



FE Investments

FOR FINANCIAL ADVISERS ONLY

# FE INVESTMENTS OVERVIEW

Where risk-managed investing happens

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This marketing material has been prepared for general information only. It does not contain all of the information that an investor may require in order to make an investment decision. Capital at risk.

# OUR COMMITMENTS TO YOU AND YOUR CLIENTS

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At FE Investments, we are committed to providing you and your clients with a Discretionary Fund Management (DFM) service that can be depended upon. We believe that understanding your perspective and that of your clients is essential to providing the highest quality of investment service and endeavour to integrate this understanding throughout our process.

We deliver independent portfolio management that combines our hallmarks of simplicity and clarity, with our focus on risk and diversification. Ultimately this will meet the needs and requirements of both the adviser and their clients.

This objective permeates the service we provide to you, from our clear, jargon free portfolio reports to our regular market updates, governance reports and the variety of portfolios on offer. We keep our services simple, transparent and cost effective.

Our investment philosophy is distinct: we focus on controlling risk and maximising diversification.

Since launching in 2015, we have been proud to become a multi-award winning DFM and one of the fastest growing DFMs in the market place\*.



## Rob Gleeson

Chief Investment Officer  
FE Investments

\*Based on independent research carried out by Platforum 2020

# A COMPLETE SOLUTION TO ENHANCE YOUR ADVICE

FE fundinfo is a global leader in investment fund data and technology. Trusted for our data, technology solutions, research and analysis, open international network and expert insights, we provide transparency and enable efficiency to unlock business potential for asset managers, fund managers, distributors and financial advisers.

With our products and solutions we connect the fund management industry to inform better investment decisions.

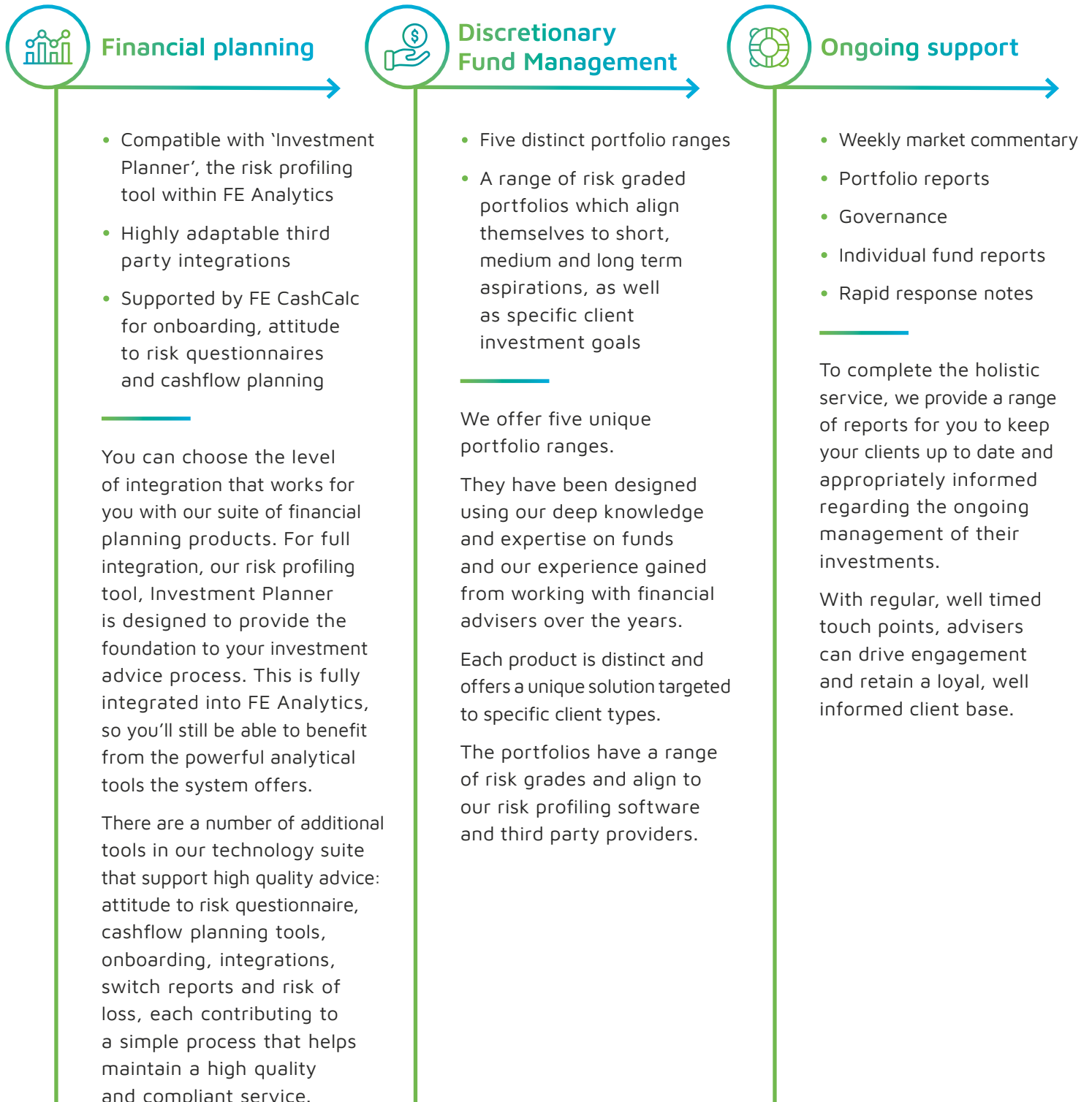
## CONNECTING FINANCIAL ADVICE

Our FE fundinfo Financial Advice Hub helps you onboard and engage your clients, create financial plans, analyse investment options and invest in managed portfolios.

Our solutions provide optional proprietary financial planning tools to help you across your advice process, which are aimed at supporting seamless, efficient and high quality investment advice.



The FE Investments portfolios work in tandem with the rest of the FE fundinfo solutions to make sure that we are able to provide you with the best service possible. Our goal is to provide you with the confidence that client goals and cashflow plans can be easily linked to the investment solution and that you have access to data you need to make suitable investment decisions for your clients.





# BETTER CONNECTED ADVICE, BETTER INFORMED INVESTING

We have been working with financial advisers since 1996 and during that time we have developed in-depth knowledge and experience in this field. Understanding financial advisers and their clients is essential to support high quality financial advice and to deliver appropriate investment solutions.

Drawing on our heritage as a UK leader in accurate financial data, intelligent software tools and investment knowledge and combining that with our award winning portfolio management team, we afford you the ability to leverage the day to day management of your clients' investment portfolios, allowing you to focus on what really matters, your clients' financial wellbeing.

There are four areas that differentiate our services:



## Simple and transparent

We strongly believe in communicating in a clear and simple manner, creating reports that are concise and distinctive, making investments easier to understand.

Reducing complexity helps clients' understanding and allows you to direct them towards results that benefit their financial objectives.



## Investment process

In an age of uncertainty, we focus on the elements of portfolio management that we can control: the risks taken in each portfolio and diversifying unwarranted risk.

Our ethos is that we can control the risk and optimise diversification, the result will be a range of portfolios that deliver a consistent return profile, without any undue surprises, and that meet clients' needs and objectives.



## Regulatory oversight, governance and process

With regulation driving up costs, our emphasis is on ensuring you remain compliant and in control of associated costs.

We have created a process that not only meets key regulatory requirements but also scales alongside the growth in your business, cohesively integrating with your financial advice process.

The aim is to ensure both financial advisers and clients feel comfortable that investments are being managed in a controlled and compliant manner.



## Independence

We understand the battle for new business, especially in a competitive marketplace where prospective clients are becoming ever more discerning.

Aligning ourselves to you and your clients' needs requires that we understand the objectives of both parties. As a client of FE Investments, the adviser retains control of the provision of services. We have no direct contact with your clients and we have the ability to white label each report to your own branding; the focus is on positioning you as the primary service provider.

# EMPOWERING YOUR INVESTMENT ADVICE

Advisers today face ongoing challenges and working with us can empower you to focus on delivering first class financial advice:



## More time with your clients

We want you to be able to spend more time with your clients, adding value, helping them achieve their financial goals and dreams.

More time for you means more time with your clients. Relationships are essential; they are the bedrock of all businesses.



## Grow your business

Our systems and processes set you up for the next stages in growth for your organisation with scalable robust investment advice solutions.

We provide a full suite of documentation within FE Analytics that is designed to support your growth. Combined with our integrations, this enables you to manage more clients and retain higher service standards.



## Simplify your processes

Automating part of your investment process saves time, money and stress.

We maintain robust integrations with in house risk profiling software, platforms and FE Analytics.

To further simplify your process, FE CashCalc is designed to integrate with your existing processes and back-office systems, reducing the need to manually key client data.

Here you can conduct a digital fact find and obtain personal and financial client information remotely, as well as capturing their attitude to risk or attitude to ESG investing.



## Enhance client service

Informed clients are happy clients. We provide you with high quality information and support to deliver exceptional service.

You will have a dedicated Sales Manager, Account Executive and access to the investment team to provide high quality service.

FE Analytics and the IFA Portal both provide valuable information which is available at your discretion.

# PORTFOLIO RANGE OVERVIEW

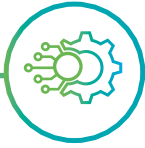
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The range of portfolios that we offer has grown since we launched our first range of Discretionary Managed Portfolios. We aim to deliver portfolios that meet the needs and requirements of a broad range of investors. The foundation to the portfolios is our trademark portfolio construction process: we aim to avoid the inherent risk of predicting the future of global markets, whilst maximising diversification.

Some of the benefits of our range of portfolios are:

- **Highly diversified, risk targeted portfolios**  
we offer a range of portfolios that focus on risk management and diversification.
- **Hybrid management**  
we believe that both active and passive funds can deliver superior diversification and risk management benefits.
- **Focus on costs**  
we aim to balance the benefits of active management with the cost of investment management.
- **Extensive reporting**  
each portfolio range is designed considering the adviser and end client. The literature that we provide aims to satisfy the needs of both.
- **Scalability**  
with our process, reporting capability and robust end to end integration with FE Analytics, more time can be spent working with clients.
- **Regular communication**  
we provide you with regular updates, providing you with opportunities to engage with your client.





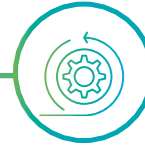
### HYBRID

Simple and concise reporting  
 10-15 holdings  
 15 portfolios, with 0.55% OCF\* price cap  
 Portfolio management: accumulate, prioritise & execute



### MOSAIC

Extensive, more diversified portfolios  
 20-45 holdings  
 Use of niche, satellite strategies  
 15 portfolios, with 0.40-0.70% OCF\*\*  
 Portfolios management: dynamic & persistent



### RESPONSIBLY MANAGED

Responsibly managed portfolios  
 Three step responsibility selection process  
 Negative, Environmental, Social and Governance and impact philosophies  
 15 risk graded portfolios  
 10 holdings



### NATURAL INCOME

Emphasis on a diversified income strategy  
 Focused on both capital growth and an income yield  
 Diverse asset allocation to reduce risk  
 Five portfolios  
 15 holdings



### DECUMULATION

Emphasis on expected future income in retirement  
 Brings a probability-based approach to financial planning in retirement  
 Two portfolios working in tandem with a cashflow plan  
 Requires Decumulation Illustrator tool, through FE Analytics, to visualise different options in retirement.

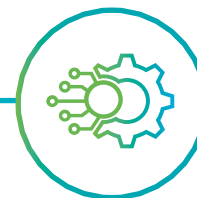
Each portfolio range has specific characteristics supported by its own unique process.

Each process leverages our core methodology to create portfolios that reflect our central values of diversification and risk management while delivering a differentiated service designed to meet the needs of a diverse range of investors.

\*OCF is Ongoing Charges Figure

\*\*OCF not capped and is variable

# OUR PORTFOLIOS IN DETAIL

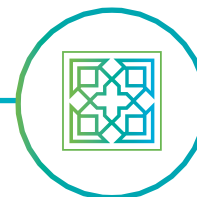


## HYBRID

- Jargon free reporting
- 15 portfolios, with a 0.55% price cap
- Optimisation at the portfolio level
- 10-15 fund holdings

The Hybrid portfolios have been designed to deliver a range of portfolios based on simplicity and clarity. The portfolio range combines passive and active fund managers, balancing cost benefits with our track record of selecting active fund managers that complement each other to maximise portfolio diversification. They are designed for clients who are comfortable with a portfolio holding 10-15 investments and prefer concise, clear commentary.

The range of 15 portfolios uses five risk levels spanning three time horizons. The portfolio management process is ongoing, accumulating our investment analysis, with decisions on rebalancing portfolios executed on a biannual basis. The portfolios integrate seamlessly into our risk profiling software and can be tailored to third party equivalents. Each of the portfolios blend a range of fund investment strategies across the whole portfolio, typically with one to two funds per asset class or geographical allocation.



## MOSAIC

- Extensive, more diversified portfolios
- Deeper, more sophisticated reporting
- Use of niche, satellite strategies
- 15 portfolios
- Optimisation at portfolio and asset class level
- 20-45 fund holdings in the portfolio

The Mosaic portfolios deliver a greater selection of holdings in each asset class and deeper, more detailed reporting for clients. Whilst there are more holdings and greater detail in our commentary, we still strive to retain our trademark simplicity and clarity. The portfolios are designed for clients who are concerned with concentration risk, or who want to delve deeper into the ongoing portfolio management.

Each of the portfolios consists of a blend of multiple sub-portfolio "tiles" in each asset class which fit together to form a Mosaic portfolio. Each tile contains a range of fund investment strategies, delivering a less concentrated portfolio than our Hybrid Models; the total holding size ranges from

20-45 funds. In the asset classes there is a core and satellite structure of fund investment strategies which aim to harvest extra diversification benefits.

The portfolio management process is dynamic, the analytical process is ongoing, and we retain the flexibility to implement alterations to the portfolio in order to add value. So whilst we have quarterly rebalancing points, we can make incremental, value added adjustments.

There are five risk levels spanning three time horizons. These integrate seamlessly into our risk profiling software and can be tailored to third party equivalents.



## RESPONSIBLY MANAGED

- Responsibly managed portfolios
- Three step selection process: Negative, Environmental, Social and Governance and Positive Impact screening
- 15 portfolios
- Screening for responsible investing, portfolio optimisation at the portfolio level

Our Responsibly Managed portfolios have been designed for clients to make positive impact from their investments. We invest in funds across the responsibility spectrum and aim to provide clients with the choice to invest for good.

We have chosen to call the portfolios "Responsible", as each individual's definition of ethical investment varies. There is a spectrum of methodologies for screening and it covers negative screening, ESG (Environmental, Social and Governance) and positive screening.

Negative screening excludes controversial investments which typically include armaments, tobacco, pornography, animal testing and alcohol.

ESG, is a way of measuring a company's social conscience in their industries. Finally, positive screening relates to company's commitment to providing a more sustainable future, advocating positive change. This includes impact investing, where pioneers intend to have a positive contribution to society.

Each of the portfolios blend a range of fund strategies across the whole portfolio, with one to two funds per asset class or geographical allocation. There are 15 portfolios within the Responsibly Managed range. These portfolios are rebalanced half yearly following an extensive review by our team.



## NATURAL INCOME

- Emphasis on a diversified income strategy
- Focused on both capital growth and an income yield
- Diverse asset allocation to reduce risk
- Five portfolios
- 15 holdings

Our Natural Income portfolios aim to provide your clients with a diversified income strategy that meets their needs which can be used in both the accumulation and retirement phases of financial planning.

The portfolios are constructed with both yield and capital growth requirements in mind, with our range of income portfolios designed to meet different client needs.

The portfolio range is for those clients who need to maintain a sustainable income over a longer time frame, while retaining a robust approach to risk in adverse market conditions. This is achieved

by looking to provide a diverse income from a universe of funds across different geographies and asset classes.

We look to support you in understanding complex risk attitudes in order to better provide your clients with the expected levels of income vs risk and make their capital go further.

Our reports allow advisers and clients to visualise the income from the portfolio graphically or in cash terms. With the appropriate portfolio and descriptive reports, you can rest with peace of mind and manage your expectations, for both income and capital.



## DECUMULATION

- Emphasis on expected future income in retirement
- Brings a probability-based approach to financial planning in retirement
- Two portfolios working in tandem with a cashflow plan
- Requires Decumulation Illustrator tool, through FE Analytics, to visualise different options in retirement.

Our Decumulation portfolios aim to provide your clients with a well thought out, planned and sustainable income drawdown during retirement. The portfolios are constructed to consider the income needs of your clients, while also making sure that their capital does not run out prematurely, working in tandem with a cashflow plan.

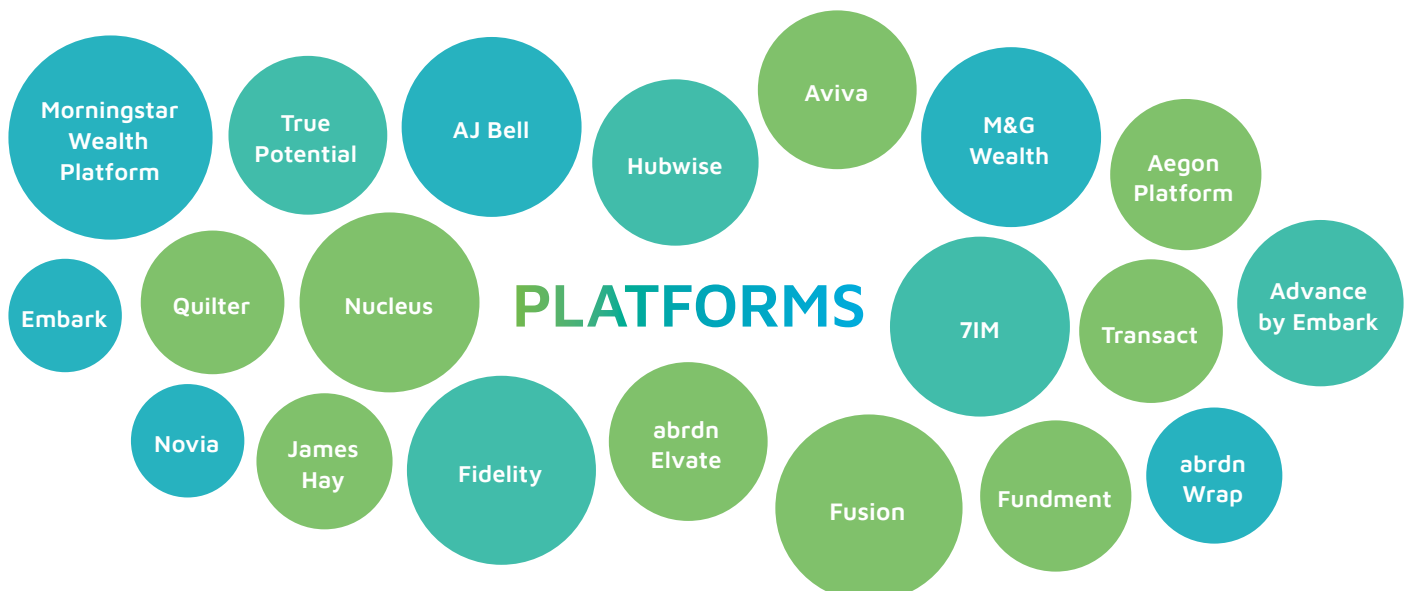
The Decumulation portfolios have been built to work in tandem with our Decumulation Illustrator in FE Analytics. The tool helps bring your clients' circumstances to life by demonstrating the different options available in decumulation, helping you ensure they have a diversified and sustainable retirement portfolio, and ultimately, good client outcomes. For this reason, access to the tool via FE Analytics is required when recommending the Decumulation portfolios to your clients.

As a client transitions from accumulation before retirement to a decumulation focused strategy, a change in the investment approach is needed. While previously the primary risks were volatility and changes in the value of their portfolio, we recognise that their primary concerns in decumulation are whether they have enough income to meet their retirement goals and needs.

Our Decumulation portfolios look at the capital requirements and income needs with a variety of time horizons, income scenarios and market events taken into consideration in order to provide your clients with a suitable retirement portfolio that meets their needs with a minimal shortfall or longevity risk.

### Platform availability

We appreciate that there are a range of platforms available to advisers. Every adviser is unique and selects a platform that best suits their clients' needs. We integrate with a range of platforms; this selection is growing and we will continue to support more firms where the need arises:



# OUR HISTORY

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Our range of managed portfolios are provided by FE Investments who are a specialist provider of discretionary managed portfolios and have been providing services since the regulatory landscape began to evolve in 2012. The increasing regulatory burden on financial advisers opened the door to specialist providers of outsourced investment solutions. Our heritage and expertise in fund data and ratings, drawn from our parent company FE fundinfo, enabled FE Investments to provide services which are aligned to the needs of financial advisers and their clients.

We introduced our investment consultancy in 2012 and following its rapid success, we adapted it further in 2015 into our FE Investments discretionary managed portfolio service. This allowed us to offer the benefits of a high-quality investment consultancy, with the operational efficiency of a discretionary platform service, combined with a range of financial planning tools and services. This resulted in a robust end to end investment process designed to enhance a financial adviser's investment offering and create efficiencies within their business.

# OUR SENIOR INVESTMENT TEAM

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**Rob Gleeson, CFA**

Chief Investment Officer

Rob pioneered and founded FE's investment consultancy in 2010. He has overseen the continued success of FE Investments and the development into a multi-award winning discretionary fund manager.

Rob is responsible for the team and retains day to day involvement in the ongoing investment management within the portfolios. On a strategic level, Rob designs the roadmap for the range of portfolios and works closely within the senior management team. During his career at FE fundinfo Rob worked as an analyst, has written for the Trustnet website, built databases and has been a member of the sales team giving him a unique allround perspective and a high industry profile.

Rob has an Economics degree from Swansea University and is a CFA Charter holder.





## Charles Younes, CFA

Deputy Chief Investment Officer

Charles leads the FE Investments team of analysts and is responsible for overseeing the selection of funds using our quantitative and qualitative process.

A founding member of the team, Charles has been a key member in the development of a highly sophisticated, award winning process. The team of analysts are frequently quoted in the national press and he has mentored analysts who have continued to win multiple awards.

Charles has worked as a hedge fund analyst at Amundi Alternative Investments and AMLab, a subsidiary of OFI Asset Management. His quantitative analytical background has been instrumental in the processes he has helped develop within FE fundinfo and he combines qualitative analysis to balance pure numerical analysis.

Charles is a CFA Charter holder, has a Masters of Science in Risk and Asset Management and a Masters in Management from EDHEC Business School in France.



## Amandine Thierree

Head of Portfolio Management

Amandine is responsible for the portfolio management and modelling of the portfolios using the firm's proprietary Portfolio Optimiser.

An adept technician, Amandine draws together a Bachelors in Mathematics degree, a Specialised Masters in Finance from ESCP Europe, is a CFA Charter holder and is a Chartered Alternative Investment Analyst.

A founding member of the team, Amandine oversees our portfolio optimisation and risk oversight processes, providing critical and insightful analysis throughout the portfolio management process. These form a key part of the governance process which is heavily relied on by our clients.

Prior to joining FE Investments, Amandine was a research analyst at FundQuest Paris, where she covered hedge funds. Her role involved quantitative and qualitative analysis, as well as carrying out due diligence for the funds to create a shortlist for BNP Paribas's private banking arm.



## **Edward Margot, Chartered FCSI, Chartered Wealth Manager**

Head of Client Investment Strategy

Ed is the third generation in his family to work within the investment industry. His career began over 20 years ago and has worked alongside wealthy clients giving both financial and investment advice.

Ed's main responsibilities involve contributing to our investment strategy, helping develop our portfolio range and working closely with clients and Relationship Managers regarding our investment strategy.

Prior to FE Investments, Ed led a £2 billion portfolio management team at L&C where he worked with ultra-high net worth clients and developed a range of portfolios for investor visas. Consequently, he advised the Home Office and Isle of Man Government on immigration and inward investment.

Ed is a Chartered FCSI and a Chartered Wealth Manager and qualified with a Distinction in the coveted Private Client Investment Advice and Management paper. He also studied Accounting and Finance at the University of Exeter.



## **Oliver Clarke-Williams, Chartered Financial Planner**

Head of Investment Operations

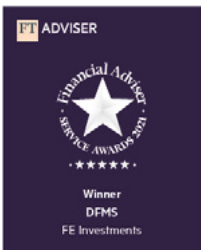
Oliver is a founding member of the team and collaborated closely with our Head of Research to develop and test our quantitative research capabilities.

He is responsible for providing mission critical analysis for the development of our portfolio range, portfolio structuring and implementation of portfolio management to platforms.

Oli works closely with Amandine to ensure the portfolios remain within performance and risk target. Oli achieved the Diploma in Regulated Financial Planning and is a Chartered Financial Planner; his qualifications help him combine portfolio management into the suitability perspective of financial advisers. He regularly meets with clients to conduct our deep dive presentations into our investment process.

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### Important information

This is a marketing communication, intended for financial advisers only. Not for use by retail investors. It is not intended as a recommendation to buy or sell any particular asset class, security or strategy.

**The value of investments and the income from them may go down as well as up and you may not get back the amount originally invested.**

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