

FINANCIAL PROMOTION FOR PROFESSIONAL INVESTORS AND ADVISERS ONLY.
NOT TO BE RELIED UPON BY RETAIL INVESTORS.

INTERNATIONAL AND OFFSHORE
DISCRETIONARY PORTFOLIO MANAGEMENT
Partnering with Financial Advisers and Intermediaries



ASSET
MANAGEMENT
INTERNATIONAL

ADVISER GUIDE 2024

A BRIEF HISTORY

Our origins trace back to the 1930's and the floor of the London Stock Exchange. From these early beginnings, TAM is now an award-winning institutional investment expert providing onshore and offshore investment solutions to clients worldwide.

In late 2007 the TAM Active range of model portfolios were launched and immediately tested during a market meltdown as we entered the sub-prime led 'financial-crisis'. Our ethos from day one has been "to make money you mustn't lose money" and place risk management and capital preservation at the core of all we do. These policies proved up to the task as our clients incurred only minor losses during that period of unprecedented equity market decline and were able to benefit fully from the bull market that ensued.

2014 saw the launch of the TAM Sustainable World model portfolios, one of the first range of thematic ESG and Sharia model portfolios catering to those with specific ethical, environmental or religious beliefs to be launched. Today ESG is a core component of the investment landscape and an essential requirement for a new generation of investors. To further enhance the ESG offering the You Give, We Give, initiative was launched resulting in over £250,000 donated to worthy charities.

Today TAM continues to work exclusively with Advisers, intermediaries and their Clients providing a range of discretionary and model portfolios invested globally across multiple asset classes and strategies.

THE CHALLENGE OF INTERNATIONAL AND OFFSHORE INVESTMENT

Since 2005, from our fully regulated office in Mauritius we have been servicing advisers and clients based in Africa, Asia, the Middle East and beyond. Our proximity combined with our innovative online platform ensure we are always responsive and advisers have access to all the timely information and support they, or their clients, require. Our strong relationships with Life Companies, Pension providers and Trustees ensure that however an investment is structured we are able to provide a solution for the underlying portfolio.

We deal with every new client as if they were our first and maintain the flexibility and level of attention frequently lacking from homogenous service providers. This adaptability has attracted many individuals and advisory groups to partner with us to provide bespoke or 'white-labeled' model portfolios and centralized investment propositions for their clients.



BENEFITS FOR CLIENTS

Putting clients first. Our service has been created to ensure your clients reap significant benefits from your decision to appoint us as their investment manager. From the reassurance that their investments are being managed by a 'safe pair of hands' to the comfort of knowing they can access their portfolio statements at any time, we ensure that your clients' best interests are central to all we do.



The reassurance of a dedicated investment team managing your portfolio.



Active and timely portfolio management. We are responsive to changing economic fundamentals and market conditions to ensure your portfolio asset allocation remains aligned to your risk profile.



Security. Our primary custodian, Pershing, is part of BNY Mellon, one of the largest banks in the world.



Institutional Access. We have access to many low-cost investments only available to institutional investors.



Flexibility. Clients have the option of many traditional and thematic investments risk profiles available in USD, GBP and EUR. There is no charge for changing risk profile.



Long term performance track record. We have a clear history of capital preservation and out-performance.



Enhanced portfolio reporting and tax documentation. Complete transparency and real-time overview of your investment portfolio.



Have access to your money when you want it. All our model portfolios offer daily liquidity with no lock-in periods or redemption penalties.

BENEFITS FOR ADVISERS

Partnering with TAM can lower your business risk and importantly help grow your business. By focusing on our core strengths, we can achieve more.

The challenge of managing clients' investments increases year-on-year. Whether it be dealing with market uncertainty, regulatory changes or increased client demands, Advisers are often distracted from their core strengths of relationship building, structuring and holistic financial advice. Partnering with TAM to offer your clients access to award-winning investment solutions can allow you to focus on those core strengths and build your business.



REDUCE YOUR COMPLIANCE BURDEN

Once you understand your clients' objectives and risk profile, you hand over the day-to-day responsibility of constructing and managing the investment portfolio to our team of experts. We then monitor the portfolio and make any necessary changes to the asset allocation or underlying fund selection to remain within the agreed risk profile and be responsive to changing economic and market conditions.



ENHANCE YOUR PORTFOLIO REPORTING

We take care of your portfolio reporting by tailoring its delivery to your exact requirements through our online platform.

- We provide bespoke pre-investment reports and proposals for each of your clients.
- Whenever you conduct a periodic client review, you have instantaneous access to real time comprehensive and tailored reports.
- Your clients have online access 24/7 to view their portfolio without having to revert to you.



REDUCE COST AND IMPROVE PROFITABILITY

We alleviate the administrative burden of investment management and much of the associated regulatory costs, saving you time and money and allowing you to focus on your clients.



YOUR CLIENTS REMAIN YOUR CLIENTS

TAM only ever works in partnership with advisers so will never look to circumvent you. We are always available to meet clients and answer any questions they have about their investment, but you decide on the level of contact we have with your clients.



INCREASED INVESTMENT OPTIONS

We offer a wide range of options from our more traditional model portfolios, to those with a thematic focus such as ESG, or to a completely bespoke service.



DEVELOP YOUR OWN BRAND OR SERVICE

All our advisers can benefit from branded literature and online access. Additionally we can create a fully bespoke or whitelabelled investment proposition integrated into your own website.



MARKETING SUPPORT

From bespoke literature, seminars and conferences to other client interactions we work with you to create tailored marketing support.

We outsourced our investment management to TAM two years ago and have not looked back. Client engagement has improved, our administration is easier and most importantly, we don't have to watch the markets everyday and worry if our clients are correctly invested.

A.M., IFA, AFRICA

WHAT CONCERNS DO YOU HAVE ABOUT APPOINTING A DFM?

Whilst the concept of appointing or out-sourcing to a DFM, is widely accepted it can still be a relatively new experience for some advisers. Having been through this journey with many advisers we are familiar with the concerns you may have or the issues you may face.



“They are Expensive”

Clients will indeed incur an additional DFM charge. However, when we consider the potential cost reductions for the portfolio as a whole, their overall cost may actually fall. For an annual management charge as low as 0.35% clients gain access to the lowest cost institutional investments with combined TERs of only 0.45%¹ plus all the additional value our appointment brings.

¹Average weighted TER of our Premier Balanced GBP at time of publication.



“My client portfolios are relatively small”

We have created our portfolios to be as accessible as possible with minimum investments starting at \$7,500, or currency equivalent.



“My client doesn’t want to sell his portfolio simply to move to a DFM”

We will always review an existing portfolio and suggest the most efficient way of moving it to us. In most cases we will conduct an in-specie transfer to maintain the current positions and ensure the client is not out of the market for any period of time.

Data and prognosis of activity



“DFMs can steal my clients”

This can be a real issue when working with a large financial services company, where DFM is a small part of their offering. TAM only work through advisers and only offer DFM services. **Your client will always remain your client.**



“How do I justify my fee when I outsource to a DFM?”

We have found it actually makes the conversation easier and clearer for the client; your fees cover the overall advisory offering, the performance monitoring and ongoing assessment of our suitability to manage their investment. Our fees cover the underlying investment management.



“DFMs simply invest in their own funds”

We are 100% independent, do not manage any funds of our own, nor receive any incentive to invest in anyone else's fund. This allows the freedom to invest in the best funds, managed by the best fund managers from the best fund houses.

“When we started proposing a DFM solution to our clients they were initially concerned about the additional costs. However, when we showed them the benefits TAM would bring, and the underlying costs savings compared to their existing selection of investments they were 100% satisfied.

D.B, IFA, ASIA

ASSET SECURITY & LIQUIDITY

To us, the safety of clients' capital is paramount and supersedes the importance of the managing entity.

To ensure this safety remains prevalent, our primary custodian is Pershing Securities Limited (Pershing), who currently have over 600,000 clients with assets of over \$2 trillion.

Pershing are part of The Bank of New York Mellon, one of the largest financial and custody institutions in the world. Having client assets held in custody with an institution of this size provides an unparalleled level of protection and security as well as execution, clearing and settlement services.



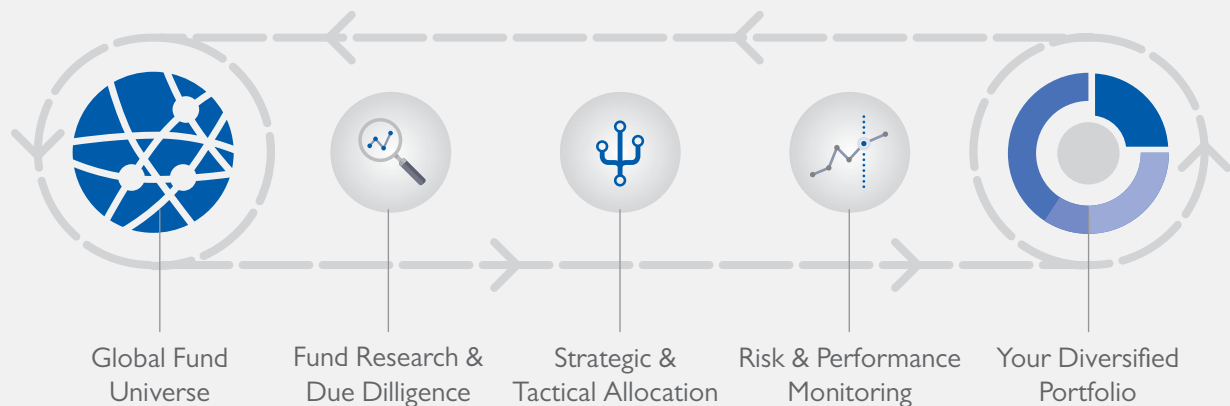
Our open-architecture approach also allows to use and work with other custodians if more suited to your business requirements.

At the core of our approach to investing is simplicity and liquidity. Our entire suite of model portfolios are made up of highly liquid funds in mainstream markets, without using derivative or structured products to increase the returns profile at the expense of liquidity.

The time required to return your clients' money is reported everyday and we do not impose any lock-in periods for clients withdrawing or moving their funds if their circumstances change, or if they are not entirely satisfied.

INVESTMENT PROCESS

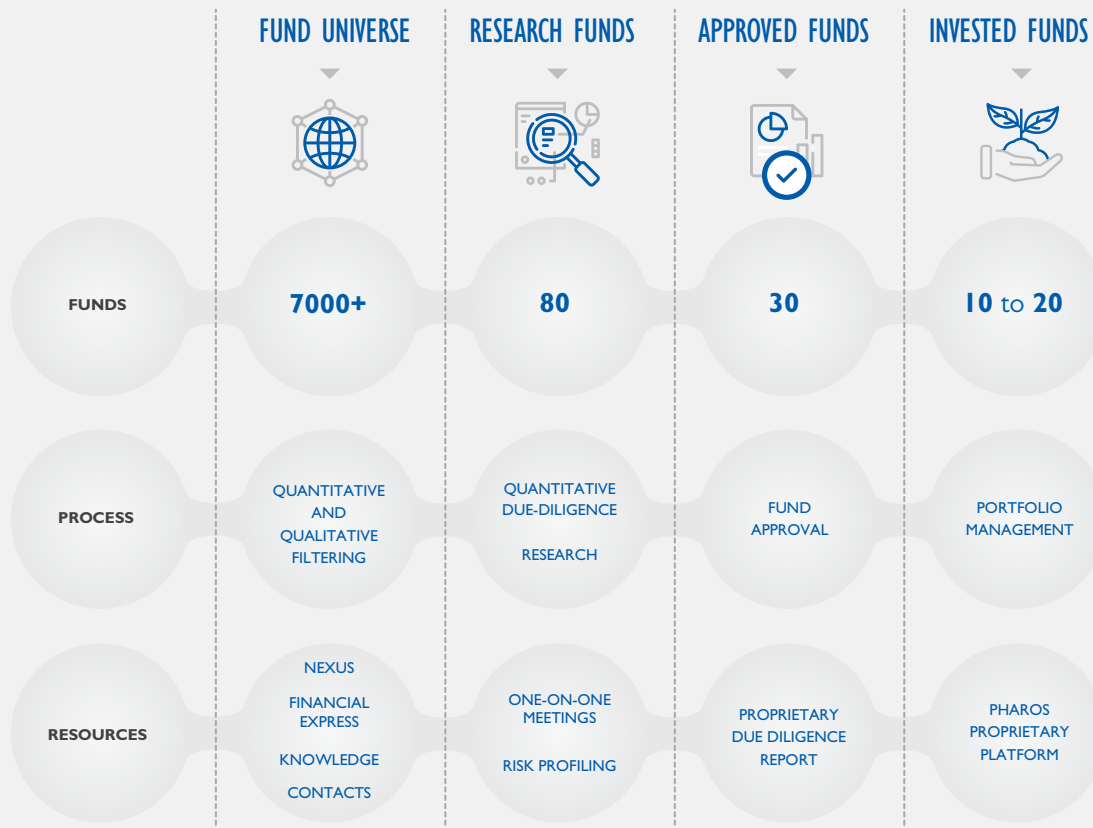
We follow a robust and well considered investment process. From asset allocation modelling, fund universe filtering and selection, to the construction and monitoring of your client's portfolio, we follow specific guidelines and procedures to ensure well-balanced and diversified portfolio construction.



Markets are forever changing so we are continuously anticipating and adapting. Based on the client's investment objectives and risk profile, long-term strategic allocations are determined, and shorter-term tactical positions are added to react to changes and dampen market volatility.

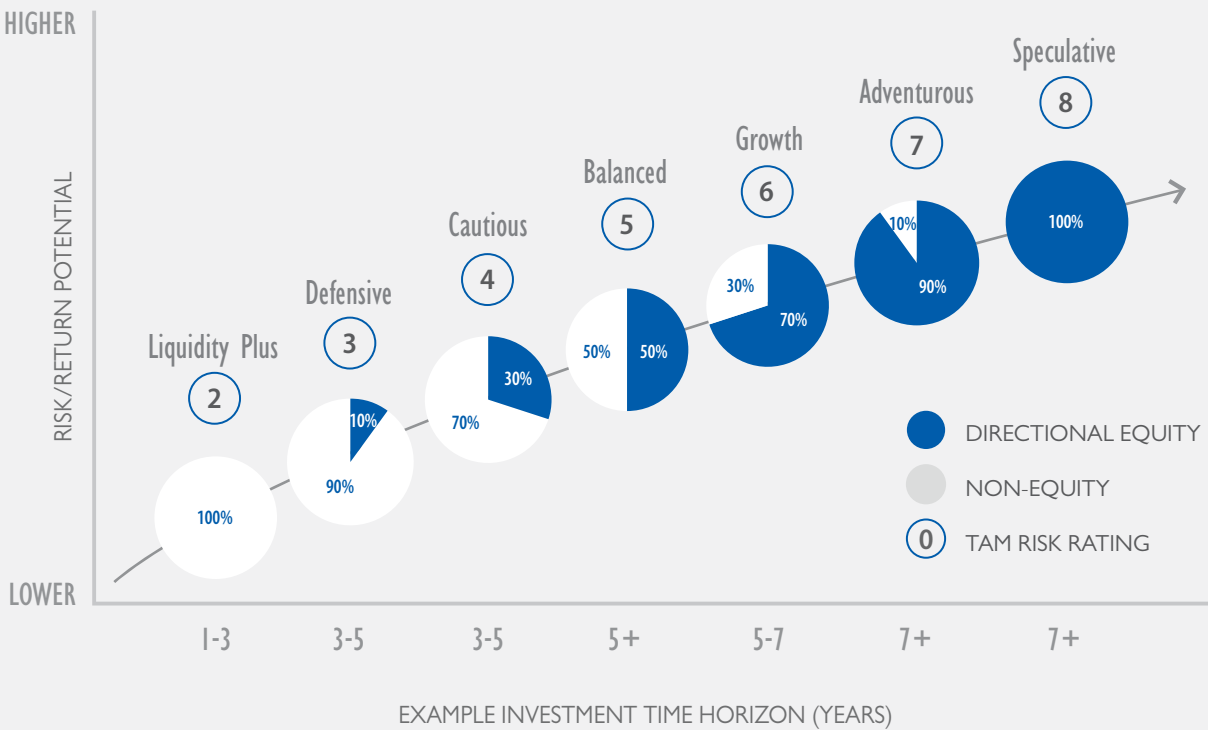
FUND RESEARCH

We monitor a universe of over 7000 funds, conducting structured and comprehensive research and indepth qualitative analysis and due-diligence in order to choose the right funds for each portfolio. We invest with the best fund managers from the largest fund houses around the world, aiming to invest in the lowest cost institutional focused funds. Our team of analysts visit the managers we invest with, conducting 100s of manager interviews a year, all with the aim of ensuring the accurate selection of investments for your client's portfolio.



RISK MANAGEMENT

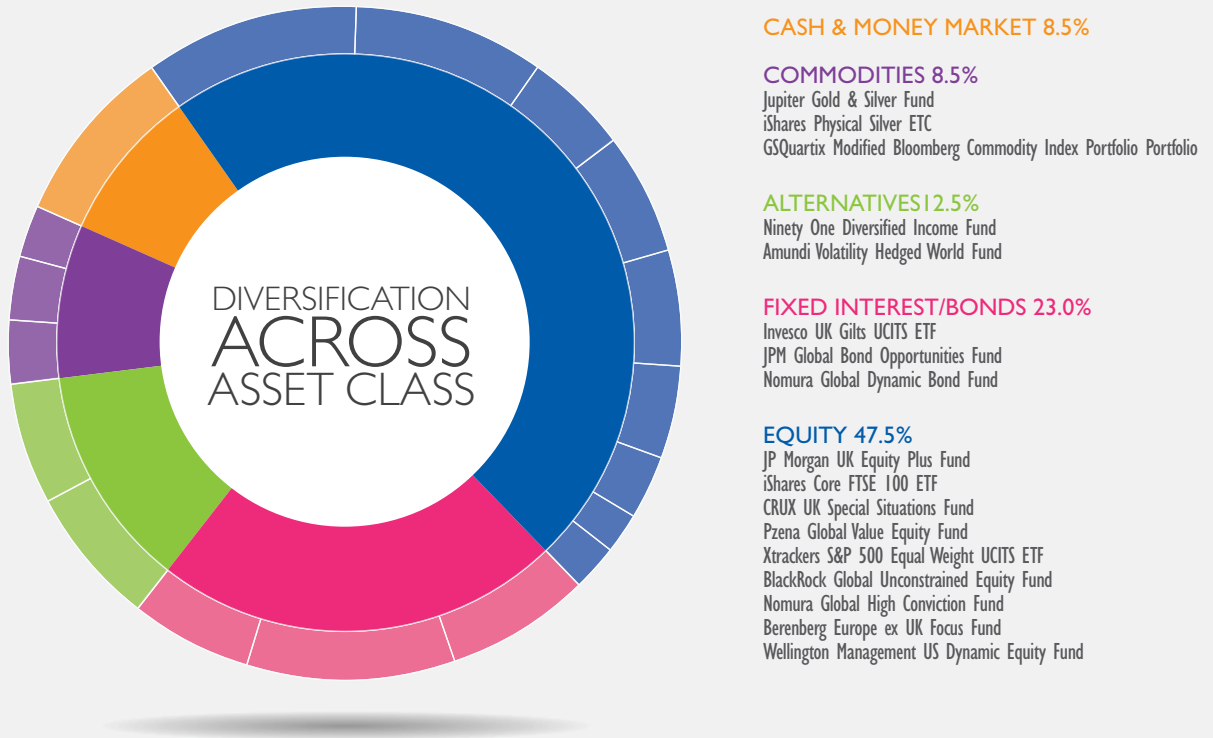
Each of our model portfolios is risk profiled so you can intuitively know which is appropriate to meet your client's investment objectives, which can be changed during the life cycle of their investment depending on their circumstances. Each of our services is available in Defensive to Adventurous, and our Active service benefits from additional Liquidity and Speculative portfolio options.



Source: TAM Asset Management International. The value of investments, and the income from them, may go down as well as up and may fall below the amount initially invested. Weightings may deviate from these levels at the Investment Team's discretion, whilst staying within specific guidelines.

DIVERSIFICATION

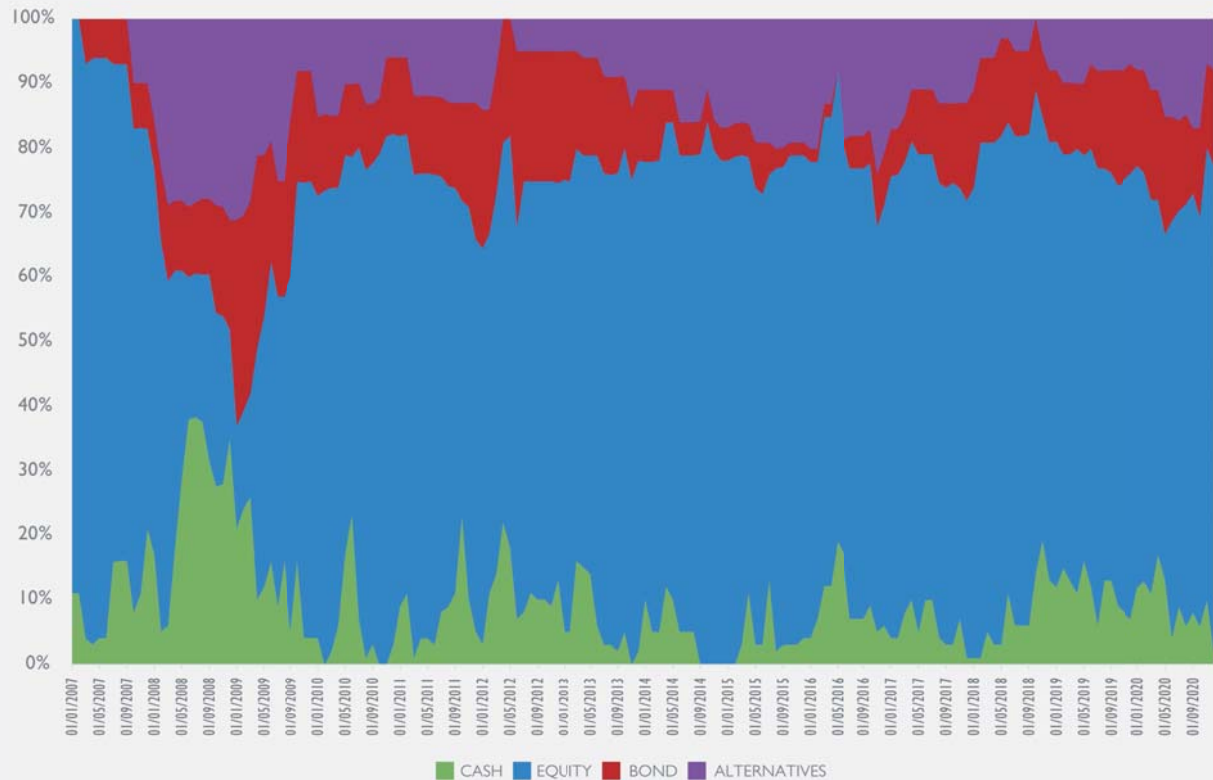
We use diversification across asset class, geographical focus and underlying funds to spread risk and exposure. Below is a snapshot of the asset allocation and fund selection an Active Balanced portfolio may invest in.



Source: TAM Asset Management International. The diagram is representative of an Active Balanced GBP portfolio. Weightings may deviate from these levels at the Investment Team's discretion whilst staying within specific guidelines.

FLEXIBILITY













As an active discretionary investment manager, clients benefit from our ability to adjust the compositions of their investment portfolios in order to quickly react to key market conditions. This flexibility allows us, within a portfolio's parameters, to add protection or take advantage of a growing market. To illustrate, the image shows the actions taken by our investment team to protect clients' wealth during the 2008 financial crash, actions similar to those carried out during the 2020 COVID-19 market fall.



Source: TAM Asset Management International. The graph is representative of an Active Growth GBP portfolio during the period shown.

LONG-TERM TRACK RECORD

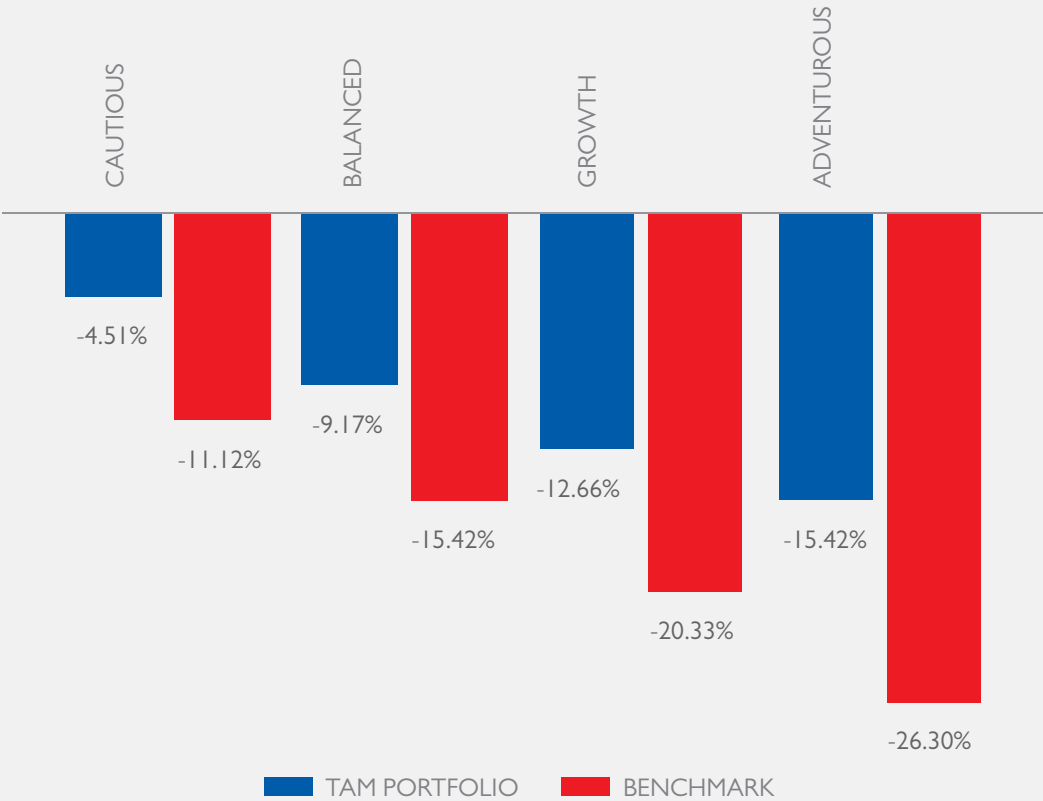
We must always recognise that past performance is never a guarantee of future performance, although we believe it can act as a guide and help demonstrate whether any manager, in this case TAM, actually implements the strategies and risk controls they proposit. Since the launch of our Active range of model portfolios we have followed the same edict of prioritising capital preservation and capital growth to generate positive medium and long-term gains for our clients.

	DEFENSIVE	CAUTIOUS	BALANCED	GROWTH	ADVENTUROUS	SPECULATIVE
Risk Profile	 Low	 Low/Medium	 Medium	 Medium/High	 High	 Very High
Portfolio Return						
3 Year	2.15%	7.69%	10.05%	13.98%	12.80%	15.80%
5 Year	9.01%	16.19%	17.57%	21.34%	22.43%	25.92%
10 Year	39.61%	62.64%	72.99%	99.09%	100.92%	N/A
Since Inception	47.56%	76.14%	89.13%	117.17%	117.59%	61.26%
Annualised Return	3.66%	4.63%	5.23%	7.48%	6.46%	6.41%
Volatility	3.90%	5.23%	6.85%	8.13%	9.82%	11.45%
						

Source: TAM Asset Management International. TAM Active GBP portfolio return from inception (Defensive 01/01/12, Cautious 01/01/08, Balanced 01/07/08, Growth 01/10/11, Adventurous 01/01/08, Speculative 01/01/15) to 30/06/22 net of TAM fees. Past performance is not a guide for future returns and investors may get back less than their original investment.

CAPITAL PRESERVATION

Capital preservation is at the forefront of our investment strategy. Our active portfolio management enables the investment team to reduce risk during difficult market periods, minimising losses for client portfolios and therefore resulting in potentially stronger recovery in financial markets in the years that follow. To illustrate, the image shows the average performance of our investment portfolios against their benchmark during the 2008 financial crash and 2020 COVID-19 market fall.



Source: TAM Asset Management International. Average TAM Active GBP portfolio return from 01/01/08 to 31/12/08 and 01/01/20 to 31/03/2020 net of TAM fees. Each benchmark is a composite of the broader UK equity market and the sovereign debt market. Past performance is not a guide for future returns and investors may get back less than their original investment.

A RANGE OF
TRADITIONAL
AND
THEMATIC
MANAGED
PORTFOLIOS

tam | active



ACTIVE INVESTMENTS

- 14 year track record
- 6 risk profiles
- Defaqto Risk Rated
- Minimum investment of £/\$/€ 7,500
- Available in GBP, USD and EUR
- Invest directly or via Pension, Trust, Bond or Life Assurance wrapped product.

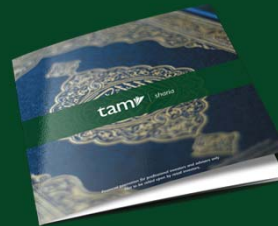
tam | sustainable world



SUSTAINABLE WORLD INVESTMENTS

- 8 year track record
- 5 risk profiles
- Defaqto Risk Rated
- Minimum investment of £/€7,500
- Invest directly or via Pension, Trust, Bond or Life Assurance wrapped product.

tam | sharia



SHARIA-COMPLIANT INVESTMENTS

- 7 year track record
- 5 risk profiles
- Minimum investment of £7,500
- Invest directly or via Pension, Trust, Bond or Life Assurance wrapped product.



- Designed for clients who want a fully personalised investment portfolio designed to reflect their specific individual requirements.
- A portfolio service that is tailored to your clients' investment objectives, personal circumstances, values and risk appetites.
- Assigned an investment manager who is dedicated to your client's portfolio, tailored to their exact requirements and manages it specifically for them.
- The service is available to those with at least £ / \$ / € 250,000 to invest.
- Access to a global range of listed- securities and investment funds, many available with low-cost institutional pricing.
- Additional options to include money market and exposure to alternative investments.

OUR DEDICATED TEAM CAN HELP WITH:



Rigorous research
and selection



A constant watchful eye
over bespoke portfolios



Diversified asset and geographical
exposure to reduce risk



Take care of all admin aspects
such as execution and reporting



A consistent and reliable
investment approach



Solid investment principles and
finely tuned processes in place

BESPOKE PORTFOLIO SERVICE

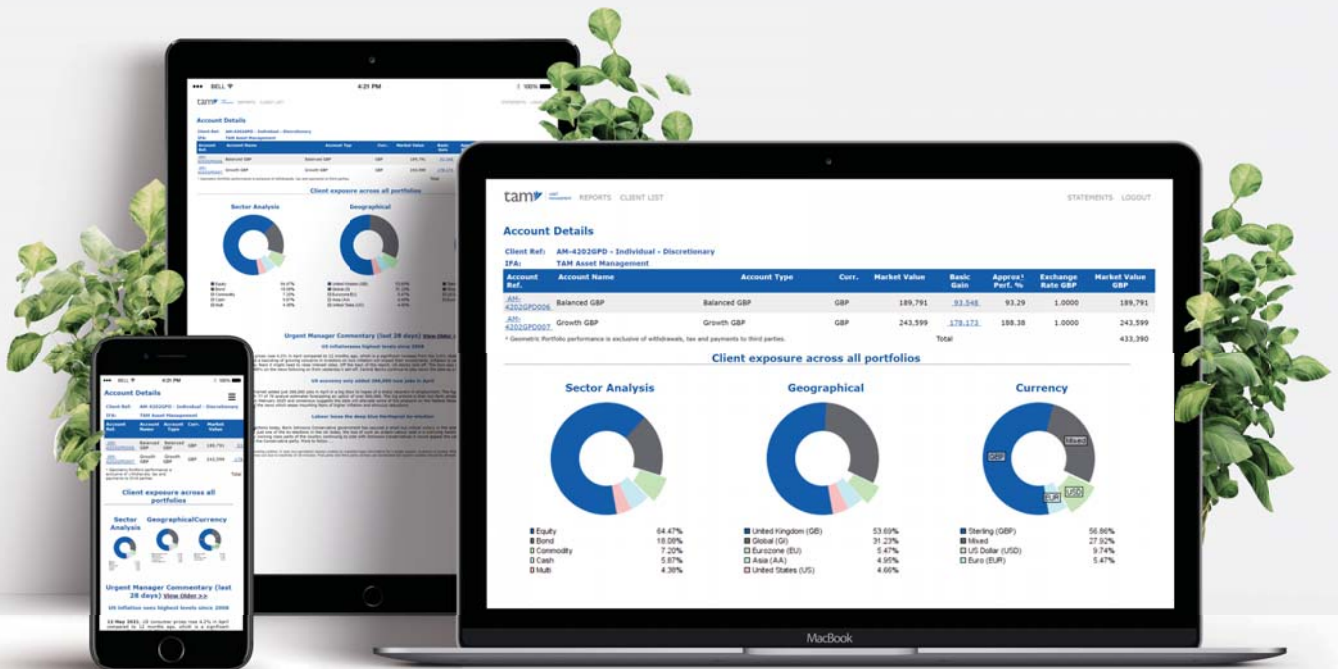
STATE OF THE ART PLATFORM

Our online platform remains one of the most innovative and informative in the industry. It doesn't matter if you have 100 clients with £1m or 100,000 clients with £1k, the system has been built with full scalability in mind, supporting high volumes of investors and transactions regardless of asset size.

Over 2,000 investors and 100,000 workplace pension clients enjoy identical use of the platform:

- Log in at anytime with 24/7 account access
- Generate instant valuations
- Review the comprehensive market commentary and detailed trade analysis available
- Produce customised portfolio reports
- Instantly download quarterly and annual MiFID statements

Advisers also have the same level of access to our platform, and you will be provided with a dedicated log in to view all of your clients' portfolios in one place.



DESIGNED TO BE ACCESSIBLE

We created our portfolios to be as accessible as possible.

As well as being available as a standalone service our portfolios can be held within a range of efficient structures, many of which may offer tax advantages that your adviser will be able to provide guidance on:



INDIVIDUAL TRUST ACCOUNTS



FOUNDATIONS



OFFSHORE BOND ACCOUNTS



LIFE INSURANCE PRODUCTS



SELF-MANAGED PERSONAL PENSIONS



QUALIFYING RECOGNISED OVERSEAS PENSION SCHEME (QROPS)



QUALIFYING NON-UK PENSION SCHEME (QNUPS)



DONATIONS

£250000

*A huge thank you to all those who supported the “You Give, We Give” initiative.
So far, over **£250,000** has been donated to worthy charities.*



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