Aberdeen Standard Capital

Our Tailored Managed Portfolio Service

Designed with you in mind - a guide for financial advisers

For financial advisers only - not to be distributed to or relied upon by retail clients.

A fine balancing act

Managing client investment portfolios is challenging and complex. A managed portfolio service that is tailored to your needs might be the solution.

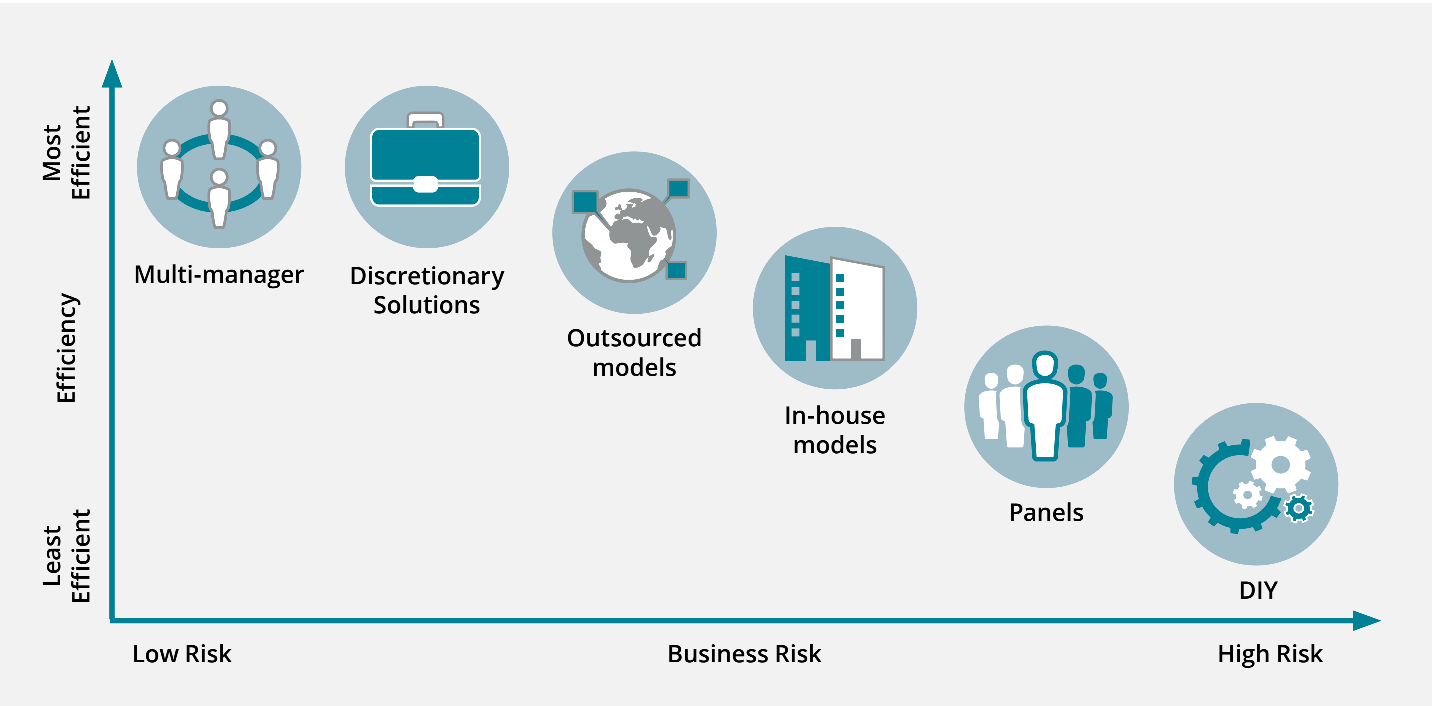
Fast-moving market conditions mean that ongoing monitoring and continual rebalancing can be particularly onerous. Then there's the additional pressure of increased regulation, not least MiFID II. All the while, you're trying to keep up with new investment opportunities and ensure you are meeting your clients' objectives.

All these factors place considerable burden on you and your business. Extra administration, more costs and greater operational risks.

At the same time, we know your passion to deliver the right investment solutions to your clients remains unchanged.
This might make you reluctant to relinquish some of the control you have over your clients' investments. You might feel uncomfortable using an 'off the shelf' investment solution, such as multi-asset funds.

A managed portfolio service that is tailored to your needs might be the solution. It could alleviate some of the strain while still delivering the positive client experience you've worked hard to achieve with your own advisory portfolios.

Investment process options



"Our Tailored Managed Portfolio Service (TMPS) offers you the best of both worlds. Some of the control of managing your clients' portfolios in-house, with the efficiency and operational simplicity of a discretionary investment solution."

Jim Stacey
Head of Business Development

A scaleable solution for today's challenges

Why Tailored Managed Portfolio Service?

Reduced operational risk and costs	Access to investment resources, research and expertise from one of the world's largest asset managers
Less paperwork for you and your clients	A dedicated investment team and regular face-to-face meetings
More time to dedicate to client service and financial planning	Co-branded client reporting and literature

"We can custom-build a portfolio service that's tailored for your business and right for your clients."

Darren Ripton
Head of Investments

Consistent portfolios

Consistency

A key benefit of TMPS is consistency. We manage all clients in the portfolios to their agreed mandates. So you'll have peace of mind that clients who share risk profiles will have the same portfolio characteristics. This is often not the case under an advisory process. For example, clients who are not able to return permissions before you implement portfolio changes could be out of sync. TMPS can help reduce this risk for your business and ensure consistent outcomes for all your clients.

A centralised investment proposition

Scalability

TMPS provides your business with a scalable centralised investment proposition tailored to your requirements. This standardised approach could free up more of your time, which you could spend on activities that enhance the value of your business. With the day-to-day investment management taken care of, you could re-focus your attention on client service – strengthening your relationships with existing clients and developing prospects.

Greater efficiency and quicker reaction

Agility

By operating under a discretionary licence, you no longer need to seek clients' permission to rebalance portfolios or switch funds. This brings obvious operational benefits to your business and significantly reduces administration, paperwork and risk. Critically though, it also means we can react swiftly to market events as they happen, managing the portfolios efficiently on your behalf. This helps mitigate key risks, such as portfolio drift. We will ensure that market conditions don't cause the portfolios to move away from your clients' original risk profile. By leaving the rebalancing and active management to us, we can tightly and dynamically control the risks within the portfolios.

How it works

Building TMPS

1

Consultation

A dedicated team will work with you to understand your specific requirements and priorities. A consultation process will then allow us to understand the portfolio characteristics you require.

We will discuss:

- what risk profiling systems and platforms you use
- how many portfolios you require
- whether you need growth-oriented portfolios only, an income range, or both
- if you have a cost ceiling that we need to consider
- your preference for passive/active portfolios or a blend
- if you wish to exclude any asset classes or specific funds
- your service requirements.

2

Portfolio-range proposal

Once we have understood what you need, we will work on a portfolio-range proposal. This sets out details of the proposed costs, asset-class breakdown and expected risk and return characteristics of the portfolios. We will present this initial proposal to your investment team, where we can discuss any changes required or move to the next stage.

At this point, we will be able to share draft client-facing literature including:

- monthly portfolio factsheets
- quarterly market commentary, outlook and performance reports.

3

Portfolio implementation

Once we have agreed the portfolio mandates, our investment team will facilitate a training session with your key staff. That way all parties are up-to-speed and comfortable with the portfolio management process. This is also an opportunity for your people to ask our team any questions.

We will then load the portfolios onto your chosen platforms under your brand, linking to FE Analytics if required. At this stage, we will share final versions of co-branded client-facing literature.

4

Client transition

This is a key stage. We will work with your operational staff, in conjunction with your platform consultant(s), to ensure the smooth transition of your clients to our portfolios. You will have the option of an all-encompassing client mailing or to gradually transition your clients at their next review.

5

Ongoing monitoring and management

We will undertake the following activities, as business as usual, on your behalf.

- Portfolio rebalancing (no client permission required)
- Fund switches (no client permission required)
- Strategic and tactical asset allocation and volatility monitoring
- Fund research and regular fund manager meetings
- Production of co-branded support literature
- Regular meetings with your key staff

Making life simpler

You will remain responsible for client suitability on an ongoing basis, financial planning activities and financial advice. We will meet with you regularly to ensure the portfolios remain suitable for your business and your clients, and make any changes as required.

Portfolio Management Expertise

- Building, monitoring and reviewing clients' portfolios.
- Reporting, communication and review meetings.
- Ensuring portfolios remain aligned to documented mandates.

Highly Qualified Team

- Highly qualified and experienced investment team, with an average of 20 years' experience.
- Breadth of portfolio management expertise and research capabilities.
- Consistent and robust process that ensures continuity.
- Always someone to provide support when needed.

Administrative Support

- Operations Team rigorously monitors service provided by external companies.
- Latest financial technology used to enhance clients' experiences.
- Easy and efficient online access through client portal or selected platform.

Rigorous Investment Oversight

- Investment Governance specialists provide active oversight of investments.
- Portfolios robustly tested before they are built.
- Continuous review to ensure portfolios remain aligned to goals.

Ongoing Review & Support

- Continuous support throughout the investment journey including:
  - portfolio adjustments
  - high-quality client reporting
  - tax packs
  - review meetings.

Why Aberdeen Standard Capital?

We are the discretionary investment arm of Aberdeen Standard Investments (ASI)*, meaning that we are uniquely placed to leverage the considerable investment resources and expertise of one of the world's largest asset managers. Having access to the global footprint of ASI, covering every asset class, enables us to construct and manage portfolios that align with your investment philosophies and requirements. This means your investment process is powered by one of the largest global investment institutions, working to deliver the best outcomes for your clients.

*Aberdeen Standard Investments is a brand of the investments business of Aberdeen Asset Management and Standard Life Investments.

Who manages TMPS?

Darren Ripton
Head of Investments

Eric Louw
Senior Investment Manager

Jason Day
Senior Investment Manager

Emmanuel Andoh-Dadzie
Investment Manager

Find out more

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2019 Defaqto 5 star rating for Aberdeen Standard Capital's Bespoke Portfolio Management

2019 Defaqto 5 star rating for Aberdeen Standard Capital's Managed Portfolio Service

AKG Financial Strength Rating Very Strong, B+

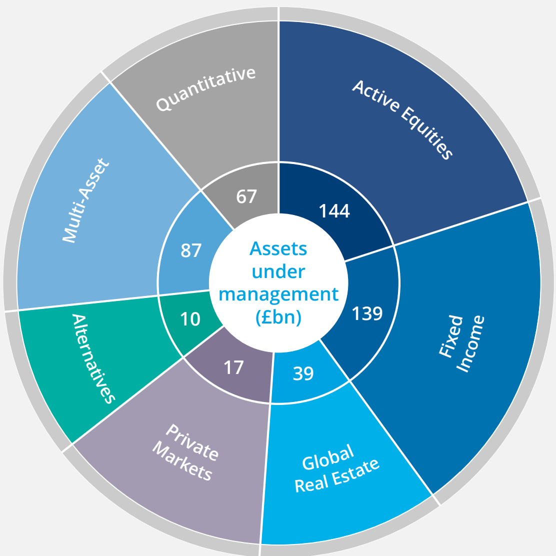
PAM Awards 2019 Winner: Sustainable Investment Solution

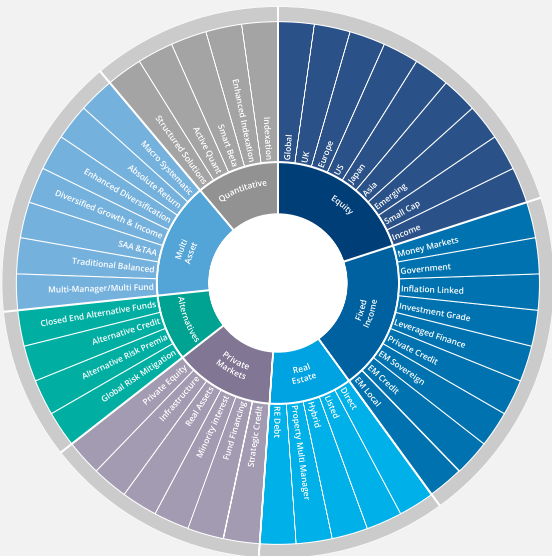
The ARC 3D is an award provided by Asset Risk Consultants (ARC) for Aberdeen Standard Capital's commitment to the principles of transparency, engagement and integrity.

Wider investment capabilities

The global footprint of Aberdeen Standard Investments*. This global reach enables us to identify diverse investment ideas across the world and provides access to the institutional capabilities and research of the wider business.

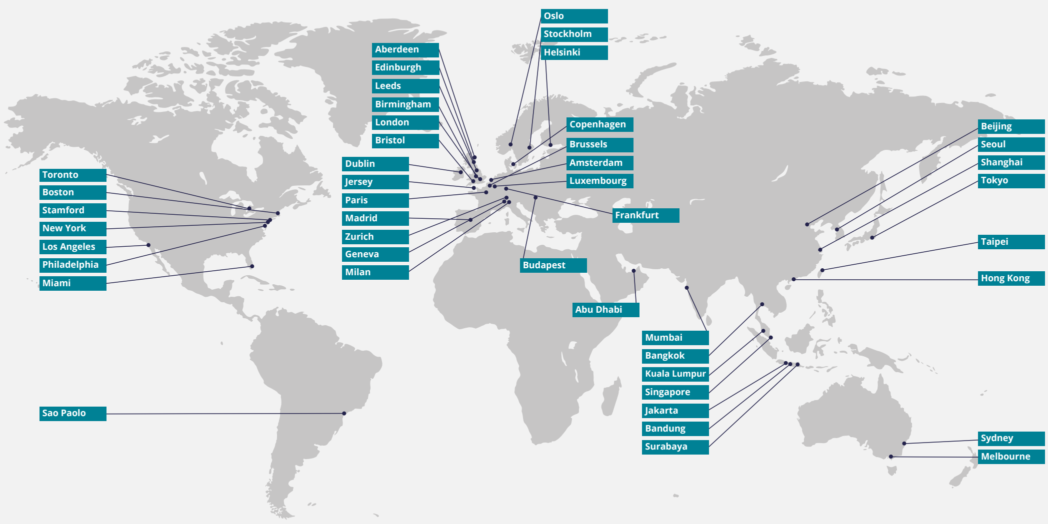
Expertise across: Asset classes, Geographies and Sectors





Source: Aberdeen Standard Investments, figures as at 30 June 2018

Aberdeen Standard Investments – a truly global asset manager



- Managing £557 billion of assets
- Clients in over 80 countries
- 52 locations with client support
- More than 1,000 investment professionals
- Circa 7,500 company meetings each year
- 7 key areas of investment expertise
- Circa 3,000 global companies covered
- Fund management hub in 20 countries

Source: Aberdeen Standard Investments, 30 June 2018

*Aberdeen Standard Investments is a brand of the investment business of Aberdeen Asset Management and Standard Life Investments.

Important information

The value of investments, and the income from them, can go down as well as up and an investor may get back less than the amount invested. Past performance is not a guide to future results.

Aberdeen Standard Capital is the discretionary investment management arm of Aberdeen Standard Investments, which is a brand of the investment businesses of Aberdeen Asset Management and Standard Life Investments.

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