



ARBUTHNOT LATHAM

Bankers since 1833

Product Summary

Direct Investment Service

For professional advisors only

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Product purpose

The purpose of the Direct Investment Service is to provide an investment portfolio for FCA authorised financial advisers to select for their retail clients. The portfolio service is managed on a discretionary basis, in line with the Arbuthnot Latham Investment Committee's portfolio construction.

Key risks

Capital at risk.

Target market assessment

Positive target market

- Medium to long term time horizon (3+ years)
- Have investments of £500k+
- Basic, informed and advanced knowledge investors
- Individuals who are advised by a UK financial adviser
- Individuals who value access to an investment manager working alongside their financial adviser.

Client characteristics / behaviours

- Value capital growth but have an ability to bear capital losses
- Attitude to risk that acknowledges that investments may lose value over a given period
- Seeking a professional to actively manage their investments on a discretionary basis
- May benefit from their capital gains being actively managed
- Have an interest in investing a significant proportion of their portfolio in individual UK equities (and accept the risk of a significant loss in a single investment)
- Individuals who would benefit from an actively managed multi-asset investment solution
- Individuals who prefer a significant portion of their portfolio to be UK assets
- Individuals who have an interest in holding individual equities (and accept the risk of a significant loss in a single investment).

Negative target market

- Clients not wishing to risk any capital and have no capacity to bear loss
- Portfolio values of less than £500k (and unlikely to reach this value)
- Investments within an Offshore Bond
- Individuals who are not advised by a UK financial adviser.

Who this product is not suitable for

- Clients looking for a speculative risk investment solution (e.g., derivatives trading).

Vulnerable client considerations

We take a proactive approach to understand the nature and extent of vulnerability in our target market and customer base. Our Product Management team manage all aspects of the product lifecycle and have procedures in place to ensure vulnerable clients are considered as part of product and service design.

Our understanding of vulnerability within our target market and customer base will be reviewed annually, or sooner where a significant event occurs which is likely to have an impact on our understanding of vulnerability within our customer base.

Distribution strategy

The product is suitable for distribution to individuals who meet the above-mentioned target market. Distribution of the product may only be via an FCA authorised financial adviser who can provide advice on the product characteristics, including risks, and who can assess the suitability of the product for the client's personal circumstances. The portfolio service is available across 6 risk levels ranging from low to higher risk.

Value assessment

The Arbuthnot Latham Fee Schedule is available upon request and provides information on the management fee of the portfolio. Underlying fund charges can be found within the Portfolio Proposal or via Defaqto. An assessment of the value provided to clients of Arbuthnot Latham's Direct Investment Service has been completed and concludes that the product provides fair value to individuals. No material issues have been identified, and Arbuthnot Latham expects the product to continue providing value for the foreseeable future.

Information suitable for provision to retail customers

Client investment proposals and reviews as well as portfolio and tax reporting may be provided to retail customers.

Outcome of product review

The product review conducted by Arbuthnot Latham on the Direct Investment Service identified no material issues requiring remedial action.