

Investment Management

Case Study

PK Wealth works with advisers who want to outsource investment management

Emma is an adviser who prides herself on the financial planning service she provides to her clients. She wants to concentrate on offering financial planning advice whilst reducing the overall investment risk to the firm by outsourcing discretionary management services. Her clients are a mix of private individuals, trusts and charities and all investments need to be eligible for the different tax wrappers she uses. Her clients have different investment requirements and risk appetites so Emma needs to find an investment manager with a broad range of solutions. She needs to work with an experienced team who understand both her and her client requirements. In addition, Emma wants to see full transparency over the cost structure including management fees, platform charges and underlying fund costs.

How PK Wealth provides an effective solution

- ❖ PK Wealth discretionary portfolio solutions (MPS and BPS) are available via Ascentric, Aegon, AJ Bell, Aviva and Fidelity FundsNetwork. Emma already uses these platforms so she can allocate new clients quickly and easily. Once Emma has completed the platform agreement, she will have access to the PK Wealth models whilst maintaining control of each individual client relationship.
- ❖ Emma's clients are diverse investors with varying requirements. PK Wealth has a broad investment proposition and also works with advisers and their clients to offer tax efficient strategies. Portfolio solutions include:

Managed Portfolio Service (MPS)

Five actively-managed target return model portfolios providing global multi-asset diversification. Each portfolio is managed within a defined risk framework.

Bespoke Portfolio Service (BPS)

High service level providing solutions tailored to each client's requirements. Clients have access to investment managers to discuss strategy and portfolio positioning.

IHT Portfolio Service (IPS)

Tax efficient solutions selecting a portfolio of Business Relief (BR) qualifying investments for Inheritance Tax (IHT) relief using a rigorous due diligence process.

- ❖ **Whole of Market:** PK Wealth takes a whole of market approach to investing, constructing portfolios from a broad universe.
- ❖ **Fees:** There is a straightforward fee structure for all portfolio solutions delivering full cost transparency.
- ❖ **Investment Process:** There is a clearly defined investment process incorporating asset allocation ranges, risk boundaries, portfolio optimisation and proprietary research. Risk within portfolios is monitored on an ongoing basis and investment opportunities can be identified and acted on. The adviser can trust PK Wealth to manage the investment component of their client portfolios whilst they concentrate on dedicated financial planning.
- ❖ **Track Record:** PK Wealth's investment committee has extensive experience across a variety of market cycles with a successful track record of managing investment and business processes.
- ❖ **Agent of the Client:** PK Wealth operates on an Agent of the Client basis (Reliance on Others), managing the suitability of each underlying investment within portfolios. Each adviser has responsibility for the suitability of the mandate and appointing the Discretionary Manager. PK Wealth has responsibility for managing the portfolio assets. PK Wealth accepts responsibility for investment management compliance and MiFID notifications and importantly does not abdicate this responsibility back to the platform or introducing IFA.