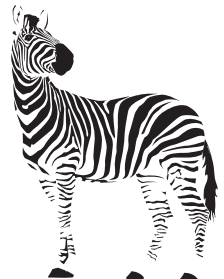


Investment Management Services for Clients of Financial Advisers

Personal, professional service in partnership
with your financial adviser



Make your life easier

Structuring your investments

At Investec Wealth & Investment our bespoke investment management services have been specifically designed to work in conjunction with you and your financial adviser.

Our aim is to work with your adviser and you to create and proactively manage a bespoke solution for your investments, which may encompass a directly held portfolio, ISAs, offshore wrappers, SIPPs, pension funds and trust assets – or a combination of all.

We consider both traditional and alternative investment strategies and asset allocation in order to meet your specific investment requirements, as determined in discussions with your adviser.

The moment your adviser contacts us to discuss your objectives, we assign a dedicated investment manager to work with you both to create a bespoke solution. We are well known in the industry for delivering out of the ordinary levels of service and this, too, is something you can count on.

As part of the Investec group, we currently manage around £20.1 billion* of funds for our clients with a network of 15 offices across the UK. We are therefore able to deliver a local and personal service.

*As at September 2012.

Basis of Advice

Investec Wealth and Investment offer 'restricted' advice services to the clients of Financial Advisers. We have decided that the 'restricted' route is most suitable for these clients. This is because our Investment Managers specialise in these services and do not provide advice on all Retail Investment Products (RIPs) e.g. life policies. For more information please refer to our document *Retail Distribution Review update for Clients of Financial Services*, which can be downloaded from our website.

Personal service, expert solutions, widespread benefits

When you and your Financial Adviser make the decision to appoint Investec Wealth & Investment as your partners to manage your investments, the benefits of our bespoke service become abundantly clear:

Flexible Income Payments

We collect all dividends and interest on your behalf and can arrange for income to be paid into a designated bank account on a regular basis. Alternatively, we can offer standing order and drawdown facilities.

Reports, Valuations and Consolidated Tax Vouchers

A comprehensive annual report incorporating a consolidated tax voucher and capital gains tax report is provided to you and your financial adviser, where required, to assist in the preparation of your tax return. We will also provide regular

valuations along with our comments on the performance of your investments throughout the period.

Online Valuations

You and your Financial Adviser can access portfolio valuations and statements via our dedicated website.

Taxation Management

We have expertise in utilising your annual tax allowances as well as managing monies in tax-efficient wrappers.

In Specie Transfers

We can transfer your existing investments into your account with us without encashment (subject to the terms of your existing provider).



ISAs

As part of your investment solution, existing ISAs can be incorporated, whilst working with your Financial Adviser to potentially incorporate current and future years allowances where appropriate.

Security of your assets

For even greater peace of mind, we have market-leading insurance and professional indemnity cover in the unlikely event of a loss of client assets through criminal negligence. We consider this an important part of our commitment to protect client assets. Your assets are held in our wholly owned nominee company and are completely ring fenced from the Investec group.

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



Enduring values. Modern methods

Our investment managers adopt a group-wide investment process, one that ensures a structured and disciplined approach through access to our extensive research capabilities (as demonstrated by the Investment process chart on the following page).

We constantly bring together the best ideas of all the firm's resources in pursuit of our aim to deliver consistently good risk-adjusted returns for your portfolio. Efficient and streamlined, our independent research department and our most experienced fund managers are organized into specialist teams to focus on three core areas: Asset Allocation, Stock and Sector Allocation and Collective Funds.

Asset Allocation

Our Asset Allocation team meets regularly to formulate the recommended split between assets to be held in clients' portfolios and discuss which areas to invest in geographically. They consider

trends in global economies, interest rates and currencies, and appraise forecasts for corporate profits and dividends.

Stock and Sector Allocation

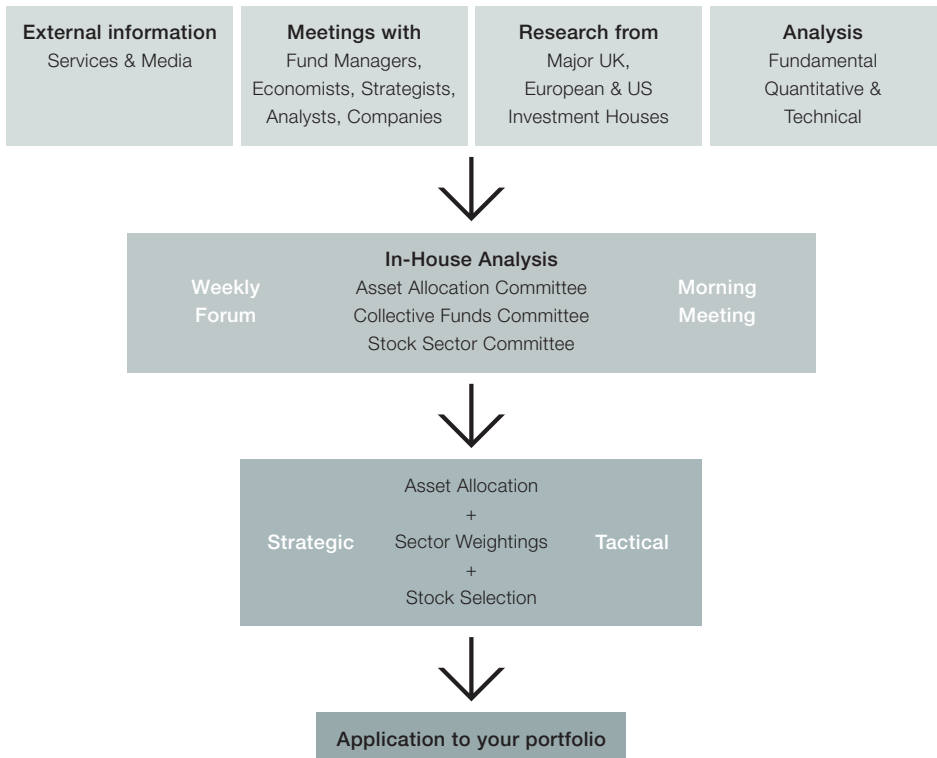
Our Stock Sector team meets regularly to review changes in core list UK equities, to initiate changes in sector views and to confirm, or question, changes in sector or stock recommendations. The aim is to maintain an analytically driven process, without losing the ability of analysts or strategists to make timely, tactical calls.

Collective Funds

Our Collective Investments team meets regularly to review changes in the core collectives list and respond to developments in fund performance, valuation or manager turnover. Reviewing and selecting our favoured ethical, commercial property, hedge and structured products falls within the remit of this group.



Investment process



A genuinely bespoke service

Our bespoke portfolio options are the key feature of our service. This can be tailored to meet your specific investment objectives and is highly flexible. It allows us to offer both traditional and alternative investment strategies, which may take into account any ethical, high income and drawdown requirements, or alternatively, incorporate existing investments. We are happy to advise you, and your financial adviser, on the most suitable asset allocation to meet your requirements.

The benefits of discretion

Once the make up of your bespoke portfolio has been agreed, we manage the portfolio on a discretionary basis. This enables us to handle day-to-day decision making and allows us to respond quickly and efficiently to market changes or opportunities that are in your best interests.



A proud history behind us

Investec Wealth & Investment has a history that goes back to 1827, but our eyes are firmly fixed on your future.

The bringing together of illustrious names including Rensburg Sheppards and Williams de Broë, combined with the strength of the Investec group, has allowed Investec Wealth & Investment to consolidate its wide-ranging expertise and leading position.

The depth and breadth of Investec enables us to offer a broad service to our clients and access to an extensive pool of investment opportunities around the world. Meanwhile our commitment to providing out of the ordinary levels of personal service for our clients remains paramount.



Angela Cruise
Business Development Director

We have introduced ourselves. Now would like to get to know you better

Great relationships start with a conversation. That is why we place so much value on them.

We would like to think such a conversation would be mutually beneficial and they always take place in the strictest confidence. It costs nothing for your adviser to invite us to sit around the table to discuss your requirements and our solutions. The outcome could reap the rewards you are seeking.

Should your adviser feel that it would be beneficial to have a meeting with us we are never too far away. We have 15 offices around the country, and you and your adviser are always welcome to spend time with us, or we will happily travel to you.

We look forward to working for you soon. We want to be a part of helping you to take care of your future. It's everything.

investecdfm.co.uk



The information contained within this brochure does not constitute financial advice or a personal recommendation. Investors should remember that the value of investments, and the income from them, can go down as well as up and that past performance is no guarantee of future returns. You may not recover what you invest. References to taxation are based on our current understanding of the legislation but we do not represent that it is accurate or complete and it should not be relied upon as such. Tax laws are subject to change.

Bath	01225 341580	Edinburgh	0131 226 5000	Liverpool	0151 227 2030
Belfast	02890 321002	Exeter	01392 204404	London	020 7597 1234
Birmingham	0121 232 0700	Glasgow	0141 333 9323	Manchester	0161 832 6868
Bournemouth	01202 208100	Guildford	01483 304707	Reigate	01737 224223
Cheltenham	01242 514756	Leeds	0113 245 4488	Sheffield	0114 275 5100

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