

PERFORMANCE

PMS NOVIA PERFORMANCE TABLE to 30th September 2020

Portfolio	Cumulative Performance						Discrete Annual Performance													Rolling 5 year Data					
	YTD	1 Year	3 Years	5 Years	10 Years	Since Launch 01/11/2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	Alpha	Beta	Sharpe Ratio	Info Ratio	Vol	Max DD	Downside Capture
Portfolio 0	-0.90	-0.22	5.19	16.57	41.93	74.90	14.31	7.20	1.33	7.54	6.60	3.07	2.49	5.01	5.22	-2.45	7.28	-0.90	0.13	1.05	0.29	0.23	3.86	-6.92	103.68
IA Benchmark	-0.01	0.42	4.98	15.03	30.94	57.33	9.42	6.25	1.15	5.03	3.46	3.39	0.31	5.95	3.40	-2.23	6.23	-0.01	0.00	1.00	0.24	0.00	3.51	-6.00	100.00
Portfolio 1	-0.92	0.03	6.35	21.01	52.94	93.23	14.93	8.25	0.75	8.40	9.04	3.25	3.66	6.08	6.58	-2.78	8.55	-0.92	0.50	0.86	0.41	-0.01	4.59	-8.03	85.97
IA Benchmark	-0.21	0.35	6.48	21.12	42.49	78.61	11.71	7.77	1.38	6.22	4.20	4.84	0.38	8.47	4.84	-3.35	8.70	-0.21	0.00	1.00	0.38	0.00	5.03	-8.59	100.00
Portfolio 2	-0.44	1.17	9.60	30.52	70.50	121.31	13.97	9.85	-0.88	9.48	10.69	5.10	4.49	7.72	9.56	-3.51	11.25	-0.44	1.51	0.84	0.56	0.46	6.18	-10.53	79.13
IA Benchmark	-2.86	-1.19	5.45	25.49	54.38	95.17	15.90	8.56	-1.89	8.35	8.85	4.85	1.21	10.32	7.16	-5.10	11.84	-2.86	0.00	1.00	0.36	0.00	7.26	-12.89	100.00
Portfolio 3	-0.41	1.61	10.95	37.04	85.72	159.91	21.41	12.90	-2.83	11.54	12.18	5.44	4.99	9.62	11.97	-4.51	12.95	-0.41	1.48	0.88	0.62	0.50	7.32	-12.38	83.00
IA Benchmark	-2.66	-0.69	7.51	31.59	66.41	116.90	18.00	10.43	-3.72	9.16	11.64	4.86	1.94	11.60	8.56	-5.60	13.80	-2.66	0.00	1.00	0.44	0.00	8.25	-14.15	100.00
Portfolio 4	-0.43	1.79	11.41	40.31	94.63	178.43	23.70	14.41	-4.41	12.30	14.29	5.51	5.93	9.88	13.51	-5.20	14.00	-0.43	1.29	0.85	0.62	0.16	8.03	-13.37	80.62
IA Benchmark	-2.48	-0.19	9.56	37.92	79.17	140.68	20.12	12.29	-5.51	9.97	14.47	4.87	2.66	12.87	9.98	-6.11	15.78	-2.48	0.00	1.00	0.50	0.00	9.29	-15.41	100.00
Portfolio 5	-0.41	2.15	12.24	45.88	105.59	207.02	27.20	16.24	-6.02	13.73	15.50	5.75	6.38	11.39	15.15	-5.68	14.92	-0.41	1.49	0.91	0.67	0.47	8.74	-14.46	85.90
IA Benchmark	-2.16	0.34	9.66	39.59	79.22	144.10	22.07	13.44	-7.13	10.05	14.51	4.88	2.33	13.34	10.59	-6.41	15.72	-2.16	0.00	1.00	0.52	0.00	9.44	-15.47	100.00
Portfolio 6	-0.35	2.35	12.72	48.71	112.50	229.58	31.08	17.87	-7.27	14.41	16.01	6.01	7.31	12.17	15.49	-5.96	15.73	-0.35	1.50	0.93	0.69	0.57	9.12	-15.03	88.09
IA Benchmark	-1.84	0.88	9.75	41.26	79.21	147.45	24.03	14.57	-8.73	10.13	14.54	4.89	1.99	13.82	11.21	-6.72	15.66	-1.84	0.00	1.00	0.54	0.00	9.62	-15.53	100.00

Please find the details for the associated benchmarks at the back of this document.

Past performance prior to 01.11.2014 is based on performance of the PMS using the Old Mutual Wealth platform.

Source of Data: **FE fundinfo** 

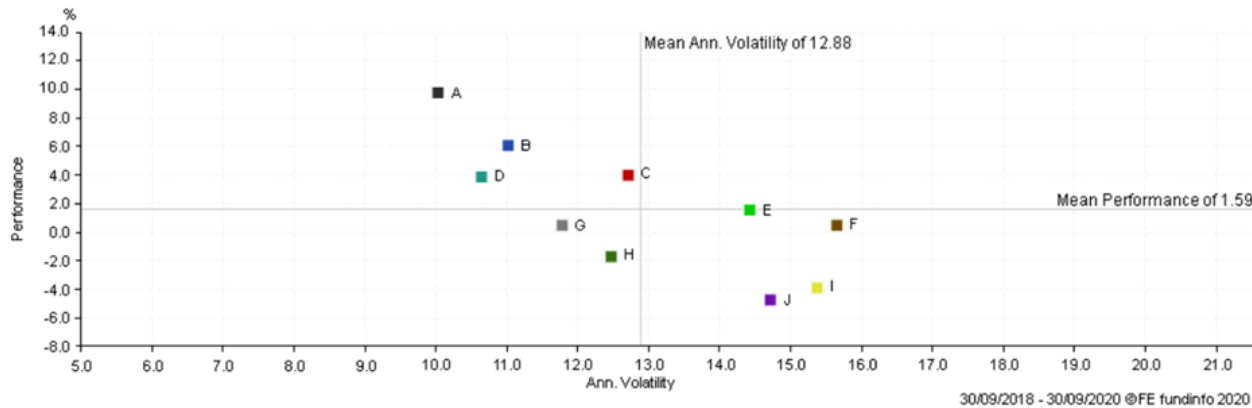


SUMMARY

We view two-year data to have increased significance considering it now includes two of the largest drawdowns and recoveries in recent years. Firstly, the now infamous “Powell pivot” of Q4 2018, where Powell talked about such outdated concepts as normalisation and balance sheet run off before capitulating to the demands of the equity markets and perhaps even one high profile politician. Secondly, a situation which unfortunately is very much still unfolding, the market reaction to the COVID-19 pandemic.

We have stated for many years now that markets can only fall if events are perceived to be outside the reaction function of central banks; in particular, the Fed. We can now add assorted government stimulus and EU emergency aid as additional backstops to risk assets. The markets collectively took the EU stimulus package as a decisive breakthrough on the journey towards collectivised EU debt. It is worth noting that this was originally touted as simply emergency aid and was therefore nothing for the more frugal member states to worry about. We remain sceptical that this was the breakthrough many were hoping for. The data coming out of Europe continues to deteriorate, particularly the Spanish and Italian data, and as such it is very hard to argue that stimulus is not required.

2 Year Risk/Return Chart to 30th September



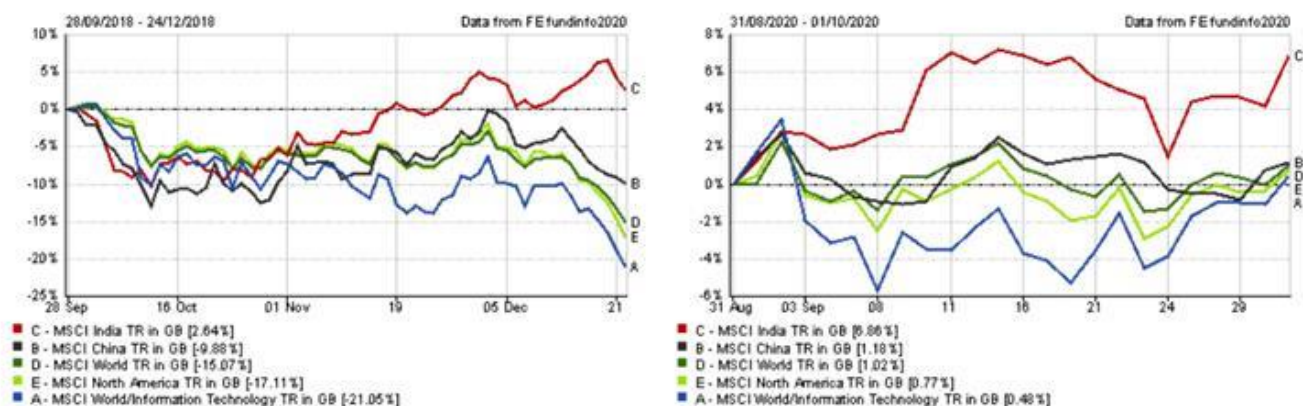
Key	Name	Performance	Annualised Volatility
■ A	Vanguard - LifeStrategy 60% Equity	9.76	10.03
■ B	Novia Portfolio 4	6.07	11.02
■ C	IA Mixed Investment 40-85% Shares	4.00	12.71
■ D	Jupiter - Merlin Balanced Portfolio	3.87	10.64
■ E	7IM - Moderately Adventurous	1.56	14.42
■ F	VT - Tatton Blended Active	0.48	15.65
■ G	Janus Henderson - Multi-Manager Managed	0.47	11.78
■ H	Royal London - Governed Portfolio 4	-1.69	12.47
■ I	Premier - Multi-Asset Growth & Income	-3.89	15.37
■ J	Standard Life MyFolio MM IV	-4.74	14.71

Information displayed is short term in nature to demonstrate performance over a specific time period. Please contact IBOSS for long term data, including since launch and/or 5 years.



September saw a repeat of Q4 2018 albeit on a much smaller scale.

Pricing Spread: Bid-Bid • Data Frequency: Daily • Currency: Pounds Sterling



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The seemingly endless supportive interventionist policies that various institutions around the globe are undertaking has led to reduced risk/return characteristics for many investments. We feel those areas which have risen most are, potentially, the most vulnerable should the prevailing narrative falter.

Given the way markets moved in September, relative to our positioning, we expected to outperform the respective benchmarks and this we achieved by circa 20bps at the lower risk end through to 40bps at the higher risk end. September, like Q4 2018, reminds us that US markets and tech stocks can lag their peers and lose money on both an absolute and a relative basis. We expect the coming quarter, with the trifecta of the US election, individual countries response to the pandemic and Brexit, to throw up some very good medium-term investment opportunities. That said, we expect the day to day market movements to be potentially the most volatile since February/March, with sentiment getting whipsawed by both headlines and speculation. This only usually matters if you have short term investment horizons, but it is hard to remind yourself of that when you are bombarded remorselessly by doomsday headlines. Here within the IBOSS investment team we limit our intake of mainstream media misery, which is probably why we are renowned for our sunny disposition.



Ratio Definitions

Alpha - Alpha is a measure of a fund's performance by comparison to its benchmark. It represents the return of the fund when the benchmark is assumed to have a return of zero and indicates the extra value a manager's activities have contributed: if the Alpha is 5, the fund has outperformed its benchmark by 5%. A further aspect of Alpha emerges when it is taken in conjunction with Beta. If a strong R-Squared correlation exists, the Beta will show how volatile the fund is compared to its benchmark and indicate how much extra risk the manager has taken on in order to get that high-Alpha performance. So, Alpha indicates better/worse performance compared with the index, whilst Beta shows higher/lower risk.

Beta - Beta is the estimate of a fund's volatility by comparison to its benchmark, i.e. how sensitive the fund is to movements in the section of the market that comprises the benchmark. A fund with a Beta close to 1 means that the fund will generally move in line with the benchmark. Higher than 1 and the fund is more volatile than the benchmark, so that with a Beta of 1.5, say, the fund will be expected to rise or fall 1.5 points for every 1 point of benchmark movement. It's important to stress that Beta is just an estimate: however, the stronger the R-Squared correlation between fund and benchmark, the more reliable this estimate becomes.

Sharpe Ratio - This is a commonly used measure that calculates the level of a fund's return over and above the return of a notional risk-free investment, such as cash or government bonds. The difference in returns is then divided by the fund's standard deviation (volatility). The resulting ratio is an indication of the amount of excess return generated per unit of risk. In general, it is considered that the higher the Sharpe ratio, the better.

Information Ratio - So called because it assesses the degree to which a manager uses skill and knowledge to enhance returns, this is a versatile and useful risk-adjusted measure of actively managed fund performance. It is calculated by deducting the returns of the fund's benchmark from the fund's overall returns, then dividing the result by its Tracking Error (which is a measure of the volatility of those excess returns). In this way, we arrive at the value, per unit of extra risk assumed, that the manager's decisions have added to what the market would have delivered anyway. The higher the Information Ratio the better. As ever, the R-squared between the fund and its benchmark must be strong if any discrete reliance is to be placed on the Information Ratio.

Volatility - Standard deviation is a statistical measurement which, when applied to an investment fund, expresses its volatility, or risk. It shows how widely a range of returns varied from the fund's average return over a particular period. Low volatility reduces the risk of buying into an investment in the upper range of its deviation cycle, then seeing its value head towards the lower extreme. For example, if a fund had an average return of 5%, and its volatility was 15, this would mean that the range of its returns over the period had swung between +20% and -10%. Another fund with the same average return and 5% volatility would return between 10% and nothing, but there would at least be no loss. While volatility is specific to a fund's particular mix of investments, and comparison to other portfolios is difficult, clearly, for those that offer similar returns, the lower-volatility funds are preferable. There is no point in taking on higher risk than necessary in order to achieve the same reward.

Maximum Drawdown - Represents the worst possible return over a period, e.g. buying at the maximum price over the period and selling at the worst.

The Downside Capture Ratio - shows the fund's performance in a down market relative to the benchmark. A Downside Capture Ratio that is less than 100% demonstrates that when the market went down the fund caught only a fraction of the losses, and the lower the down capture the better. E.g. If a fund has a Downside Capture Ratio of 85% this tells us that the fund captured only 85% of the benchmark's negative performance during a down market. The ratio is calculated by taking the funds downside capture returns and dividing it by the benchmark's downside capture returns over the same time period.



BENCHMARKS

Portfolio	Benchmark
0	70% IA Mixed Investment/0%-35% Shares/ 30% Composite IA Money Market
1	IA Mixed Investment 0%-35% Shares
2	IA Mixed Investment 20%-60% Shares
3	50% IA Mixed Investment 20%-60% Shares/ 50% IA Mixed Investment 40%-85% Shares
4	IA Mixed Investment 40%-85% Shares
5	50% IA Mixed Investment 40%-85% Shares/ 50% IA Flexible Investment
6	IA Flexible Investment

NB. MPU Figures are calculated on a Total Return basis - Total return shows the total return of the instrument with all income reinvested, assuming income is taxed at basic rates of income tax.



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