

QUILTER PMS PERFORMANCE UPDATE

FOR PROFESSIONAL FINANCIAL ADVISERS ONLY

Quilter PMS Cumulative Performance (data to 31/10/2021)

Outperformance	Year to Date	1 Year	2 Year	3 Year	4 Year	5 Year	6 Year	7 Year	8 Year	9 Year	10 Year	11 Year	12 Year	Start Date (01/11/2008)
Portfolio 0	2.44	6.54	5.87	10.38	10.10	15.92	21.26	24.38	27.52	36.90	45.80	48.25	61.15	83.42
30/70 Comp. Mny Mrkt & IA Mixed 0-35%	1.47	4.90	5.34	9.85	8.92	12.12	18.67	20.48	22.47	28.70	34.66	36.24	45.84	64.24
Portfolio 1	3.21	8.40	7.91	13.15	12.85	20.46	27.14	31.96	35.26	48.20	58.73	61.35	76.83	105.09
IA Mixed Investment 0-35%	2.14	7.09	7.47	13.77	12.24	16.93	26.64	29.33	32.35	40.76	48.79	50.90	64.15	89.94
Portfolio 2	4.82	12.55	13.20	20.34	19.67	30.46	42.20	49.00	54.77	73.14	85.34	87.92	108.01	145.85
IA Mixed Investment 20-60%	5.88	14.13	12.25	19.55	17.29	25.37	37.60	42.05	45.57	61.36	70.88	72.39	88.21	120.19
Portfolio 3	5.52	14.57	15.68	24.09	22.71	36.12	51.87	59.98	66.26	89.33	104.69	108.10	135.49	194.98
50/50 IA Mixed 40-85% & 20-60%	7.43	16.91	15.48	23.90	21.65	31.82	46.43	52.42	55.94	77.43	87.97	89.07	109.14	149.98
Portfolio 4	6.07	15.77	17.25	26.43	24.38	39.64	57.22	66.56	72.97	101.45	117.49	119.90	150.67	219.52
IA Mixed Investment 40-85%	9.00	19.74	18.76	28.36	26.11	38.52	55.72	63.43	66.93	94.91	106.54	107.10	132.04	183.31
Portfolio 5	6.61	17.47	19.29	29.10	26.57	43.71	64.89	75.30	81.72	114.96	133.79	135.22	171.69	257.69
50/50 IA Mixed 40-85% & Flexible	9.37	20.27	20.15	29.60	26.89	39.91	58.28	65.42	69.01	97.55	108.20	108.11	134.75	189.27
Portfolio 6	6.95	18.51	20.80	31.24	28.38	46.03	68.98	81.26	87.53	123.84	143.94	144.32	185.73	287.00
IA Flexible Investment	9.74	20.79	21.56	30.85	27.66	41.30	60.86	67.42	71.09	100.17	109.82	109.06	137.37	195.18

Quilter PMS Discrete Performance

Outperformance	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Portfolio 0	14.30	7.20	1.33	7.54	6.62	3.07	2.06	4.66	5.21	-2.46	7.38	2.11
30/70 Comp. Mny Mrkt & IA Mixed 0-35%	9.42	6.25	1.15	5.03	3.46	3.39	0.31	5.95	3.40	-2.23	6.23	2.87
Portfolio 1	14.93	8.25	0.75	8.40	9.06	3.25	3.03	5.67	6.48	-2.78	8.54	3.00
IA Mixed Investment 0-35%	11.71	7.77	1.38	6.22	4.20	4.84	0.38	8.47	4.84	-3.35	8.70	3.90
Portfolio 2	13.97	9.85	-0.88	9.48	10.70	5.11	3.96	8.52	9.22	-3.55	11.21	5.65
IA Mixed Investment 20-60%	15.90	8.56	-1.89	8.35	8.85	4.85	1.21	10.32	7.16	-5.10	11.84	3.51
Portfolio 3	21.41	12.90	-2.83	11.54	12.20	5.45	4.63	10.46	11.86	-4.46	12.89	6.75
50/50 IA Mixed 40-85% & 20-60%	18.00	10.43	-3.72	9.16	11.64	4.86	1.94	11.60	8.56	-5.60	13.80	4.42
Portfolio 4	23.69	14.42	-4.42	12.31	14.30	5.52	5.22	11.25	13.21	-5.17	13.96	7.41
IA Mixed Investment 40-85%	20.12	12.29	-5.51	9.97	14.47	4.87	2.66	12.87	9.98	-6.11	15.78	5.32
Portfolio 5	27.20	16.24	-6.02	13.73	15.51	5.76	5.70	12.98	14.87	-5.68	14.86	8.32
50/50 IA Mixed 40-85% & Flexible	22.07	13.44	-7.13	10.05	14.51	4.88	2.33	13.34	10.59	-6.41	15.72	6.01
Portfolio 6	31.08	17.87	-7.27	14.41	16.01	6.01	6.66	13.50	15.18	-6.01	15.72	9.13
A Flexible Investment	24.03	14.57	-8.73	10.13	14.54	4.89	1.99	13.82	11.21	-6.72	15.66	6.70

Quilter PMS Defensive Characteristic 5 Year Ratios (data to 31/10/2021)

[Click here for ratio definitions](#)

Outperformance	Alpha	Beta	Downside Risk	Info. Ratio Rel.	Max Drawdown	Max Loss	Sharpe	Sortino	Volatility	Downside Capture	r2
Portfolio 0	0.27	1.18	4.94	0.65	-7.36	-7.36	0.24	0.20	4.24	114.57	0.97
30/70 Comp. Mny Mrkt & IA Mixed 0-35%	0.00	1.00	4.18	0.00	-6.00	-6.00	0.09	0.08	3.53	100.00	1.00
Portfolio 1	0.73	0.96	5.83	0.58	-8.47	-8.47	0.36	0.31	4.95	91.79	0.96
IA Mixed Investment 0-35%	0.00	1.00	5.97	0.00	-8.59	-8.59	0.23	0.20	5.06	100.00	1.00
Portfolio 2	1.29	0.89	7.16	0.61	-11.07	-11.07	0.52	0.48	6.63	85.29	0.98
IA Mixed Investment 20-60%	0.00	1.00	8.49	0.00	-12.89	-12.89	0.36	0.31	7.38	100.00	1.00
Portfolio 3	1.08	0.92	8.19	0.50	-12.94	-12.94	0.56	0.53	7.75	88.00	0.98
50/50 IA Mixed 40-85% & 20-60%	0.00	1.00	9.36	0.00	-14.15	-14.15	0.44	0.39	8.36	100.00	1.00
Portfolio 4	0.92	0.88	8.96	0.09	-13.80	-13.80	0.59	0.55	8.35	84.04	0.97
IA Mixed Investment 40-85%	0.00	1.00	10.50	0.00	-15.41	-15.41	0.50	0.45	9.39	100.00	1.00
Portfolio 5	0.88	0.95	10.07	0.36	-14.92	-14.92	0.61	0.55	9.08	90.50	0.98
50/50 IA Mixed 40-85% & Flexible	0.00	1.00	10.80	0.00	-15.47	-15.47	0.52	0.46	9.46	100.00	1.00
Portfolio 6	0.80	0.98	10.69	0.45	-15.41	-15.41	0.62	0.55	9.48	93.53	0.98
IA Flexible Investment	0.00	1.00	10.67	0.00	-15.53	-15.53	0.54	0.48	9.55	100.00	1.00

Past performance is not a reliable indicator of future performance, please refer to our important information on the back page for a full list of risk warnings. For historic life styled performance please contact a member of the IBOSS team.

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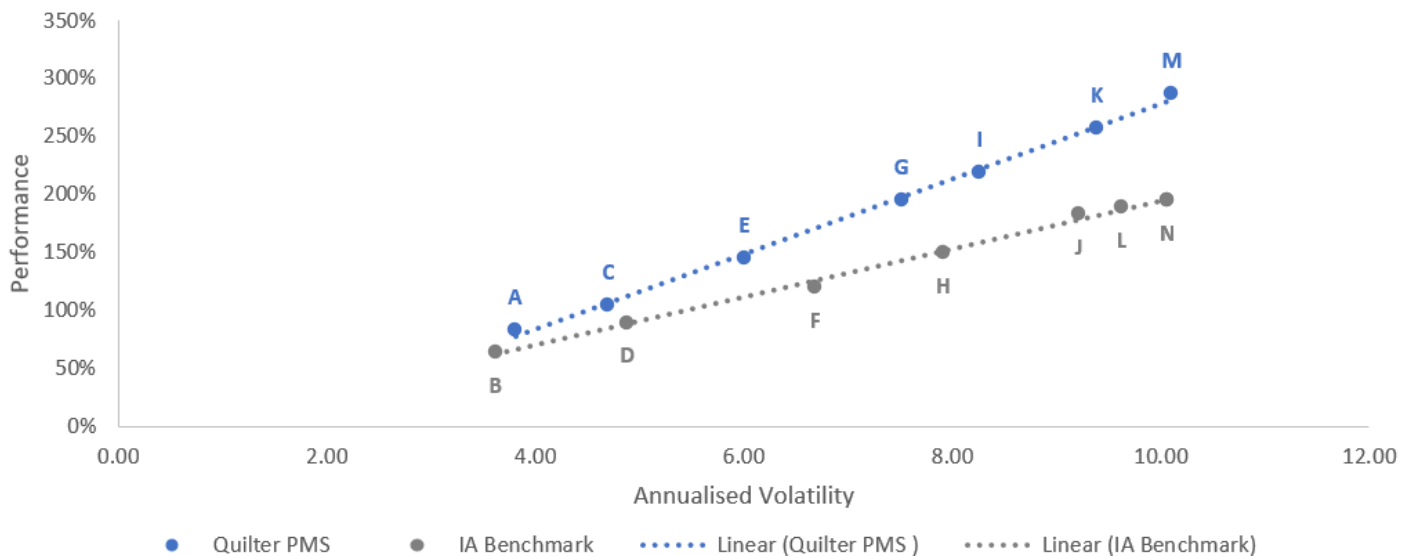
Quilter PMS Ratios from Start of Data (01/11/2008 to 31/10/2021)

	Alpha	%	Beta	%	Downside Risk	%	Info. Ratio Rel.	%	Jensens Alpha	%	Max Draw-	%	Max Loss	%	r2	%	Sharpe	%	Sortino	%	Tracking Error	%	Treynor	%	Volatility	%
Portfolio 1	1.07	10	0.90	15	4.93	10	0.36	25	0.88	10	-8.47	45	-8.47	45	0.88	20	0.78	10	0.75	10	1.66	1	4.07	10	4.70	5
Portfolio 2	1.58	7	0.88	14	6.21	7	0.58	6	1.33	12	-11.07	19	-11.07	19	0.96	1	0.86	2	0.83	6	1.46	1	5.87	6	6.01	7
Portfolio 4	1.86	11	0.88	18	8.20	7	0.51	11	1.62	14	-13.80	23	-13.80	25	0.97	2	0.89	4	0.90	7	1.83	1	8.32	10	8.26	6
Portfolio 6	2.25	18	0.99	34	10.15	25	1.11	2	2.22	20	-15.41	21	-15.41	25	0.96	4	0.89	7	0.88	7	1.90	1	9.10	17	10.11	25

Quartiles Key: Colour code explanation of squares in tables representing the quartiles.



Quilter PMS Risk/Return Profiles from Start of Data (01/11/2008 to 31/10/2021)



Key	Portfolio	Performance	Volatility
A	Portfolio 0	83.42%	3.81
B	30/70 Comp. Mny Mrkt & IA Mixed 0-35%	64.24%	3.62
C	Portfolio 1	105.09%	4.70
D	IA Mixed Investment 0-35%	89.94%	4.88
E	Portfolio 2	145.85%	6.01
F	IA Mixed Investment 20-60%	120.19%	6.68
G	Portfolio 3	194.98%	7.51
H	50/50 IA Mixed 40-85% & 20-60%	149.98%	7.91
I	Portfolio 4	219.52%	8.26
J	IA Mixed Investment 40-85%	183.31%	9.21
K	Portfolio 5	257.69%	9.39
L	50/50 IA Mixed 40-85% & Flexible	189.27%	9.62
M	Portfolio 6	287.00%	10.11
N	IA Flexible Investment	195.18%	10.06

Outperformance

A blue filled box indicates outperformance.

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Next Quilter PMS performance commentary will be in January 2022 update



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