



SESSION 2

Financial advice and Investments

How do we measure value?



Mark Holt
Frenkel Topping



Simon Callow
Ascencia IM



Anthony Holt
Ascencia IM



frenkel
topping
GROUP

Focused on **LIFE** after
life-changing events



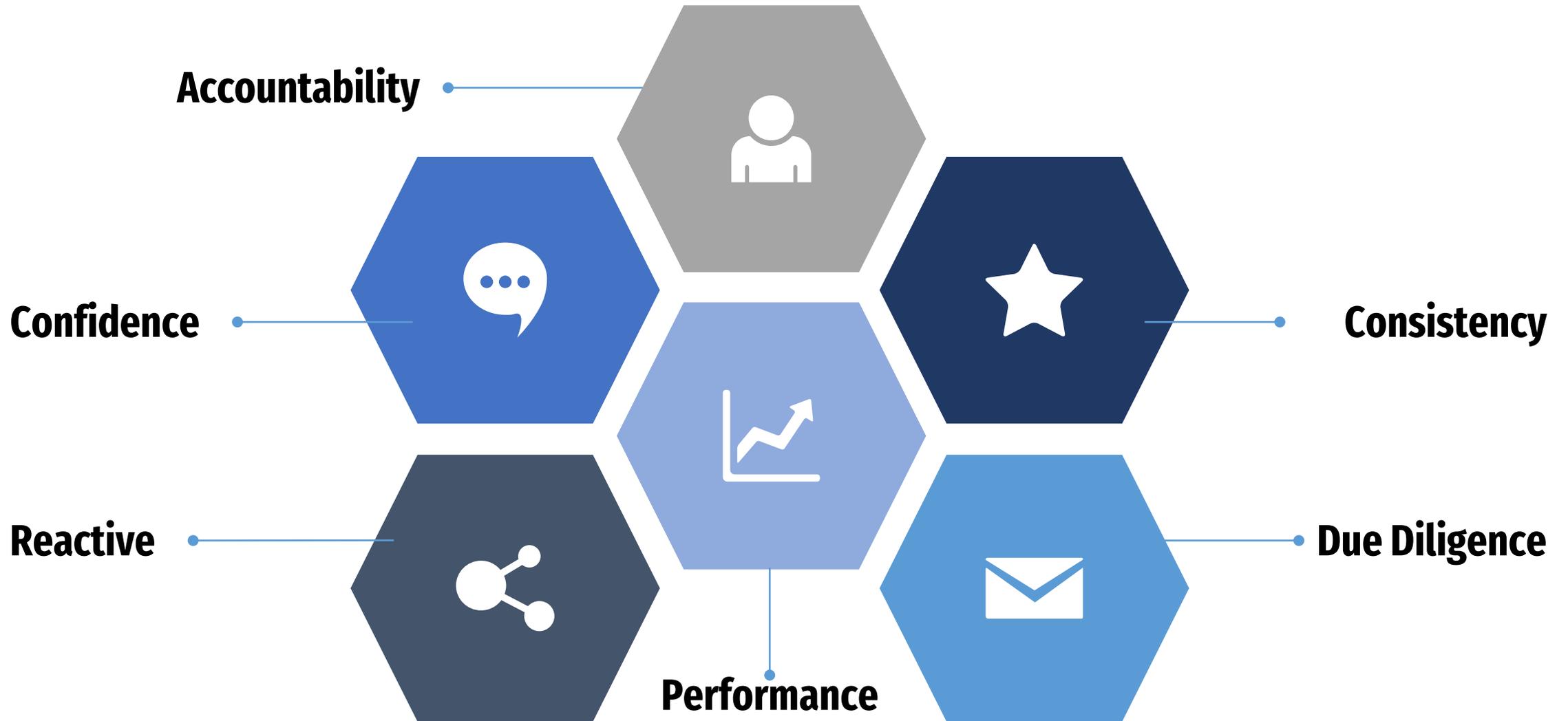
Mark Holt

MLIBF DipFA

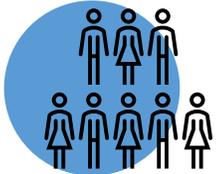
Managing Director – Frenkel Topping
Limited

COO – Frenkel Topping Group

What does value mean to an IFA?

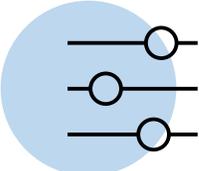


Our Investment House Assessment



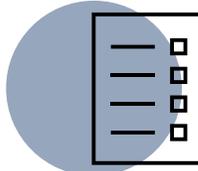
Define

Define & assess the client segmentation.



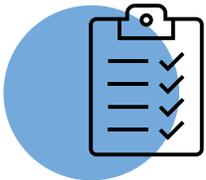
Solutions

Define the type of solutions we would want to utilise for particular client segment.



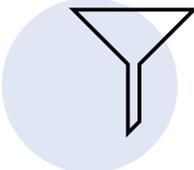
Criteria

Set out the key criteria that we will use to assess the solutions.



Select & Approve

Decide upon which one (or more) providers to engage with. Fully document why and document the approval process by the Investment Committee.



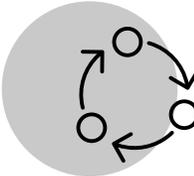
Short List

Filter the list (using the agreed criteria) to identify a short list for final assessment.



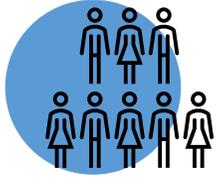
Whole of Market

Identify the full list of providers that offer the solution we are looking for.



Ongoing assessment

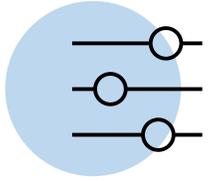
This is agreed, assessed and monitored by the Investment Committee.



Define

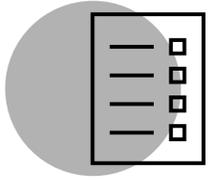
We assess our client's **needs**, **objectives** and **goals** and we find that sections of clients often have similar needs and objectives, this allows us to group clients together in client segments and find solutions that are suitable for this group.

This ensures consistency of advice.

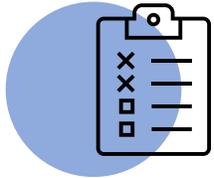


Solutions

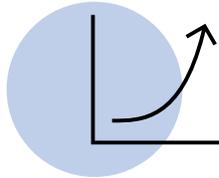
The investment solutions within the Centralised Investment Proposition are to be **model portfolio solutions** that are offered under a **discretionary management** agreement that are managed on an investment **platform**.



Criteria



Business



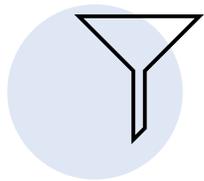
Performance



Compliance

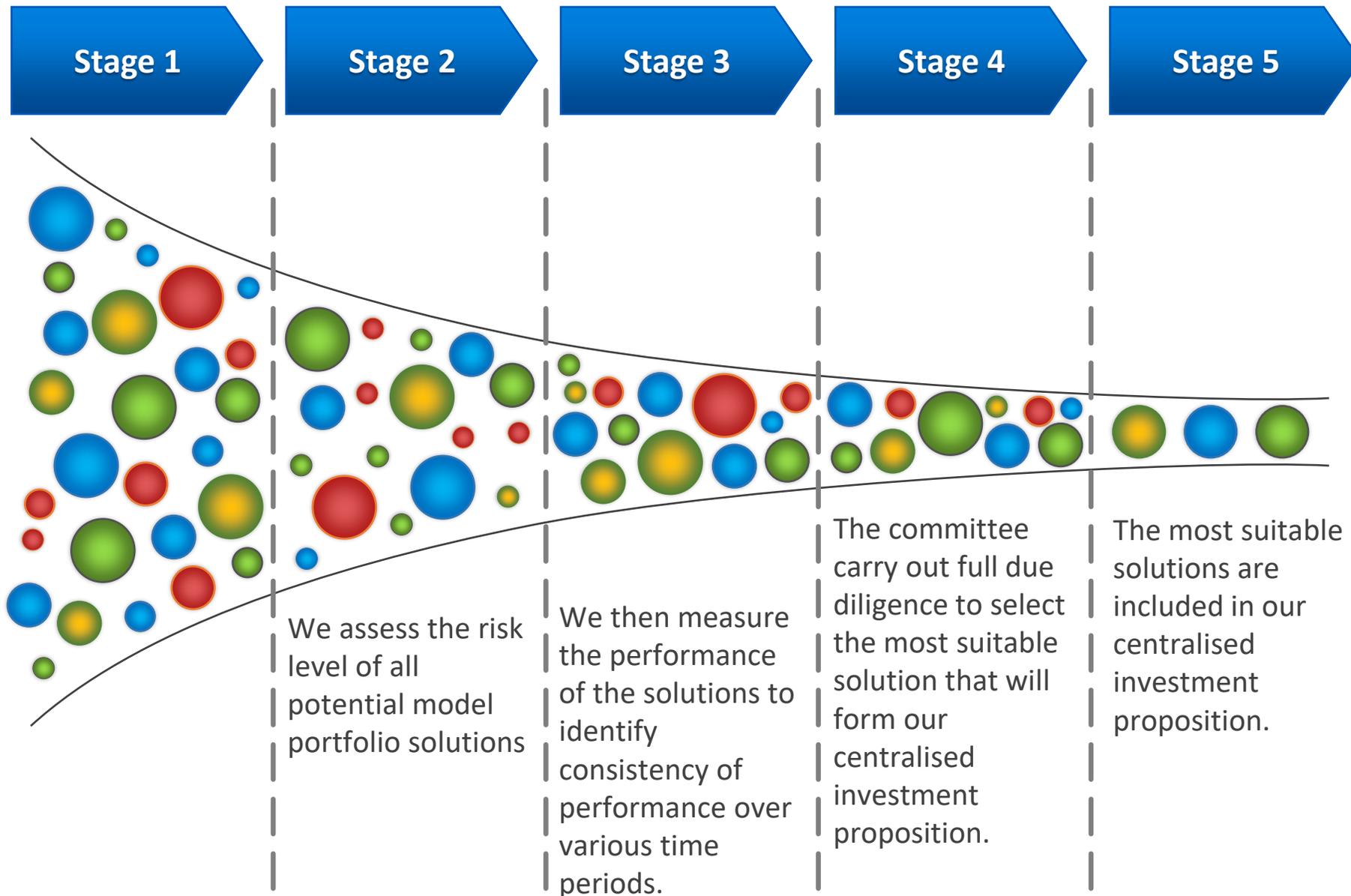


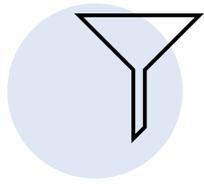
Administration



Whole of Market to Short List

The whole of market starting point contains over 100 DFM providers and over 2,000 model portfolio solutions and we start to filter using our set criteria

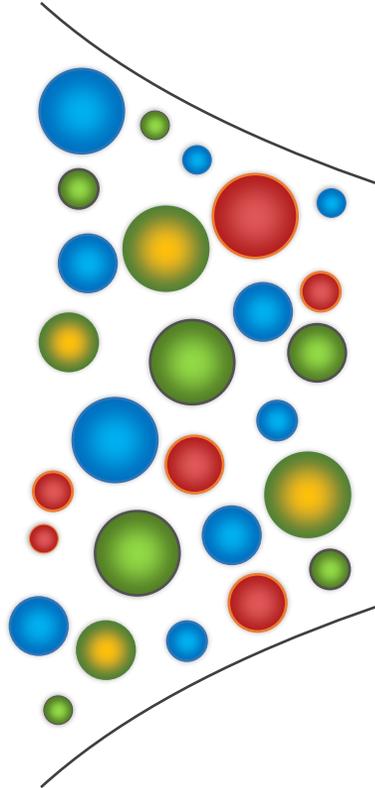




Whole of Market to Short List



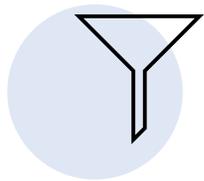
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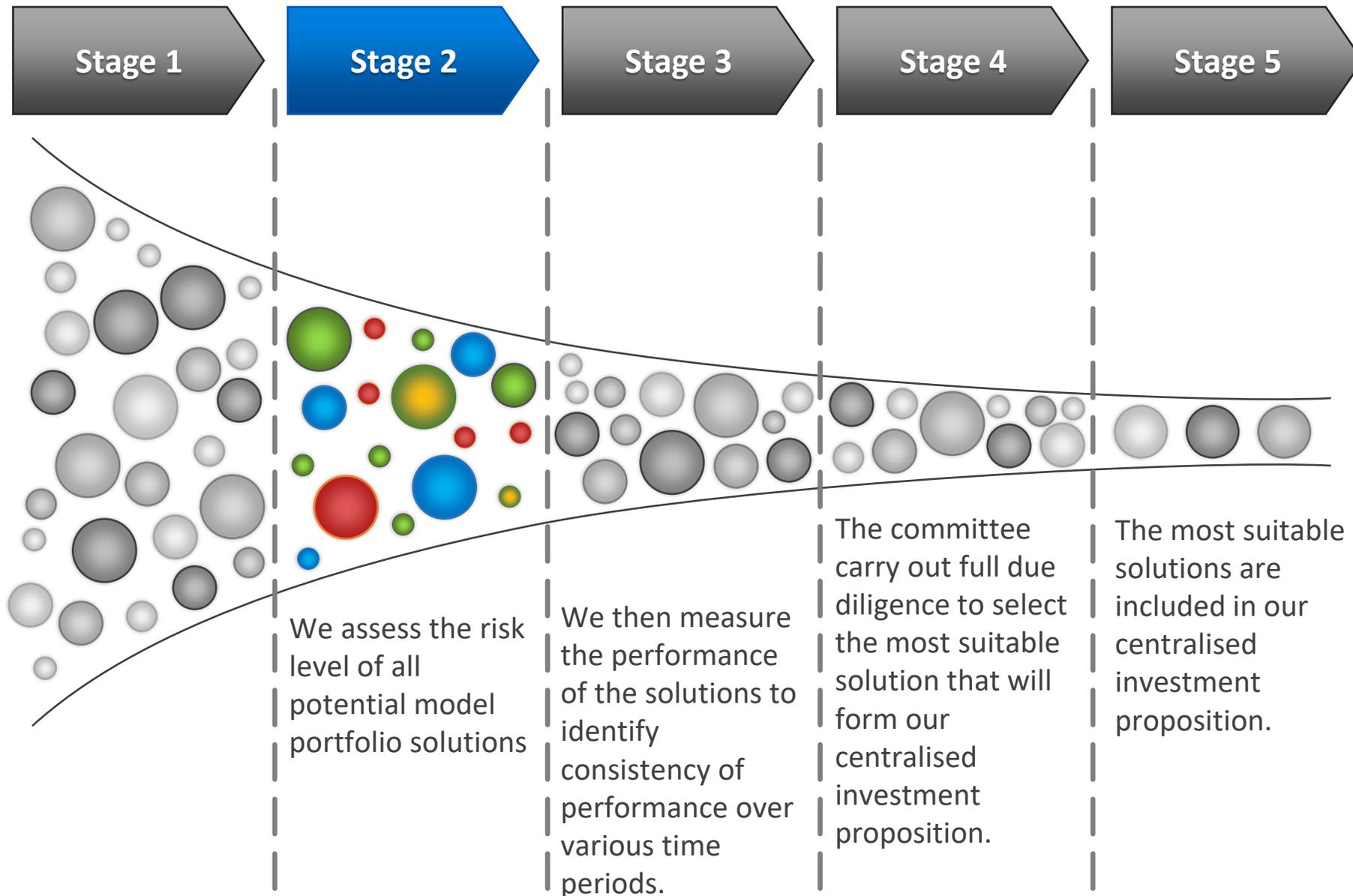
Filters we use include:

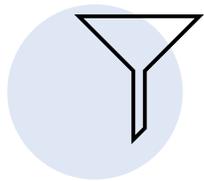
- Adequate assets under management
- Sufficient track record of MPS service
- Competitive fee structure
- DFM provider subscribes to ARC
- Model portfolio solutions are available on comparison tools to aid ongoing monitoring

And many more...

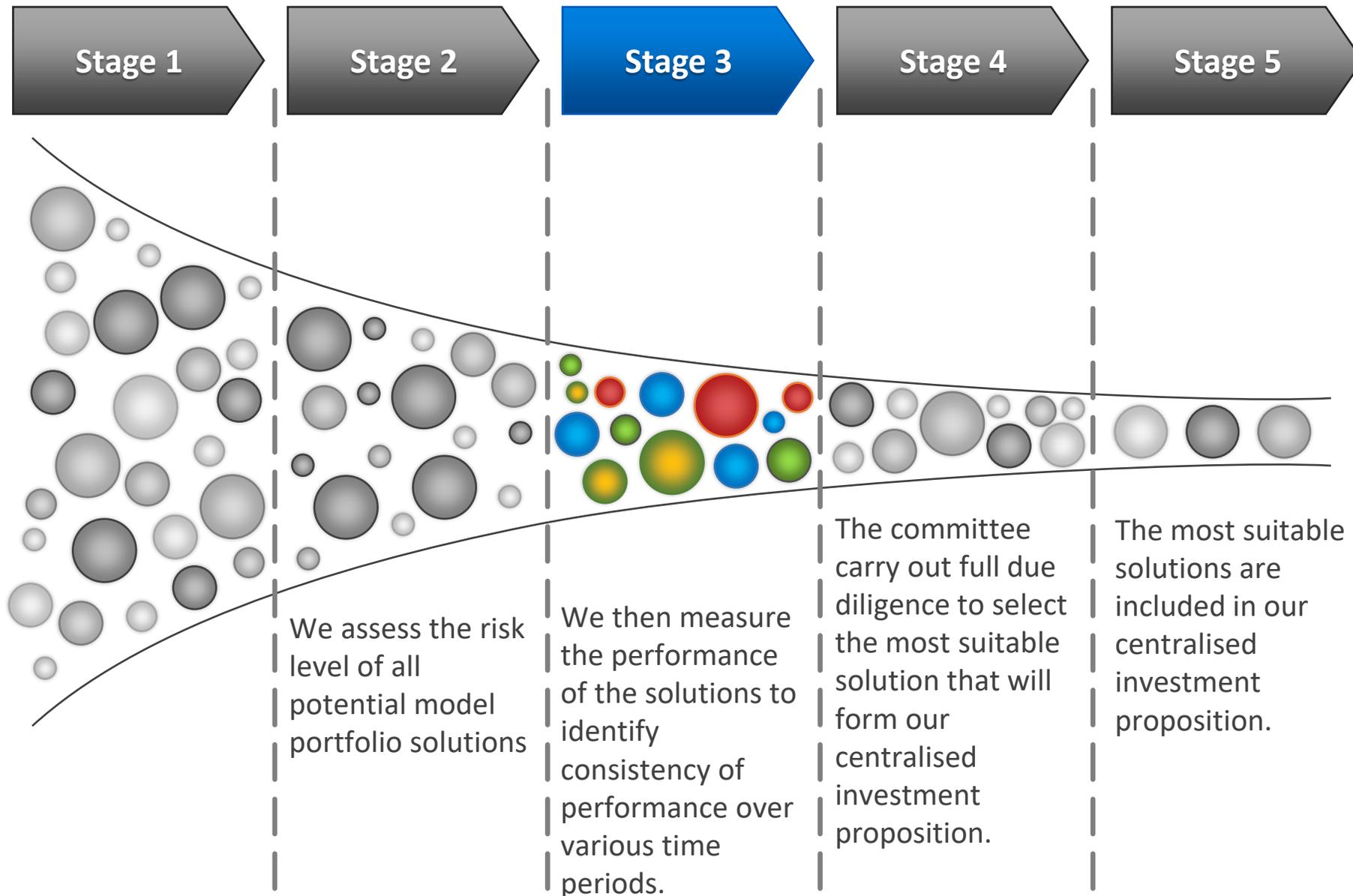


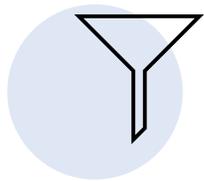
Whole of Market to Short List



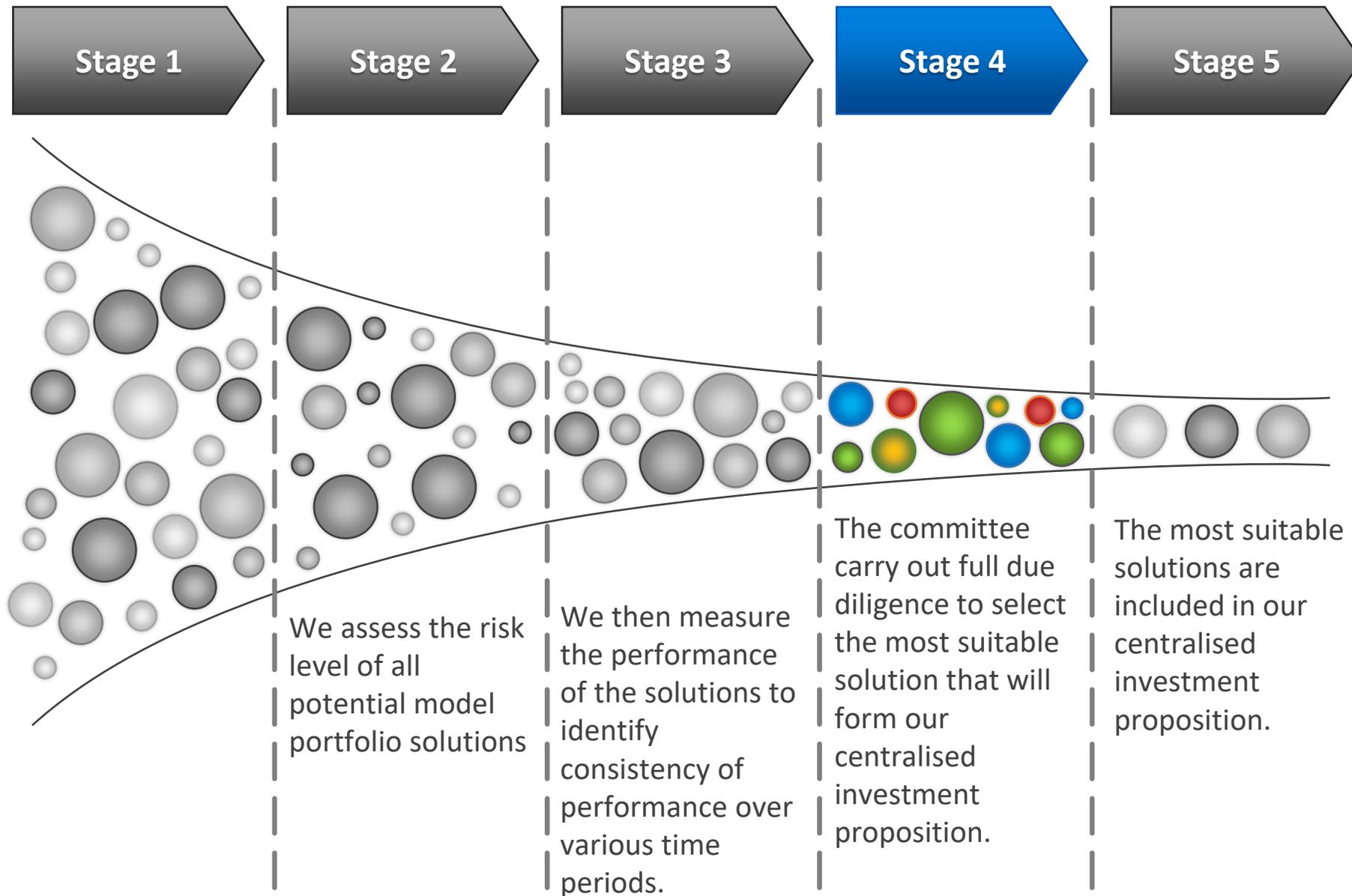


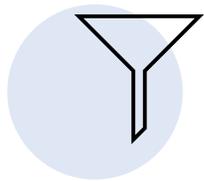
Whole of Market to Short List



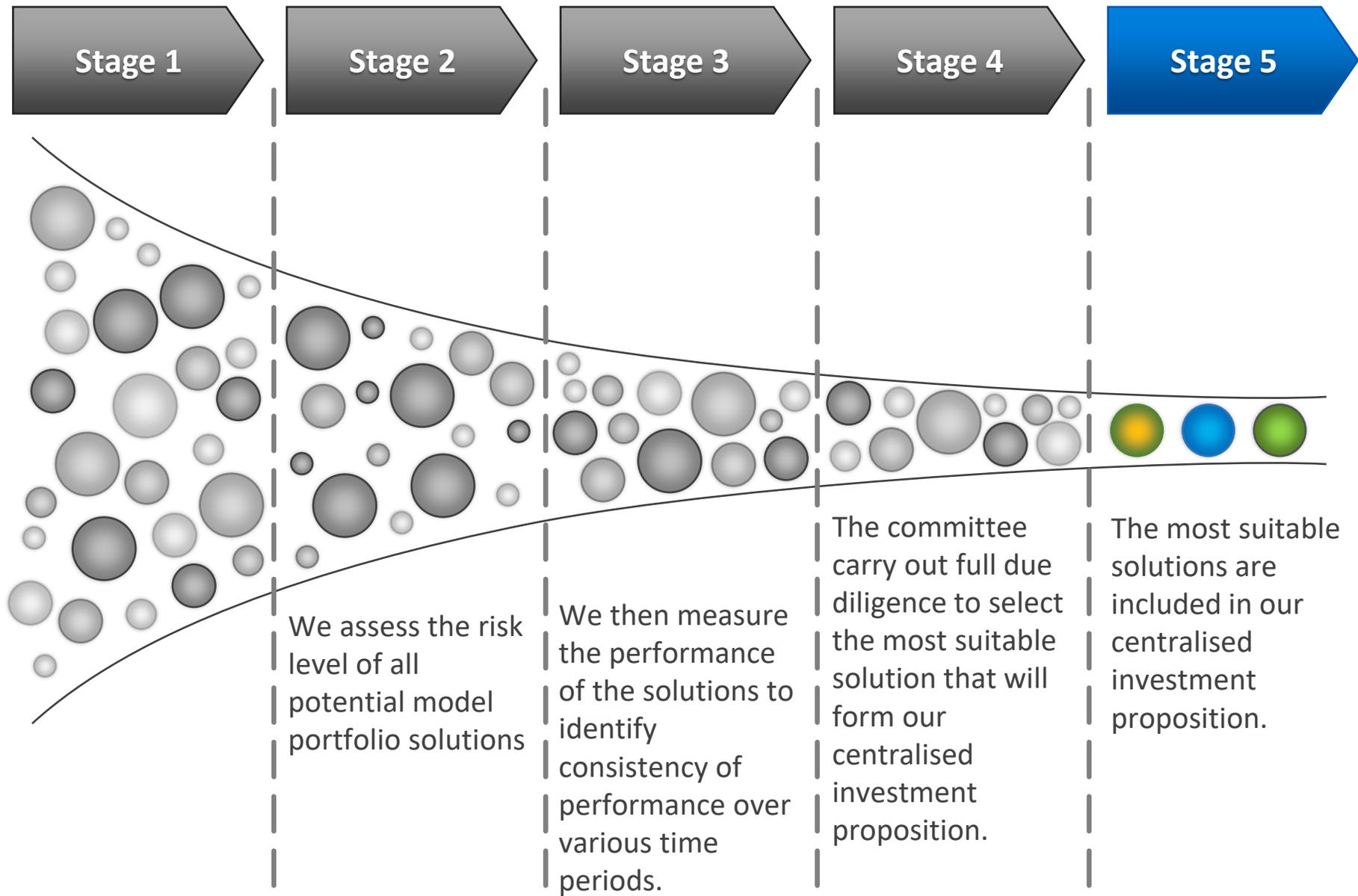


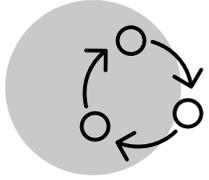
Whole of Market to Short List





Whole of Market to Short List





Ongoing assessment



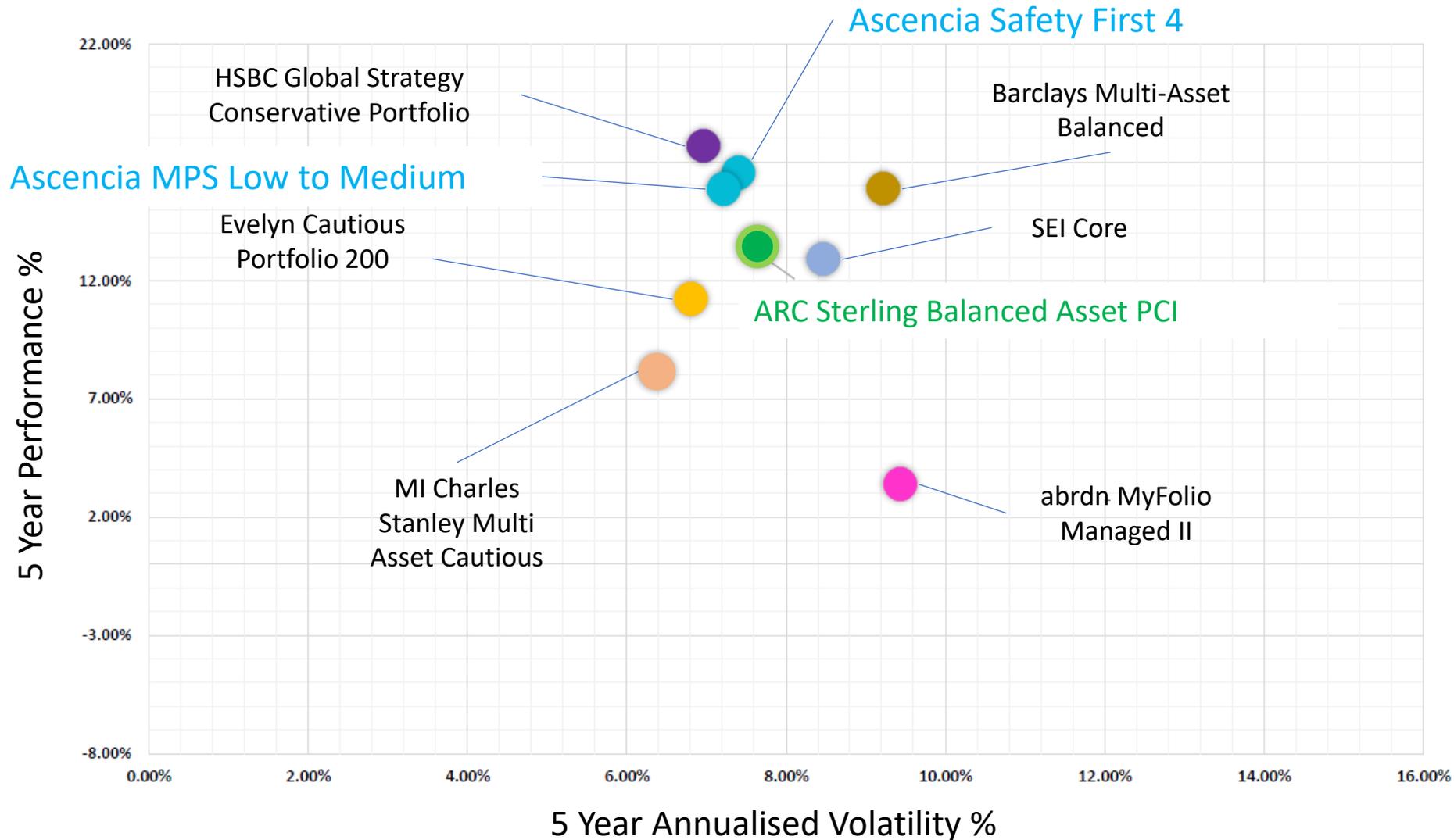
The solutions within our centralised investment proposition are constantly monitored to ensure that they remain suitable for our clients needs, objective and goals.



Our Investment Committee meet regularly and are called if there is any significant changes in the market. Working in such an agile way enables us to make decisions swiftly when required.

Performance

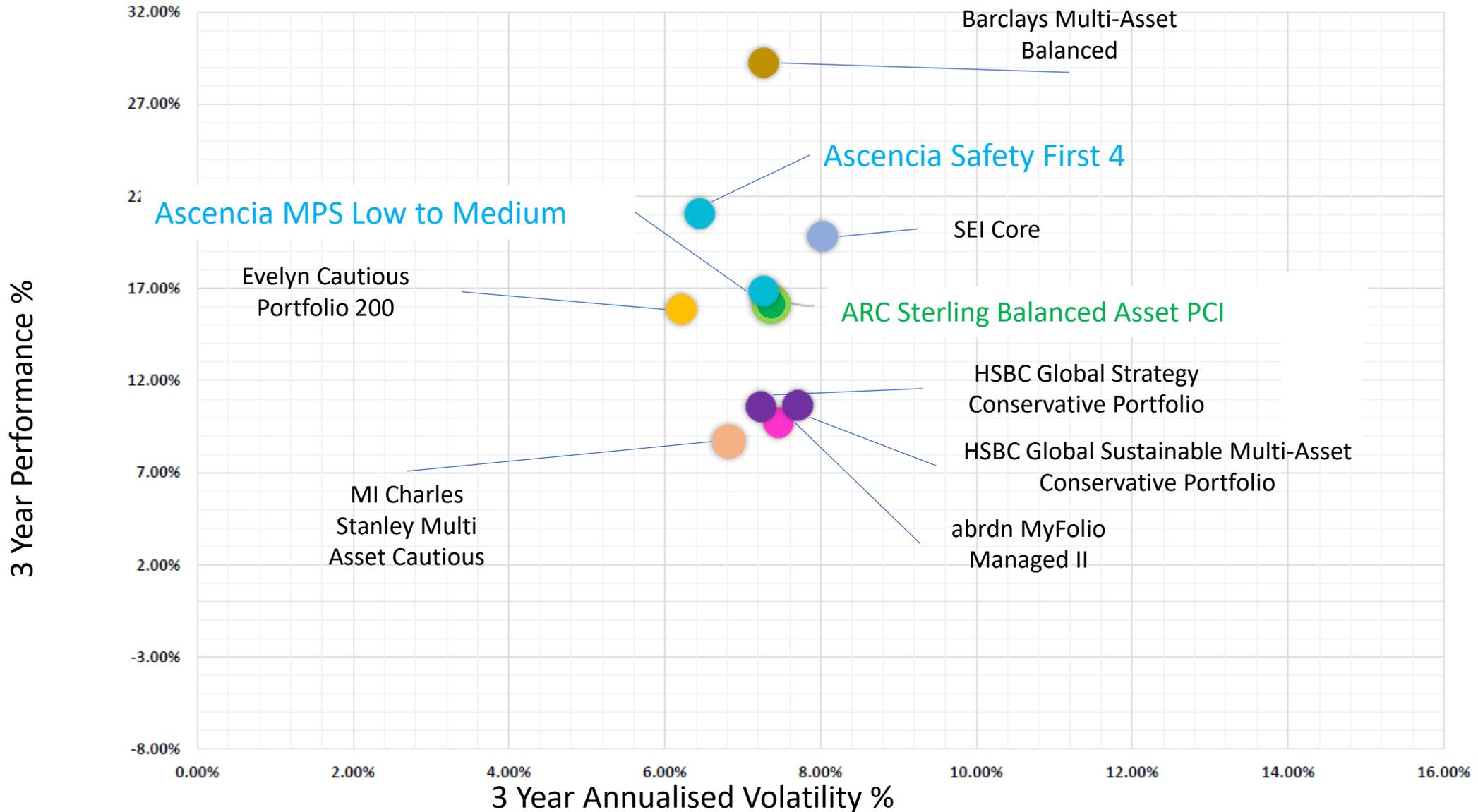
5 Year FTL Competition Comparison – Risk Level 4



Source: FE Analytics/Ascencia IM - Date range: 31.03.2018-31.03.2023. The information provided is not to be treated as specific advice. It has no regard for the specific investment objectives, financial situation of any specific person or entity. The investments discussed in this document may not be suitable for all investors. Investors should make their own investment decisions based upon their own financial objectives and financial resources and, if in any doubt, should seek advice from an investment adviser. Past performance is not a guide to future performance. The value of investments and any income from them can fall and you may get back less than you invested. If you invest in currencies other than your own, fluctuations in currency value will mean that the value of your investment will move independently of the underlying assets. The information shown above seeks to compare the performance of a selection of model portfolio solutions and investment fund solutions that we believe share similar investment characteristics and objectives in line with Dynamic Planner Risk Rating 4 out of 10 -Low to Medium Risk.

Performance

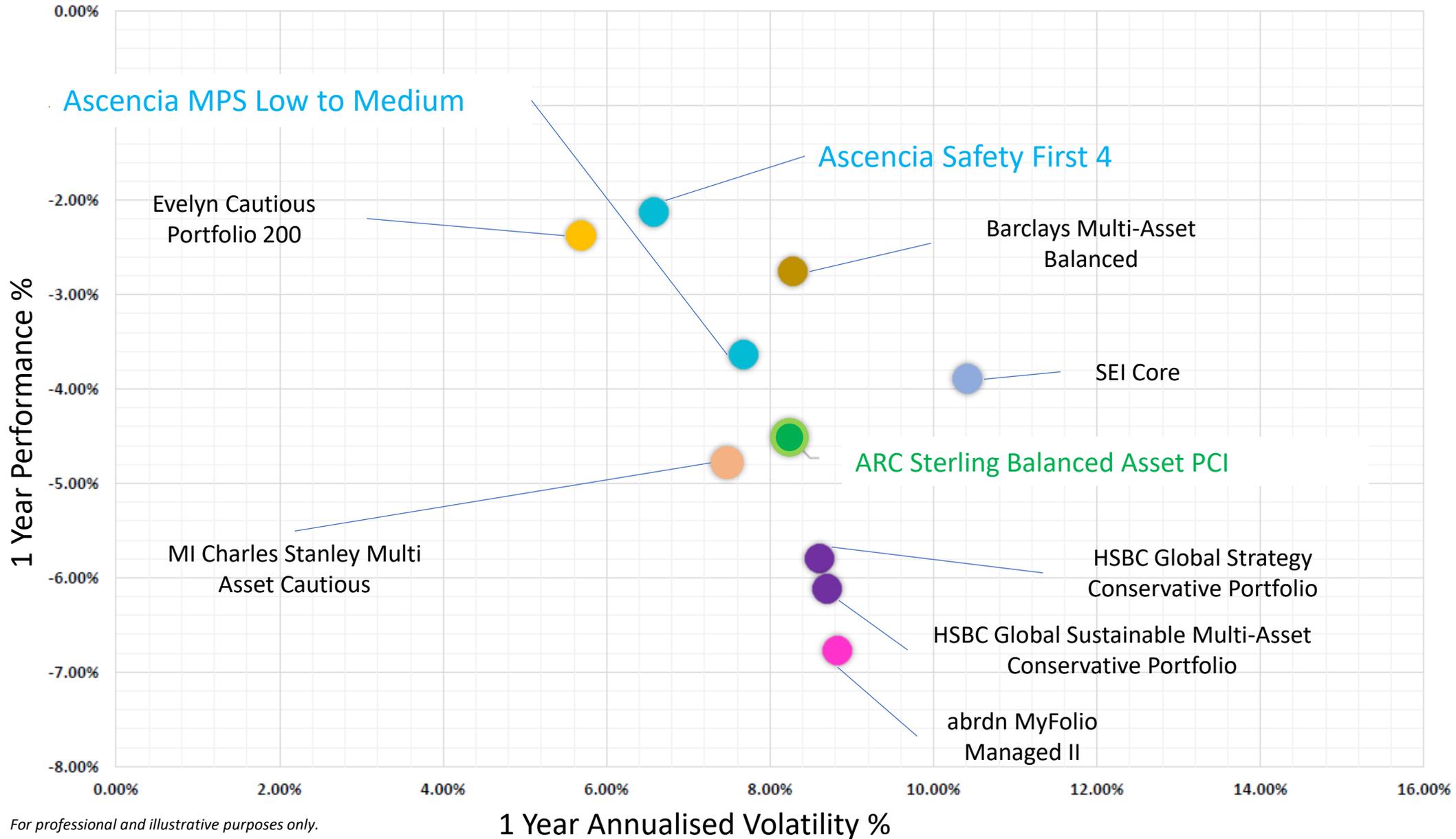
3 Year FTL Competition Comparison – Risk Level 4



Source: FE Analytics/Ascencia IM
 Date range: 31.03.2020-31.03.2023.
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Performance

1 Year FTL Competition Comparison – Risk Level 4



Source: FE Analytics/Ascencia IM
 Date range: 31.03.2022 31.03.2023.
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ascencia
Investment Management

Ascencia Investment Management

Simon Callow Chief Investment Officer

Anthony Holt Director of Investments



>> Dynamic Investment Solutions. Defined by life



Agenda

How do Ascencia measure value?

- » Client piece of mind
 - » Investment Choice
 - » Ongoing Due Diligence
 - » Sustainable Investment Approach
 - » What's on our mind?
-



‘Peace of mind’

Investment Philosophy

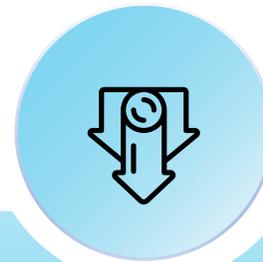
Our investment philosophy is founded on the following principles:



**Smoother
Investment
Journey**



**Defending
the capital**

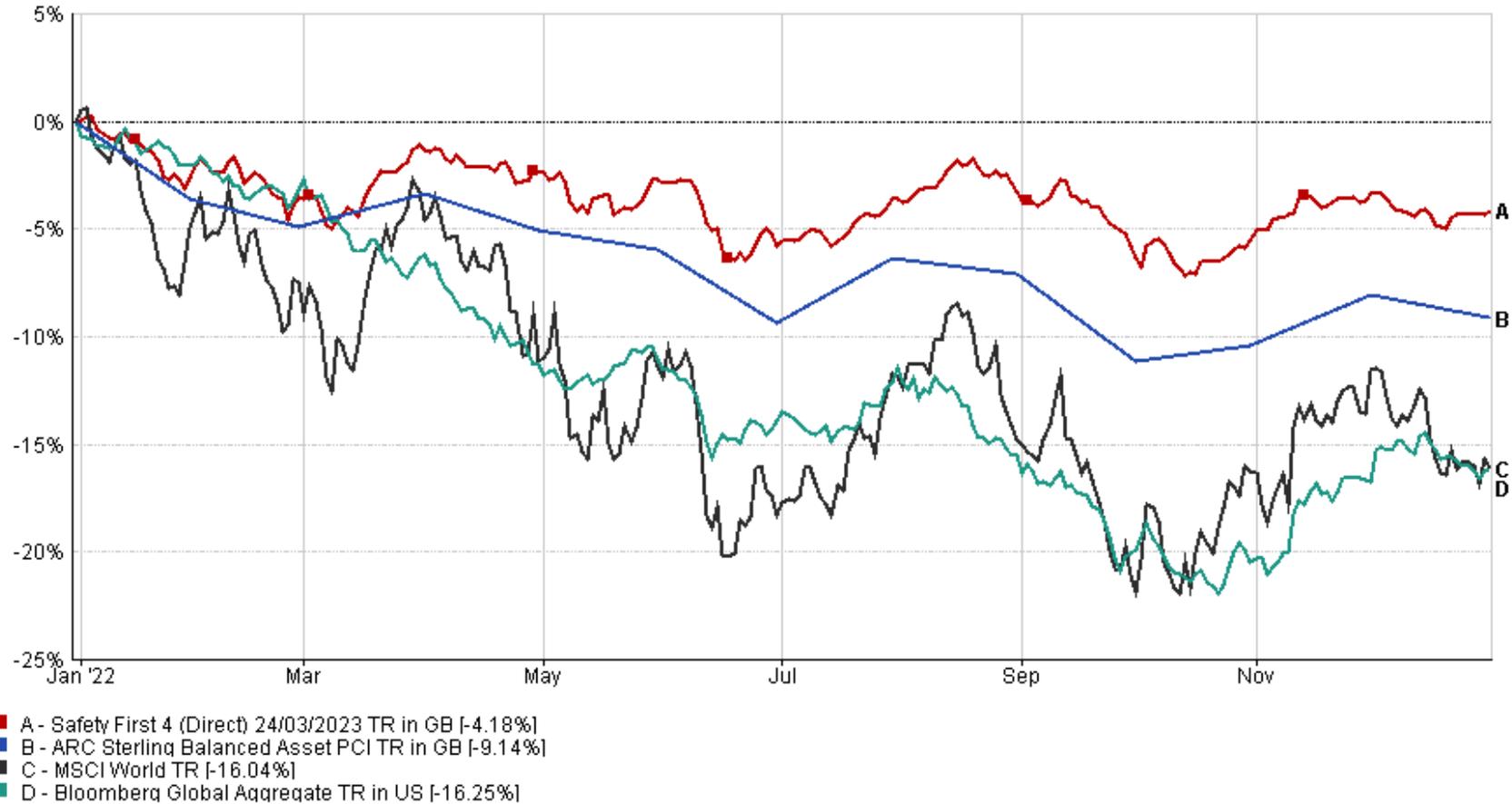


**Low cost
integration**



Agile

'Defending the capital'



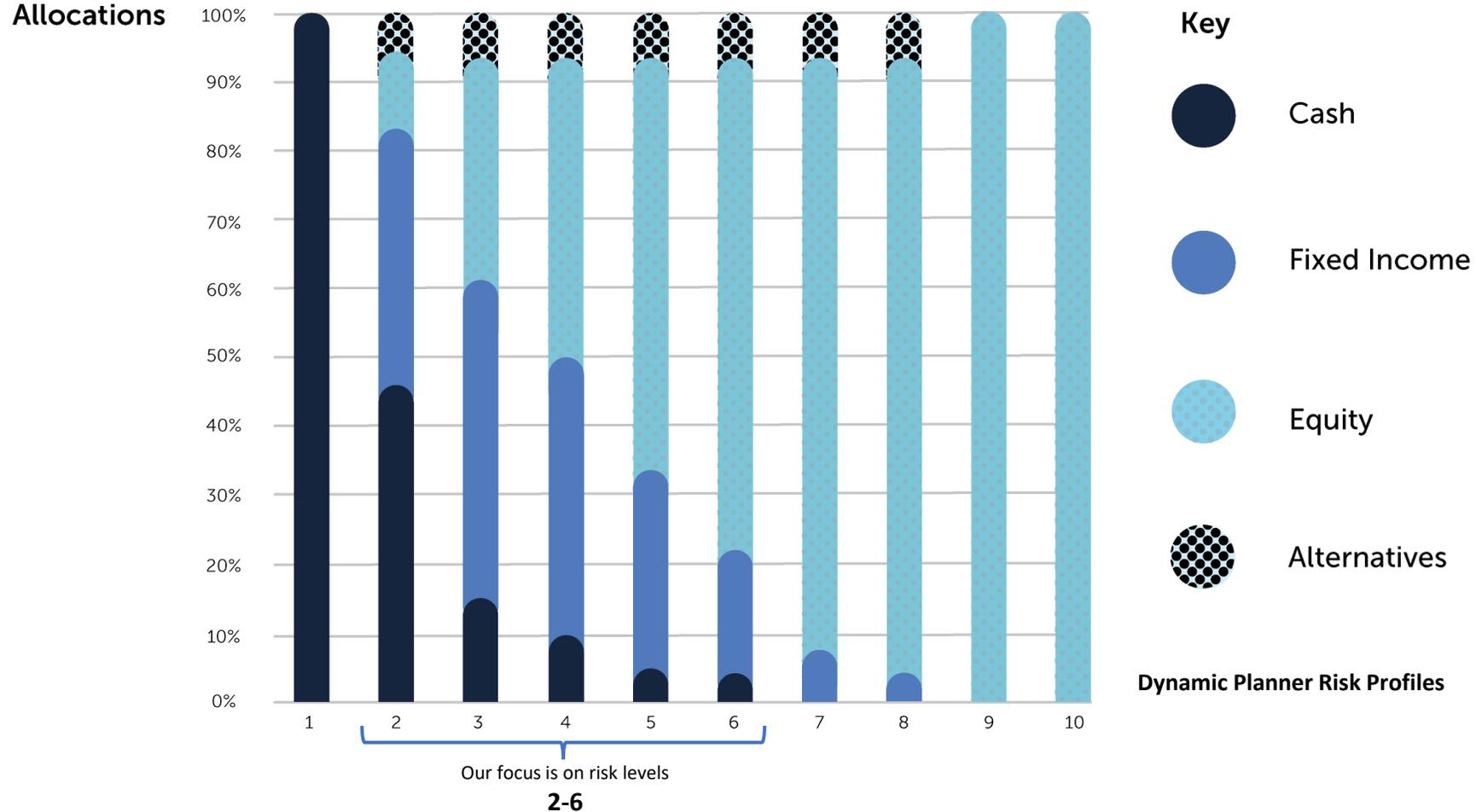
31/12/2021 - 30/12/2022 Data from FE fundinfo2023

Source: FE Analytics/Ascencia IM as at 31.12.2022 For professional and illustrative purposes only.



Choice of Investment Solution

Investment portfolio risk scale



A range of investment solutions for individual client risk appetite

		Risk Levels
Safety First	»	2 - 6
MPS	»	3 - 7
Sustainable	»	3 - 6
Portfolio of Shariah Compliant Solutions	»	4 - 6



Ongoing Due Diligence

Research and Due Diligence

Dynamic Asset Allocation



Statistical Analysis & Market Information



Due Diligence



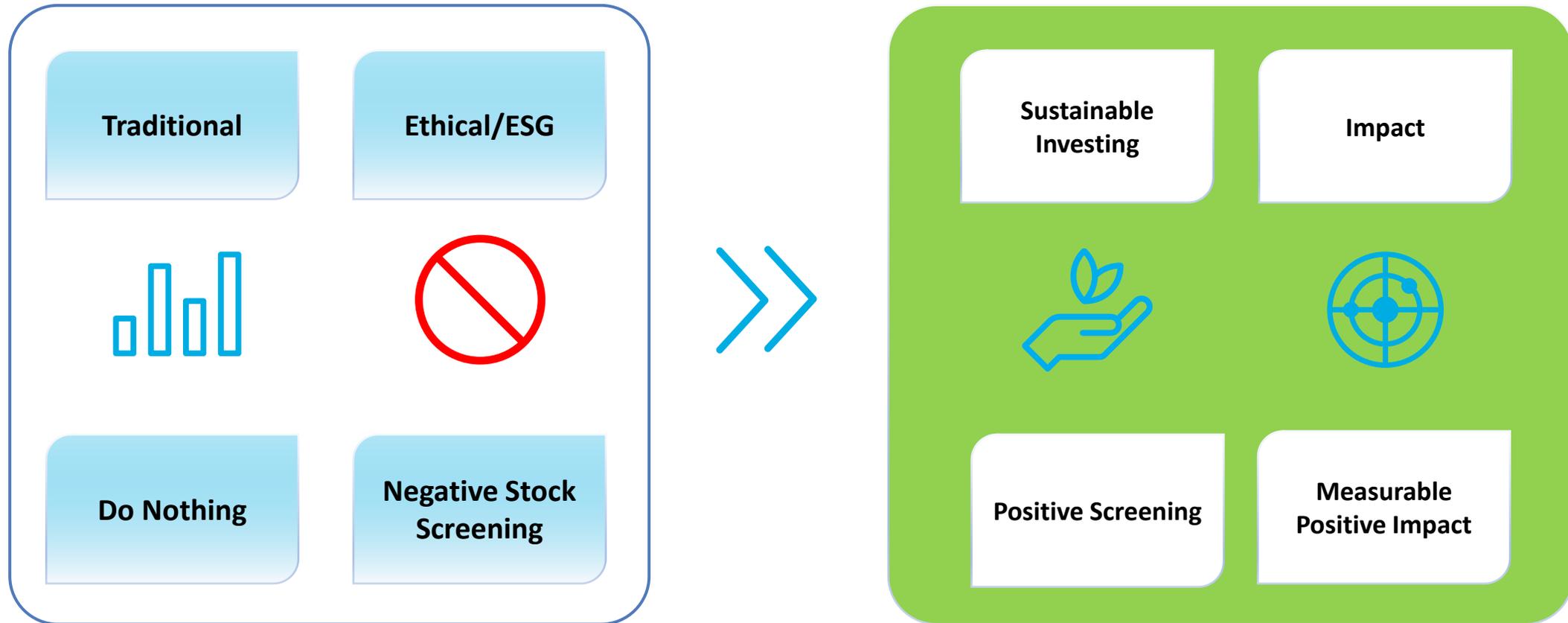
Macro Economic Research





The Evolution of Sustainable Investing

The journey of ESG to Sustainable Investing



Where we are now

Sustainable Investing



Rewarding companies that operate Sustainable/ESG friendly businesses

Impact

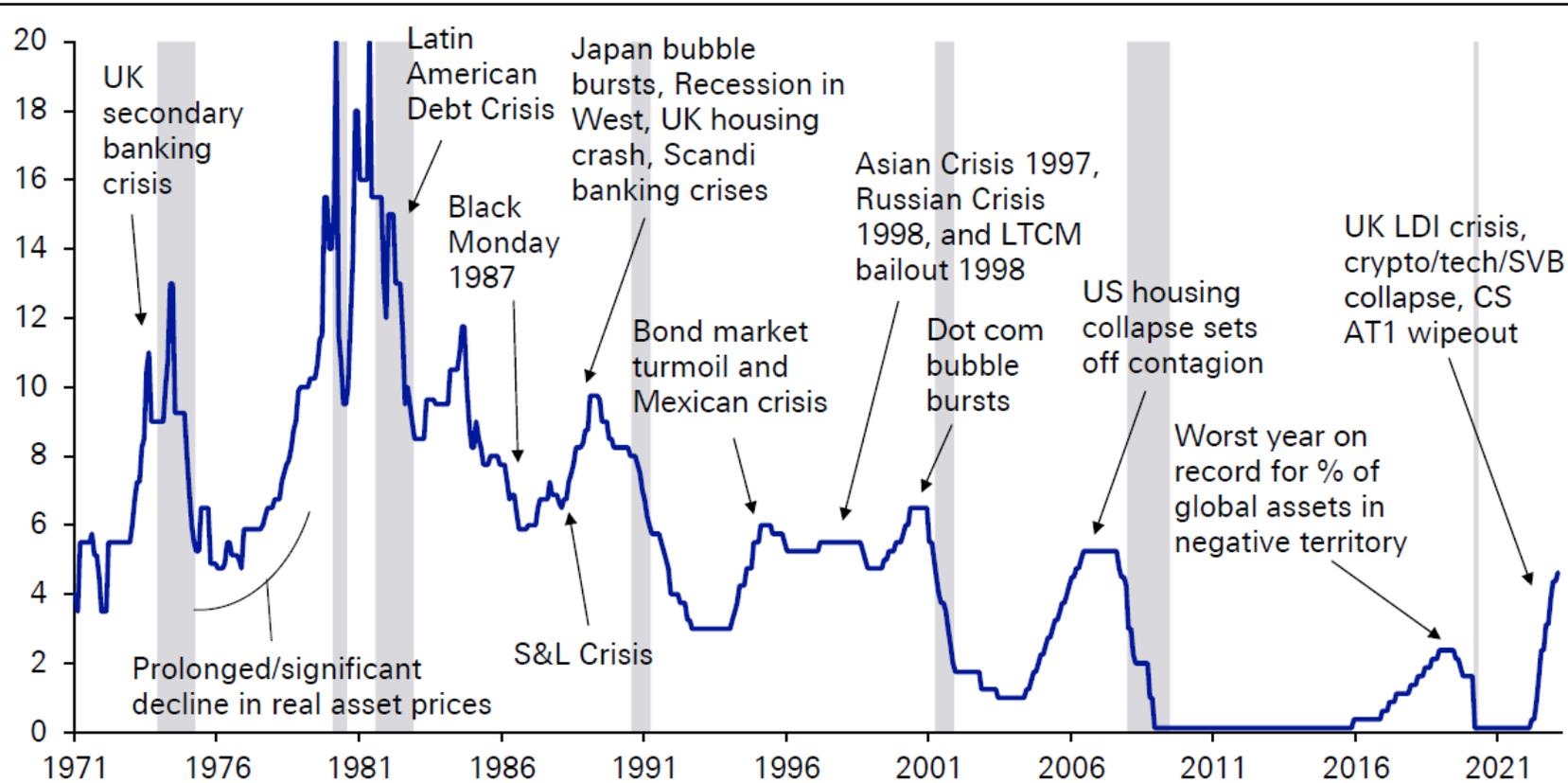


Investing in companies that have a measurable positive impact on the environment or society



What's on our mind?

Historically Interest Rate Hiking Cycles have led to a crisis



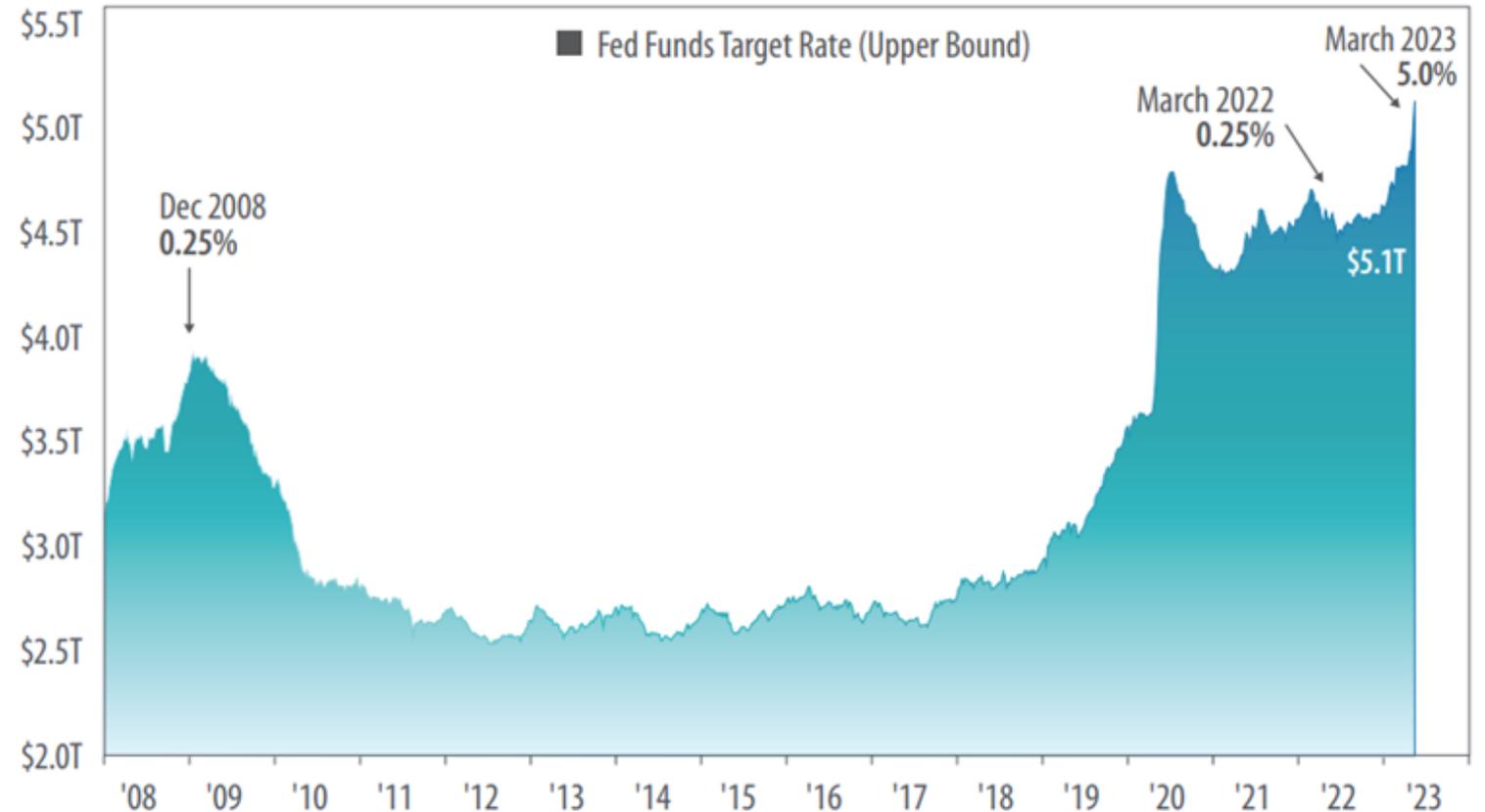
Source: Bloomberg Finance LP, Haver Analytics, Deutsche Bank

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Capital flight from Banks to Money Market funds

Record inflows into Money Market funds

Money Market Fund Assets Hit New All-Time High ICI All Money Market Funds (Total Net Assets)



Source: Bloomberg and Investment Company Institute (ICI). Weekly data points from 3/21/2007 – 3/22/2023.

For professional and illustrative purposes only.

Money Market Funds – attractive yields

Fund	Yield	Average Credit Rating
LF Canlife Sterling Liquidity I Acc	4.28%	AA
DWS Managed Sterling	4.24%	AAA
HSBC Liquidity Fund Acc	4.05%	AAA
BlackRock ICS Sterling Liquidity Premier GBP	4.15%	AAA

Source: FE Analytics/Ascencia IM as at 10.05.2023

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Summary



Diversification
crucial in a range
bound market
characterised by
volatility



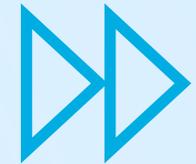
Inflation
showing signs of
slowing



Interest rate
cycle nearing
peak



Market focus
shifts to 2024
outlook



Portfolio agility
key in this market
environment



ascencia
Investment Management

Thank you for listening

Contact Us



enquiries@ascenciaim.co.uk



Ascencia Investment Management



Dynamic Investment Solutions. Defined by life

