



# TAM OVERVIEW

*Investment solutions for discretionary managed portfolios*

# TAM ASSET MANAGEMENT LTD MANAGING YOUR WEALTH

Finding the right financial solution has never been more important. The financial crisis and ensuing market volatility has made preservation and growth of assets, in real terms, even more complex. For investors with busy careers and private lives that do not have the time to concentrate on their investment portfolios or lack access to the appropriate market intelligence, appointing a discretionary manager may be the answer.

All investors should be able to access professionally managed investment solutions and not be restricted by their level of wealth or uncomplicated nature of their investment goals. We have developed a range of accessible solutions enabling you to delegate management of investment portfolios to full time investment managers. These solutions run on our innovative investment platform and cater for all levels of adviser and client involvement. Whichever solution is chosen you are assured transparency, value for money and a system that is simple to use along with exceptional security of assets. These are the principles which make us the preferred choice for an increasing number of advisers and their clients.

## Corporate strength

From its beginnings as the discretionary management division of a leading European financial institution, TAM Asset Management Ltd has evolved into an innovative and forward thinking provider of investment solutions. TAM is now majority owned by its employees who share the single vision of providing leading-edge client portfolio management. By attracting a team of experienced investment and administration professionals in both our domestic and international offices, TAM remains committed to providing fund management services second to none.



● TAM GROUP OFFICES

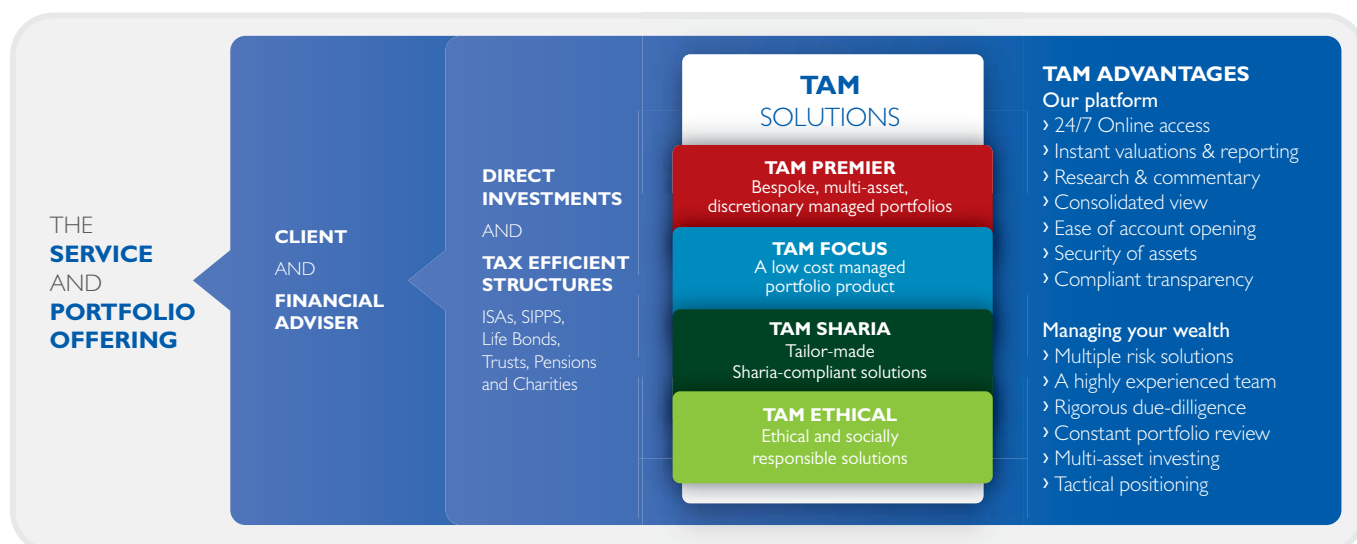
## Discretionary investment management

When you appoint a discretionary investment manager, you are employing a specialist investment company to manage your assets in the financial markets. You work in conjunction with your adviser to determine your risk profile and overall investment objective. With this information we can address your financial goals and factor in the key issues affecting your investment aspirations. Once these key points have been established we assume responsibility for managing the portfolio within the scope of an agreed mandate.

Discretionary investment management offers the clear benefits of having a full time team of investment professionals monitoring investments and reviewing decisions on portfolios that bring together risk control, asset allocation modelling and active multi-asset investing. We further diversify the portfolio by underlying risk, asset class, currency and investment sector.

More importantly, in a fast moving environment, we seek to quickly respond to market conditions and moderate risk or remove under-performing asset classes.

TAM Asset Management Ltd is located in the City of London, keeping us close to the investment action and enabling us to focus on the key issues affecting our clients' portfolios. This is especially advantageous when market volatility ensues, as we seek to respond effectively to these changes with high conviction calls. Our experienced staff undertake a continuous review process to ensure that we can moderate risk as it appears, or act swiftly to reposition the portfolio. This ensures our clients receive the personalised service they deserve, in moving towards their financial goals and objectives.



## Security of assets

This is a key focus for most investors and their professional advisers. TAM does not seek to hold client assets directly and works with some of the strongest counterparties in the industry. Investments are normally held on the client's behalf with the independent custody agent, Pershing Securities Limited. As part of The Bank of New York Mellon Group, one of the world's largest and strongest financial institutions, they offer some of the highest levels of protection available in the industry.

## Building a relationship; Client, Adviser and TAM

TAM works with professional intermediaries to deliver a high quality service. Before opening we will provide each respective client with an investment proposal to review and discuss with their adviser. The report is generated based on an advised risk profile which is determined by you and your adviser and is based on investment objectives, risk rating, life time aspirations and current financial position.

The report sets out a detailed investment proposition to meet the required objectives, thus demonstrating that we have completely understood the situation and provides you and your adviser with an opportunity to fully consider the proposal.

Once the investment review and proposal has been accepted by the client, TAM will undertake the mandate. The document also sets out key benchmarks and measures which enable us to continually measure performance and review the portfolio against the original objectives, however much investment markets change.

## Putting clients first

Your initial adviser consultation and review serves to construct strong foundations to support our relationship over the years. Over time, client circumstances, aspirations and attitude to risk may change. When TAM are advised of these changes, we can undertake to alter the portfolio to more closely reflect a client's needs and investment goals.

TAM does not believe in a 'one size fits all' approach and offers a variety of propositions from a personalised and individually tailored portfolio, to a range of standardised model portfolios. The TAM service offers an investment proposition designed to meet the needs of advisers and their clients through a clear and visible choice of strategy and risk levels.

TAM offers a portfolio approach that will meet clients' risk/return requirements from the lower risk of cash like returns, to a growth oriented or even adventurous investment strategy. Clients with additional requirements such as those relating to ethical, environmental or religious beliefs can be accommodated through specialist portfolios.

## Tax efficient structures (Life, SIPPs, Trusts and ISAs)

Our professional intermediary partners can access our investment management facility for their clients either directly with TAM or, through a broad range of tax efficient product wrappers provided by life assurance companies, pensions administrators and trusts. TAM is also a regulated ISA manager.

## Office of the Public Guardian



We can also serve the current and future financial needs of individuals who have received personal injury compensation or damages awards as TAM is recognised as an investment manager by the Office of the Public Guardian.

## Workplace pensions

With the onset of automatic enrolment and significant change within the pension landscape, TAM has positioned itself at the forefront of low-cost workplace pension solutions.

# ACCESSIBLE SOLUTIONS

TAM has created a range of solutions which allows for the management of portfolios both outside and within tax-efficient structures such as ISAs, SIPPS, life assurance contracts (onshore and offshore), trusts and charities. The choice of a TAM solution will be dependent upon your preferred choice as to risk profiling, service levels and ethical beliefs. In that context we offer four distinct investment offerings:



## TAM PREMIER

### A tailored managed approach

TAM Premier Portfolios cover the full spectrum of risk profiling and are suitable for larger and more service oriented accounts that require a more tailored approach. Premier allows for the incorporation of existing holdings and can accommodate many objectives including regular or ad hoc income payments, tax solutions and ethical beliefs. This is the highest grade offering for clients.



## TAM FOCUS

### Core managed model portfolios

The TAM Focus offering is based upon model portfolios reflecting Cautious, Balanced, Growth or Adventurous risk profiles. This is suitable for those clients who wish to have the core service offered by the TAM platform and its discretionary managed capability but require less personalisation. It is a simple fast and cost effective solution.



## TAM SHARIA

### Sharia-compliant investment

TAM has conducted research into the market of Sharia Funds to offer a number of Sharia-compliant discretionary managed portfolios. By only using Collective Funds and Exchange Traded Funds (ETFs) that are compliant with the principles of Islam, we believe we can meet the expectations of Sharia clients and provide a service that is currently not widely available in the marketplace.



## TAM ETHICAL

### Socially responsible investment

TAM offers a select range of model portfolios from Defensive to Adventurous, designed to fulfill the objectives and aspirations of ethically minded investors. TAM Ethical clients also have the opportunity to participate in the "You Give We Give" initiative.



The TAM "You Give, We Give" Scheme  
TAM understands the ethical beliefs of our clients. To demonstrate this, we have created our innovative "You Give, We Give" Scheme. Through this scheme you have the option to donate a percentage of your annual portfolio gain to a charity of your choice. However what makes this unique, is that TAM will also donate the same percentage from our total annual fees.

## PLATFORM ADVANTAGES

Our innovative online platform offers 24 hour access to clients and advisers. It allows instant consolidation of all your investments, up to date portfolio valuations, detailed analysis of investments, performance measurement and details of asset exposure. Clients also enjoy peace of mind that their assets are securely held with one of the world's largest custodians, Pershing Limited.

### Complete reporting transparency

You can obtain instant exposure analysis and asset allocation modelling information for every portfolio. Once logged into our secure website, you can access the exceptionally fast and efficient management reporting tools available. Our investment platform allows for immediate and comprehensive internet based valuations. You can find out the reason why each investment decision was made and obtain regular commentary, all in a comprehensive and understandable format.



With a few clicks it is possible to draw a full management report and have it delivered as a .pdf file instantly. This reporting package allows for you to choose the dates and style of your report and it is all available at the touch of a button.

### Market insight and commentary

TAM does not believe in bombarding our clients and professional advisers with repetitive reports and commentary which are generally information they can gain from a newspaper. We believe in sending insightful and timely commentary on the overriding themes prevailing in the marketplace and explaining how these may affect portfolio performance and construction. Our annual 'Outlook' documents, for example, are forward looking and describe our asset allocation modelling, as we anticipate it, for the forthcoming year.

Our team of research analysts cover a range of disciplines and regularly prepare reports on issues relevant to the investments of our clients. These reports range from general macro-economic trends to more detailed investment specific analysis.



### Efficient account opening

We have made our account opening process as simple and efficient as possible, using clear and understandable documentation.

Once an account has been opened we offer a range of funding options including in-specie transfers of existing portfolios (including SIPPS and ISAs where possible). Under normal circumstances, neither TAM nor its agents will charge for any incoming in-specie transfer.

The TAM platform can be accessed from any location simply by logging onto our secure area at [www.tamassetmanagement.com](http://www.tamassetmanagement.com)





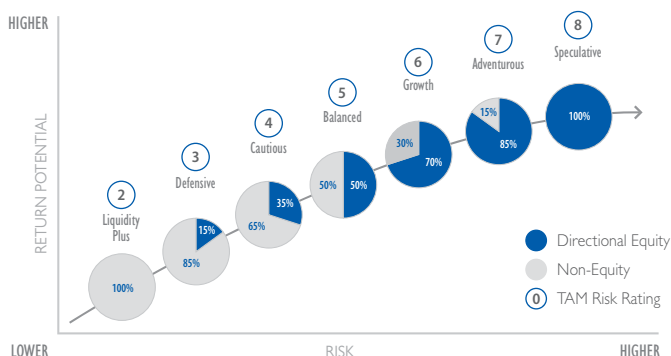
# SPECIALISTS IN DISCRETIONARY MANAGED PORTFOLIOS

TAM portfolio managers conduct continuous research and apply portfolio construction techniques to ensure your wealth is fully aligned to your investment objectives. We create diversified portfolios through the use of multi-asset and international investment and, through strategic and tactical allocation, seek to be responsive to changing market conditions.

How your money is managed and by whom is at the core of our discretionary solutions. Once a portfolio risk objective has been agreed, our experienced portfolio managers use rigorous monitoring and due-diligence of investments to ensure these objectives are adhered to.

## Solutions across the risk spectrum

We have created a range of risk profiles that we believe reflect the long-term strategic investment stance of most clients' expectations. These act as a starting point for discussions with clients and advisers. They each provide for a specific risk and return objective through differing allocations between non-directional equity (which includes cash and bonds) and directional equity investments (the higher risk element).



This simple graph highlights the range of portfolios managed on an individual basis and the equity versus non equity components as an average. These weightings may change as a result of the strategic flexibility the manager maintains. The range of risk profiles available is dependent upon the service being used

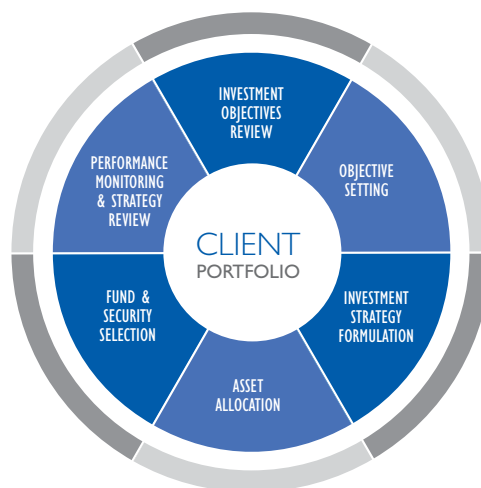
Our portfolio offering spans the risk spectrum from the more secure lower risk cash-like returns, through to higher risk equity based investments.

One of the many tools available to advisers and their clients is the TAM Risk Profiler. This simple question and answer matrix can help derive the most appropriate style of portfolio to meet a client's capacity and tolerance for risk and investment aspirations. Whilst this should not be relied upon in isolation, it is designed to guide clients in the area of how much risk is appropriate, given their thoughts as to investment return. Risk tolerance and capacity for each and every client can be amended at any time as their circumstances change.

## A highly experienced team

TAM offers the reassurance that management of your wealth is in safe hands. Our investment team and administrators have long term experience in the industry with the depth of knowledge and understanding needed to respond to changing market and regulatory conditions.

Our strong investment management, asset allocation and research ethos is reflected throughout the firm where team members are encouraged to expand their knowledge, share ideas and contribute to the development of the company. By actively recruiting experienced personnel throughout our organisation, TAM can offer a complete service to advisers and clients alike.



## A constant portfolio review process

The investment committee meets regularly to direct and supervise the investment management team who implement day-to-day investment policy and strategy for the attainment of investment goals.

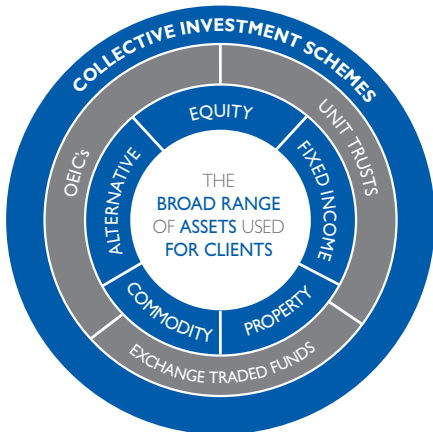
Both investment management and research teams review economic data and market factors that impact on ongoing portfolio risk and performance on a daily basis. Tactical portfolio allocation changes can therefore be made swiftly and decisively should these factors necessitate it.

All investments are monitored on an ongoing basis with funds reviewed for consistency and style shift. Face-to-face manager meetings and due diligence are vital for ensuring that funds deliver on their objectives.

### Multi-asset and international investing

Constant attention to our review and management process enables us, as a discretionary investment manager, to offer our clients the clear benefits of active multi-asset investing. With a best of breed approach, TAM creates and manages portfolios diversified not only by underlying investment asset and sector, but also by manager and corporate provider. This is essential to adding value to investment portfolios.

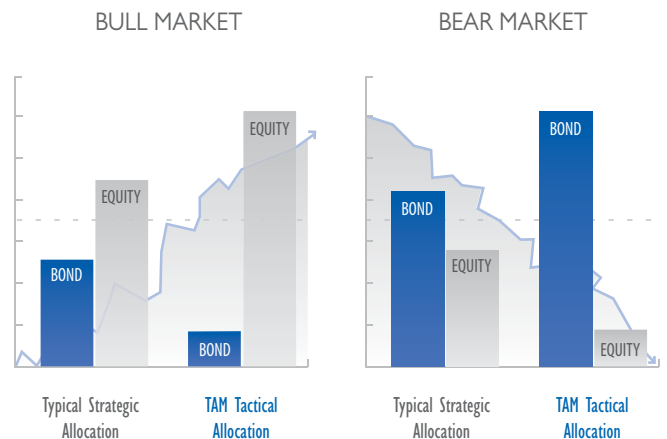
Our portfolio solutions are also available with a range of currency options for those seeking an international approach. Our keenly negotiated pricing agreements with asset providers means we can respond quickly and efficiently to changing market conditions on our managed portfolio - a real advantage in a volatile investment climate.



Use of these products will depend on risk profiling

### Tactical allocation to reflect market conditions

Each portfolio type implies a neutral strategic asset allocation and boundaries around which this allocation can be changed. Within this framework however, TAM makes short and medium term tactical allocation decisions to ensure that portfolios remain responsive to prevailing market conditions. Often, rather than simply making marginal decisions, TAM will make firm market calls and if necessary act decisively and alter portfolios to reflect the current investment environment. TAM factsheets explaining each risk profile and outlining the philosophy more fully are available online.



Through implementation of these tactical decisions, TAM seeks to ensure portfolio objectives are met, regardless of overall market direction.



## WHAT NEXT?

TAM does not believe in over complicating the account opening process and has worked with clients and advisers to ensure that our procedures are straightforward.

Having selected the most appropriate service, our account opening forms ensure the entire process is simple and efficient.

For our four distinct investment options there is an additional safety check where we require an investment report to be supplied to all parties in advance.

Please contact us to take the important next step in opening your account.

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