

Rathbones  
Look forward

# Rathbones in the City

Our wealth management  
services for you



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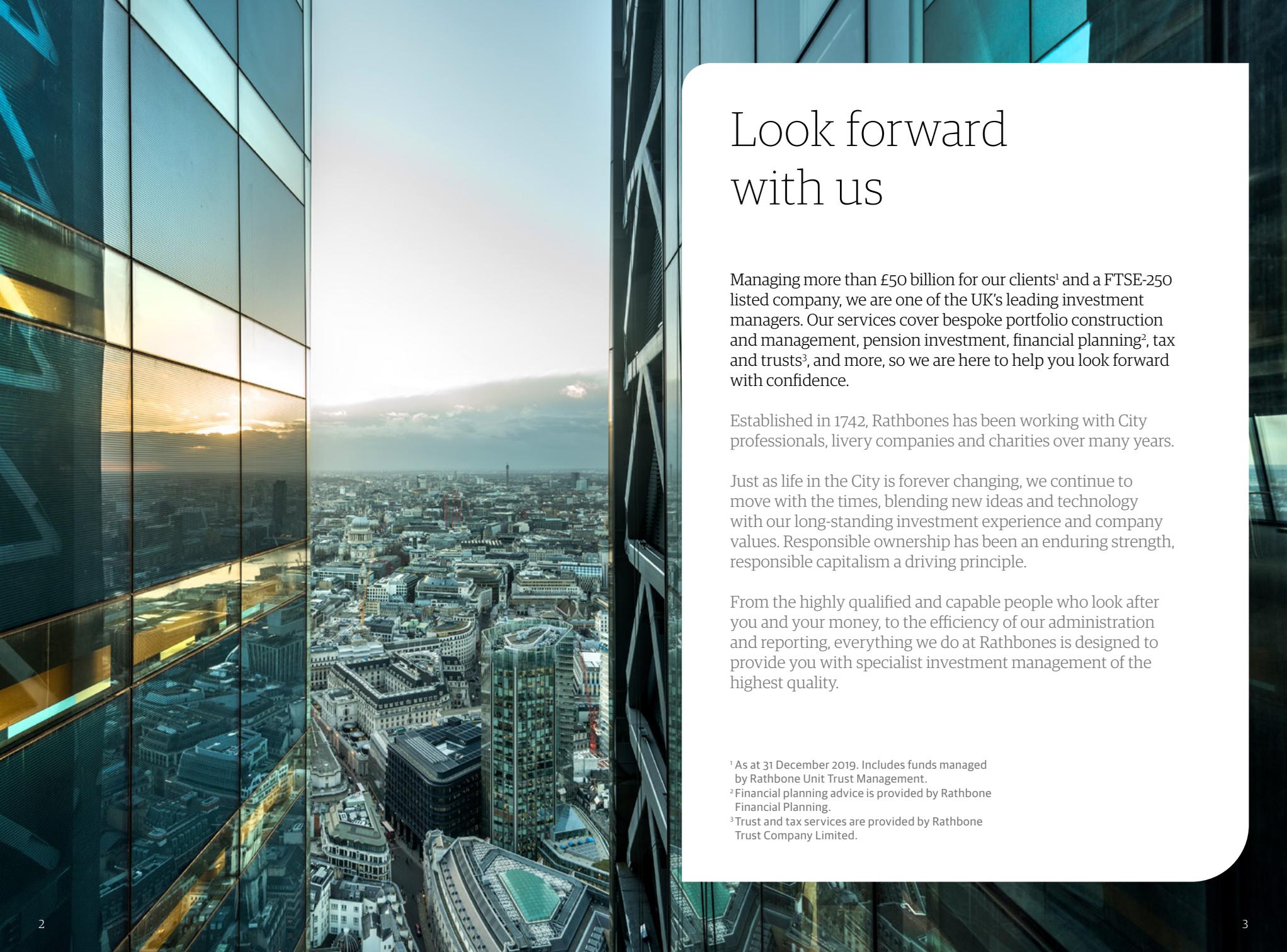
Our wealth management  
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The value of investments and the income from them may go down as well as up and you may not get back your original investment.

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# Look forward with us

Managing more than £50 billion for our clients<sup>1</sup> and a FTSE-250 listed company, we are one of the UK's leading investment managers. Our services cover bespoke portfolio construction and management, pension investment, financial planning<sup>2</sup>, tax and trusts<sup>3</sup>, and more, so we are here to help you look forward with confidence.

Established in 1742, Rathbones has been working with City professionals, livery companies and charities over many years.

Just as life in the City is forever changing, we continue to move with the times, blending new ideas and technology with our long-standing investment experience and company values. Responsible ownership has been an enduring strength, responsible capitalism a driving principle.

From the highly qualified and capable people who look after you and your money, to the efficiency of our administration and reporting, everything we do at Rathbones is designed to provide you with specialist investment management of the highest quality.

<sup>1</sup> As at 31 December 2019. Includes funds managed by Rathbone Unit Trust Management.

<sup>2</sup> Financial planning advice is provided by Rathbone Financial Planning.

<sup>3</sup> Trust and tax services are provided by Rathbone Trust Company Limited.

## At the heart of the action

The City of London. Heart of the UK's financial and professional services and the focal point of an industry that supports nearly 2.3 million UK jobs, while contributing £70 billion in tax revenue to our economy.\*

From this vibrant base, we've long been experts in managing bespoke investment portfolios for our clients. That includes enduring relationships with many of the City's most notable liveries and guilds, as well as the numerous charities, schools and professionals they themselves support.

\*cityoflondon.gov.uk as at June 2019.



*"We see it as our responsibility to invest for everyone's tomorrow. That means doing the right thing for our clients and for others too. Keeping the future in mind when we make decisions today. Looking beyond the short term for the most sustainable outcome. This is how we build enduring value for our clients, make a wider contribution to society and create a lasting legacy. Thinking, acting and investing responsibly."*

**Paul Stockton**  
Chief Executive, Rathbones

## A history built on understanding

F I N S B U R Y  
C I R C U S



Long before we became an investment manager, Rathbones was a timber merchant business in Liverpool established by a Quaker family in the 1720s. Subsequent generations took the family business into shipping and overseas trade before moving into managing money at the beginning of the last century.

The values of our predecessors continue to guide us because they are still relevant. You can see the influence of our Quaker heritage in the importance we place on honesty, integrity and independence. We are very aware of the trust that our clients place in us and strive to earn it by putting these values at the heart of our daily work.

Prosperity in the City matters greatly to us – in terms of its creation, preservation and long-term growth. As such, we have a long track record of working with our City neighbours, from local charities to historic institutions, as well as the many hard-working professionals who ensure its continued success.



# Taking individual responsibility

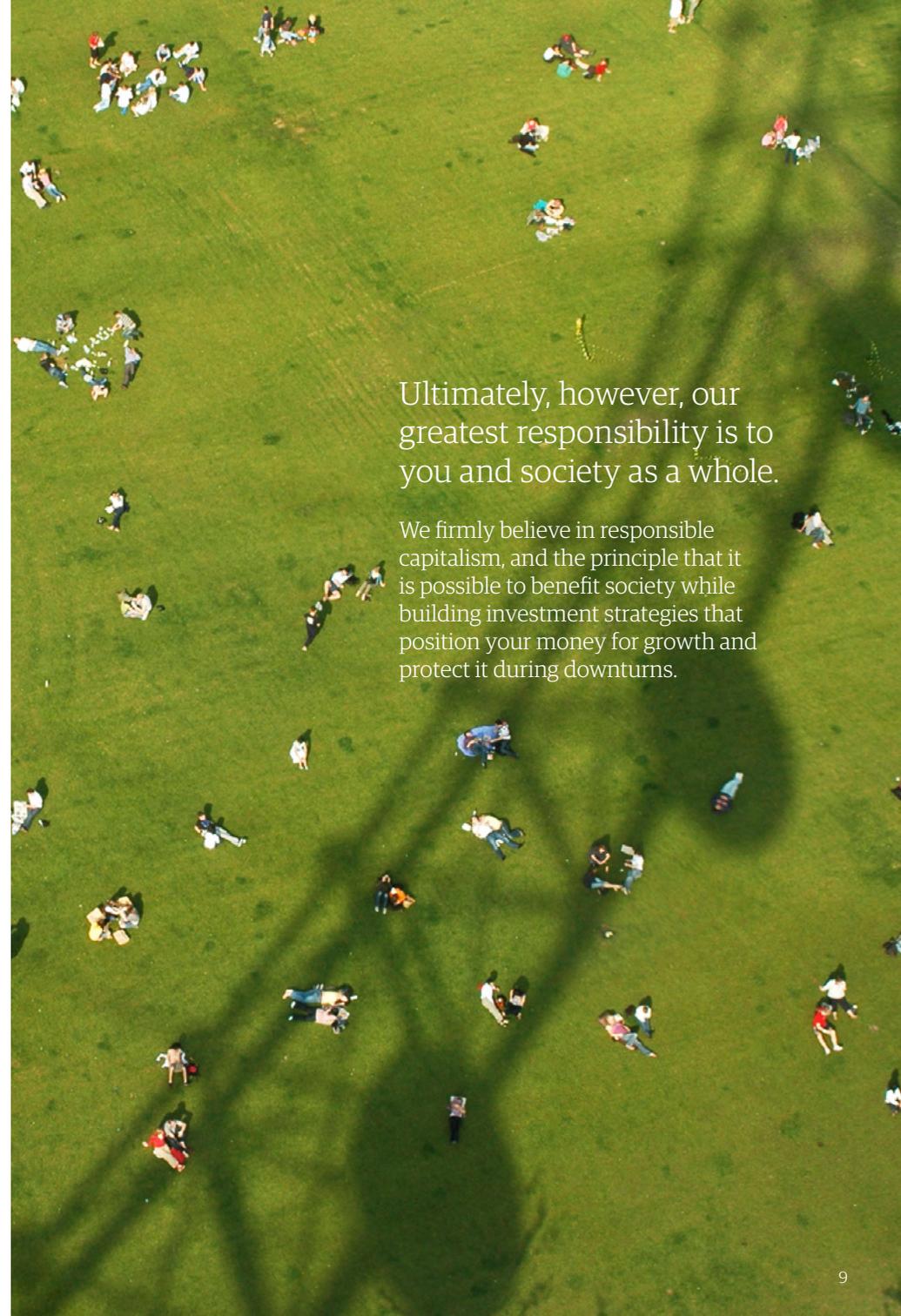
The service you receive from us is always based on an individual, personal approach. We have been working with individuals, liveries, guilds and other City institutions for many years, but never take a default approach; we recognise that your needs will be unique – no two clients are ever the same. In fact, our experience in the City allows us to be acutely aware of the widely varying requirements of its residents.

One common aim shared among our clients is that their money is managed by someone who cares about it as much as they do. We don't employ relationship managers so you will have direct contact with the person managing your money, your investment manager.

With this personal relationship comes great responsibility. We are proud that many of our clients are referred to us through recommendations from existing clients, financial and tax advisers, solicitors and accountants.

Ultimately, however, our greatest responsibility is to you and society as a whole.

We firmly believe in responsible capitalism, and the principle that it is possible to benefit society while building investment strategies that position your money for growth and protect it during downturns.





## A one-to-one approach

While investing can seem like an impenetrable maze, we know how to make it straightforward for you. We offer a discretionary investment service, which means the management of your investments is handed over to one of our specialist teams. You do not have to make decisions on where to invest or worry about what to buy or sell. Your investment manager will take care of everything.

With such an individual approach, there can never be a one-size-fits-all solution. We therefore do not use model portfolios. Supported by our investment process, your investment manager will create a portfolio to meet your individual preferences and objectives, including ethical considerations, based on your values, financial goals and attitude to risk. They have the flexibility to select from the whole market and are not required to invest in in-house funds.

We put our clients first. Our promise is to treat you as an individual and to do what is right for you, without bias or compromise.

You can meet your investment manager as often as you would like, while receiving regular performance reports and portfolio valuations.

# Plan with confidence

You want to be certain that the good work you are doing in the community today can continue long into the future.

Our in-house financial planners are independent and have access to the whole market. They are expert in thinking ahead, considering the possibilities and taking a long-term view of your circumstances. With their guidance, you can have a strategy able to help you cope with whatever life brings.

We provide financial advice precisely when it's most needed. When you're faced with a complex or important decision, we will look into the topic with you, highlighting any connections with other financial decisions that might be relevant, and set out our recommendations in a way that enables you to make a balanced and informed choice. An example of this might be passing on wealth to future generations, safe in the knowledge that you've protected your personal finance plan and gifted in the most efficient way.

Equally, as changes in your professional (and personal) life are likely, along with shifting legislation and financial markets, we provide ongoing reviews to highlight factors that could affect you, so you can decide whether or not to take action.

Our financial planners work closely with your investment manager to build and review a plan that is bespoke to you.

# A time to borrow

As a client of Rathbones, there may be occasions when you need to access short- to medium-term finance. That's why we offer you the option of a lending facility, secured against your investment portfolio.

Our portfolio lending service provides an alternative option to selling investments when a short-term cash flow requirement arises. By borrowing against the value of your portfolio, you can raise the cash you need and keep your long-term investments intact. You can use our portfolio lending for many situations.

For example, it could provide bridging finance for a property transaction, school fees, or be used to settle tax liabilities.

Our portfolio lending facility is also available to charities and other trustees.

# Champions of the liveries

Fellowship, industry, education and charity.

Through the four shared pillars, livery companies contribute to the vibrancy of the UK economy far beyond the City of London. Many liveries and guilds around the UK champion their respective crafts, supporting local commerce and charities; their successes reach far beyond the commercial world.

For this reason, supporting their continued strength and securing their future are priorities for Rathbones, which we believe are best served by high-quality, expert investment management.

To this end, we have many well-established links with the liveries and guilds, from membership among our staff to looking after their investments, helping them further their invaluable work.

Having managed the investments for some of the Great Twelve for decades, along with those of a number of the younger companies, we have become expert in understanding the nuances of their requirements – and can offer you the same specialist service.



The City Food Lecture  
held at Great Hall,  
Guildhall, London.

## Charitably minded, today and tomorrow

We are proud to be one of the largest investment managers for charities and not-for-profit organisations in the UK.

We manage investments from £10,000 to more than £100 million for organisations of all shapes and sizes. Charities have entrusted their money to us for over 100 years and we now manage over £6 billion of funds on behalf of more than 1,900 organisations.\*

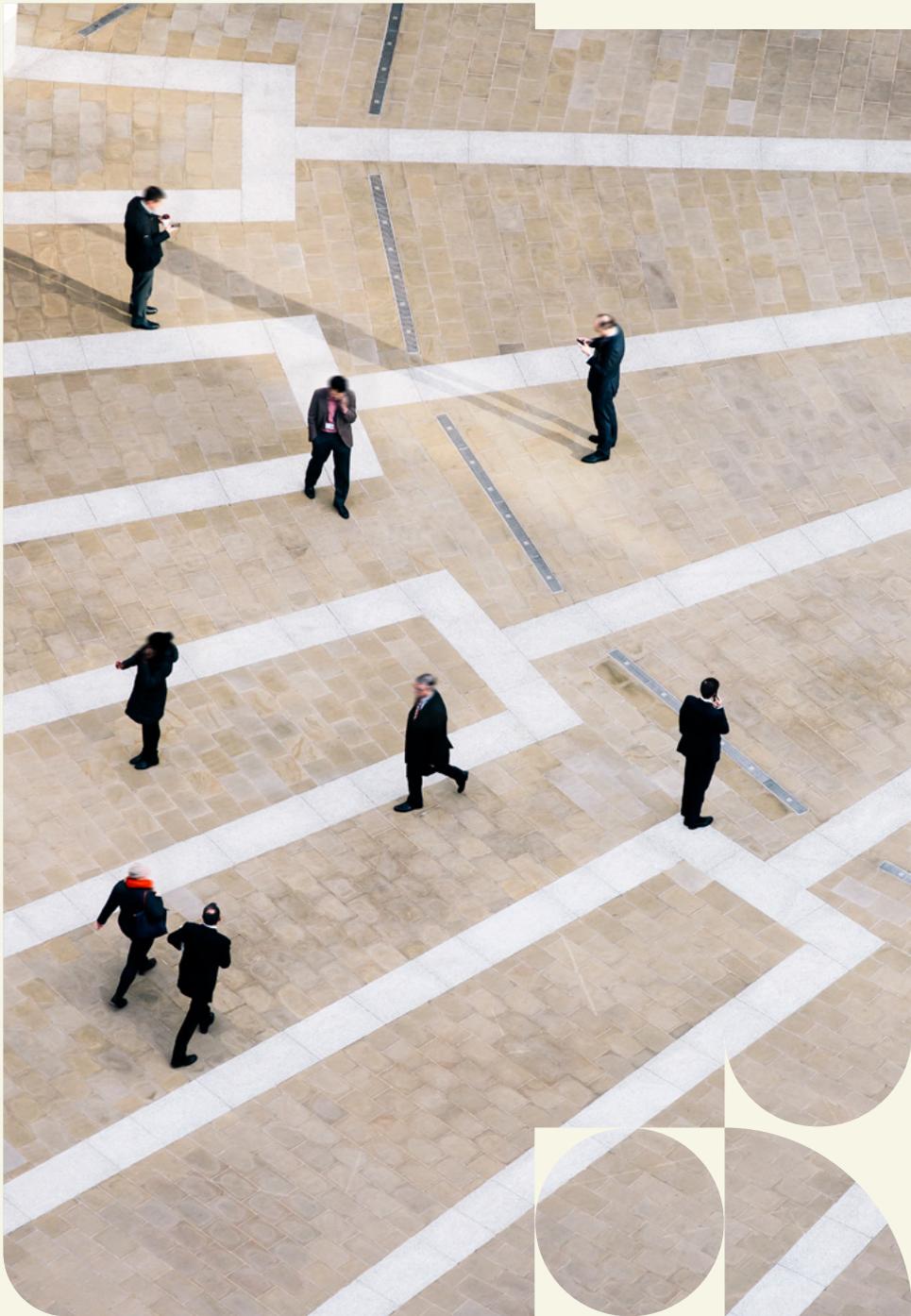
Our goal is to help those charities secure long and successful futures through individual investment approaches based on their goals. Applying our experience and know-how to support charitable causes, we help them balance needs such as capital preservation and income generation, while also meeting specific requirements such as ethical investment.

We have a dedicated team of investment managers who understand the unique requirements of charities because they deal with them every day. Members of our team also have personal insight into the decisions you face as many are charity trustees themselves.

Helping your trustees fulfil their obligations is an important part of our relationship with you. Direct access to your investment manager and regular meetings help trustees to monitor investment performance. We also keep trustees informed through events and training on the issues that matter most to them.

\*As at 31 December 2019.





## Specialists in supporting City professionals

While the activity of City professionals is concentrated in a relatively small geographical area, the impact of their work, and their own financial requirements, are incredibly diverse.

As with all Rathbones clients, the City professionals who invest with us come from different backgrounds, are of various ages and at differing stages in their careers. Yet they want the same thing from their investment manager. They want to feel that their finances are moving in the right direction.

As City professionals ourselves, we understand the needs of these clients innately. With more than a century of experience in managing bespoke investment portfolios, we are not only adept in understanding what is required today – we are expert in planning for tomorrow.

## Supporting the next generation

Education is a cornerstone of both our economy and society, and we are proud and passionate supporters of its delivery. We manage the investments for many schools, again based on a close understanding of their specific concerns, ambitions and objectives.

Rathbones has many links to schools beyond our investment services – team members are school governors, alumni and parents themselves and, as a company, we support a number of initiatives for young people in the UK.

For example, we are making a direct contribution to the practical education of young learners through our highly successful financial awareness course.

Delivered in our offices and UK schools, the course equips young people with the often-neglected tools required for a well-planned financial future. Rathbones investment managers give 'Your money, your future' presentations to 16 to 25 year-olds, providing financial education that prepares the next generation for the decisions they will have to make throughout life.

The Rathbones Folio Mentorships programme was launched in September 2017 to promote a diverse literary culture and nurture outstanding writing talent. First Story students are selected and paired with mentors from the Folio Academy, with whom they work throughout the year. They present their work at a showcase event for the public held at the British Library, at the conclusion of the programme.

We also began the Rathbones Apprenticeship Scheme in 2013. Attracting candidates from a wide variety of backgrounds, the scheme combines on-the-job experience and formal training to equip young people with the knowledge and skills required to embark on an exciting, fulfilling career.



# Responsible capitalism

Capitalism today is delivering returns for shareholders, but not in a sustainable way if the other stakeholders – employees, customers and the wider world – aren't sharing in the benefits, or worse, if they're paying a cost for those returns.

We recognised the importance of taking a more responsible view on investing years ahead of many of our peers, and started managing ethical and sustainable portfolios in 1997. In fact, Rathbone Greenbank Investments, a dedicated ethical investment team, was established in 2004 and Rathbones were one of the early wealth managers to sign up to the Principles for Responsible Investment (PRI) over 10 years ago.

Today, the purpose of our business is to be responsible – the only way to be when managing over £50 billion\*. Being responsible means doing the right thing for our clients, our colleagues and our communities; considering the present generation and those to come.

\*£50.4 billion as at 31 December 2019. Includes funds managed by Rathbone Unit Trust Management.

Most of all, being responsible means creating a tomorrow we all want to be part of.

# Let's talk

If you would like to speak to us about how we could help you, or you would just like more information on our services, please contact us.

We will be happy to help.

 020 7399 0000

 [rathbones.com/get-in-touch](https://rathbones.com/get-in-touch)

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# Rathbones

Look forward

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