and systems, we monitor portfolios in real time allowing us to act swiftly to changing market conditions when required.

The IC monitors multiple areas, including:

- Risk across all portfolios including expected and realised portfolio volatility, drawdown and beta to equities
- Stress testing using both historical and hypothetical situations
- Position sizing
- Manager monitoring
- Model drift
- Liquidity and concentration monitoring

Reporting

All monitoring and feedback is reported on a weekly basis to our investment committee who implement any required changes.