



IBOSS

MANAGED PORTFOLIO SERVICE

CLIENT GUIDE | CAPITAL AT RISK





Our Managed Portfolio Service is exclusively available to the financial adviser marketplace and covers a wide range of investment objectives and risk profiles, across four different ranges.

Your adviser will already know and understand your financial goals and appetite for risk, so this allows them to easily select an appropriate portfolio to match your individual and personal circumstances.

We firmly believe in the value advisers add to their clients, and that is why our services and products are only available through a professional financial adviser.

This brochure will help to explain who we are and how we, working alongside your financial adviser, can help you achieve your personal long-term investment objectives, whilst being appropriately updated throughout your journey.

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OUR HISTORY

Who are IBOSS?

Whether you know a little bit about us already or if you're reading about us for the first time, we have everything you need to know about our history right here.

When...

IBOSS Ltd was officially established as a company in 2008.

With many of the years following our inception possibly being the most turbulent for markets in recent memory, these experiences have taught us how to manage money in good times and bad.

Who...

The original concept of running *model portfolios was a creation of our Chief Investment Officer and Co-Founder, Chris Metcalfe.

A former financial adviser himself, Chris has over thirty-eight years of industry experience and in 2022 he was listed as one of the top 100 fund selectors in the UK by Citywire.

Growth...

At every stage of our growth we've had the needs of advisers, planners and their clients at the forefront of our mind. We listen and adapt our solutions based on the feedback we receive and are always looking for ways to improve our services.

What...

After a decade of success in providing model portfolio research, IBOSS Asset Management launched a *discretionary fund management (DFM) solution with the same investment strategy; the Managed Portfolio Service (MPS).

Today, the IBOSS MPS offers four different ranges of discretionary model portfolios to suit various client requirements; Core, Passive, Income and Sustainable.

Across all IBOSS investment solutions we administer circa 7,500 clients, between 90+ advisory firms and with a total funds under influence and management of approximately £1.5 billion (as of 01/02/2023).



Explainer...

Asset management is the practice of increasing total wealth over time by acquiring, maintaining, and trading investments that have the potential to grow in value, while maintaining an acceptable level of risk. Asset management professionals perform this service for others with fiduciary responsibilities and may also be called portfolio managers or fund managers.

***Model Portfolios** are a diversified group of assets designed to achieve an expected return with the corresponding risk. Ideally, each portfolio has a combination of managed investments across various asset classes based on extensive research.

***Discretionary Fund Management (DFM)** is a service where a firm manages your portfolio of investments, in line with instructions given by you to your financial adviser. Your adviser also has an ongoing responsibility to make sure that your investment portfolio remains suitable for your own individual circumstances, including your attitude to risk and investment objectives. Your Discretionary Fund Manager is responsible for maintaining the portfolio's investment objectives and will make ongoing alterations without your prior approval.

Sources: Investopedia / FCA / SmartAsset.com

OUR INVESTMENT PHILOSOPHY

The Investment Team

Chris Metcalfe oversees a highly-qualified and experienced team, many of whom have worked together for over a decade and have become the trusted hallmark of all IBOSS investment solutions.

Chris Metcalfe IMC

Chief Investment Officer



Chris Rush IMC

Investment Manager



Michael Heapy IMC

Senior Investment Analyst



Rebecca Anscombe

Head of Operations & Systems



Rupert Thompson

Chief Economist



David Winckler CA(SA)

Senior Investment Analyst



Jack Roberts IMC

Investment Analyst Support



Kate Townsend

Investment Analyst Support



8

Highly qualified and experienced individuals



6,000+

Hours of fund research is conducted each year



300+

Fund house meetings attended every year



1.5bn

Funds under influence across our solutions



Explainer...

***Benchmarks** are a standard or measure that can be used to analyse the allocation, risk, and return of a given portfolio.

***Volatility** represents how large an asset's prices swing around the mean price—it is a statistical measure of its dispersion of returns.

Volatile assets are often considered riskier than less volatile assets because the price is expected to be less predictable.

***Lower drawdowns** - A drawdown is a peak-to-trough decline during a specific period for an investment and is usually quoted as the percentage between the peak and the subsequent trough.

***Diversification** aims to choose different kinds of investments across a range of areas and regions that don't rely on the same things to do well at any one time, smoothing out the effects of one performing badly, while still reaping rewards when others do well.

Sources: Investopedia / FCA

Aim

Our aim is to beat the relevant *benchmarks over as many periods as possible, with less than benchmark *volatility and *lower drawdowns, across all risk ratings.

Diversification

One of our main beliefs when managing money is portfolio *diversification - a central element of our philosophy and key to how we manage risk and achieve clients' long term investment goals

Investors are naturally prone to behavioural biases and can often gravitate towards areas of the market. Examples of this type of herding and concentration risk include technology companies in the lead up to the 2000 market crash, the credit crunch in 2008 and the heavy losses suffered by dividend-paying global equities in early 2020.

We work hard to ensure that each of our portfolios are well diversified in order to provide a degree of protection against these periodic natural market falls.

Capital at risk

The value of an investment and the income from it can fall as well as rise and investors may get back less than they invested.

Asset Allocation

The asset allocation remains relatively fixed on an ongoing basis to match the portfolio's investment objective and is mirrored across all four MPS ranges.

The portfolios are constructed using four specialist asset classes to ensure effective diversification; equities, fixed income, property and cash.

Fund Selection

We use several funds within an asset class to provide added value in the form of reduced volatility, without reducing performance. We hold approximately 35-40 funds in any one of our portfolios, excluding those in the passive range.

We select funds from the whole of market and with no restrictions placed on us by third parties. This allows free thought on market and economic trends, and means we are not influenced by any 'house' view, resulting in our team being able to select funds as they see fit, purely for the benefit of your investments.

Equities

An equity is a mutual fund that invests principally in stocks from across multiple global stock markets.

Fixed Income

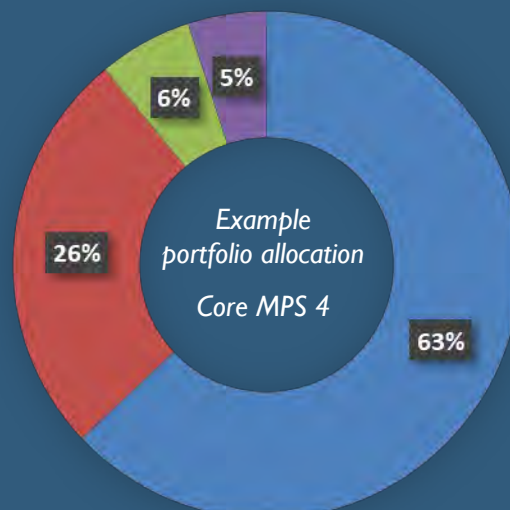
Aims to achieve capital growth and income through UK and international government and corporate bonds.

Property

Alternative funds, including infrastructure, designed to stabilise portfolio returns in times of market volatility.

Cash

Holding a percentage, risk level dependent, of cash in a portfolio is a tactical approach to investing.



THE MANAGED PORTFOLIO SERVICE RANGE

Overview

The IBOSS Managed Portfolio Service (MPS) offers four ranges of discretionary model portfolios; Core, Passive, Income and Sustainable, and is 5 Star Rated by Defaqto.

Our Managed Portfolio Service (MPS) can provide practical and cost-efficient ways to manage your investments, whilst aligning you to your long-term investment goals, appetite for risk and desired investment style.

CORE

Nine actively managed risk-rated model portfolios that offer long term investment strategies by placing an emphasis on diversification and *risk-adjusted returns.

We hold circa 40 funds per portfolio and use several funds within each asset class. A philosophy that's tried and tested for over a decade and is the template for our other investment ranges.



KEY FEATURES

- Ongoing Charges Figure capped at 0.58%
- DFM charge of 0.2%
- Long term performance record since 2008
- Circa 40 funds per portfolio (1% min/4% max/ excl. deposit/short dated bond/passive funds)

PASSIVE

Nine actively managed risk-rated portfolios that offer reduced annual fees through their use of low-cost passive funds.

We hold circa 30 funds per portfolio, selecting from cost effective *passive assets that maintain high levels of diversification.



KEY FEATURES

- Ongoing Charges Figure capped at 0.14%
- DFM charge of 0.15%
- Built using primarily passive and index funds
- Circa 30 funds per portfolio (1% min/8% max)

Costs

The Ongoing Charges Figure (OCF) is a charge that is applied to your portfolio and is quoted as an annual percentage. Each fund within your portfolio has its own OCF, set by the fund manager. These charges are added together, based on how much of your portfolio is invested in each fund, to give a weighted OCF for the portfolio as a whole. The OCF caps apply to this weighted figure for portfolios 0-6 in each range only.

Additionally, each fund has multiple share classes and their availability differs between investment platforms. Depending on the platform your investments are held on, we may not be able to apply the stated cap if our preferred share classes are not available for any of our selected funds.

Example...

If you invested £200,000 in IBOSS Core MPS Portfolio 4, the DFM fee of 0.2% would equal £400 per annum and the current OCF of 0.53% (as of 01/02/2023) would equal £1,060 per annum.

Additional costs charged by the platform provider and your financial adviser are also applicable.

Working with your financial adviser

Effectively managing investments is a challenging and time-consuming task, particularly under the increasing and ever changing regulatory requirements.

Delegating investment responsibilities to us gives your adviser more time to focus on your individual circumstances, meanwhile, your investments are being closely monitored by investment specialists on a regular basis.

INCOME

Seven actively managed risk rated portfolios that aim to offer investors a greater natural *yield, alongside financial returns.

We hold circa 40 funds per portfolio, prioritising income producing assets that maintain high levels of diversification.



KEY FEATURES

- Ongoing Charges Figure capped at 0.65%
- DFM charge of 0.2%
- Targets income producing funds
- Circa 40 funds per portfolio (1% min/4% max)

SUSTAINABLE

Seven actively managed risk rated portfolios that cater to investors who wish to invest in organisations that commit to generating measurable environmental, social and governance goals, alongside financial returns.

We hold circa 40 funds per portfolio, selecting from assets within our own sustainable criteria that maintain high levels of diversification.



KEY FEATURES

- Ongoing Charges Figure capped at 0.75%
- DFM charge of 0.25%
- Funds with strong social/environmental values
- Supported by Morningstar's rating system
- Circa 40 funds per portfolio (1% min/5% max)

Explainer...

Returns is a measure of what you get back, above the value of your original investment. With many investments, such as funds, rates of return will vary, especially over the short term.

***Risk-adjusted returns** measure an investment's return after taking into account the degree of risk that was taken to achieve it.

***Passive funds** look to replicate an index position, such as the FTSE 100, and generate similar returns to that index. This differs to active investing, which aims to beat the market.

***Yield** is defined as the income return on an investment, via interest or dividends received, expressed annually as a percentage based on the investment's cost and current market value.

Sources: Investopedia / FCA

WHY IBOSS?

Quarterly Communication Service

We believe that most investors like regular communication and value updates that provide meaningful information regarding their investments. We strive to ensure the material is jargon-free, making it easy for you to engage with, whilst creating a level of involvement that makes you feel part of your investment journey.

Our quarterly communication service is free of charge, although, we appreciate it may not be required for everyone and its inclusion is optional depending on your own personal preferences and at your adviser's discretion.

What's included

Client email

A quarterly correspondence with the opportunity for you to inform your adviser of any changes to your circumstances.

Portfolio Overview

Displays allocated fund changes and an overview that explains why each decision has been made by our Investment Team, as well as key information regarding your investments.

Market Summary

Informs you of the latest relevant economic information, from stock market performance to political matters which may be affecting your investments.

Awards & Recognition

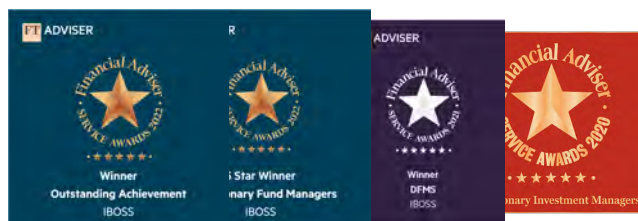
Providing excellent communication and superior service levels to advisers and clients is something we have always been focused on, so we are very proud to have been recognised for this across multiple industry-leading awards.

IBOSS has exemplified great service by winning the five star award, and placing top in the DFM category for three consecutive years at the FT Financial Adviser Service Awards. Because of this, the FT awarded us the 'Outstanding Achievement' award in 2022.

In 2023, IBOSS won both 'Best Reporting' & 'Best Communication in a Crisis' at Citywire's Adviser Choice Awards for the second consecutive year. As well as winning 'Best DFM North'.

The IBOSS Managed Portfolio Service range on platform has been 5 Star Rated by Defaqto, and the Core range 5 Diamond Rated. The ratings shows our MPS provides one of the highest quality offerings on the market, including features and benefits, as well as an excellent proposition relative to the peer group across charges, team and investment process.

IBOSS have received a 'B-' in a DFM financial strength assessment report by independent consultancy company, AKG. Overall, the aim of AKG's assessments is to provide independently evaluated information to assist in the choices made by the intermediary. AKG believes that a major consideration for an intermediary in selecting a DFM provider is the comfort and assurance that can be obtained from an independent, external assessment.



CITYWIRE
WEALTH
MANAGER

BEST COMMUNICATION
IN A CRISIS
WINNER

CITYWIRE
WEALTH
MANAGER

BEST REPORTING
WINNER

CITYWIRE
WEALTH
MANAGER

THE NORTH
WINNER



Previously accepted levels of financial planning and investment management are no longer considered enough. Fast-moving markets, stricter regulations and ever increasing compliance legislation means the precious time your adviser gets to spend with you is constantly decreasing.

Here are a few more reasons why we think we can help provide value to you and your adviser...

Honesty & transparency

In an industry riddled with jargon, we'll say it as we see it and give you an honest answer.

Additionally, we are transparent in everything we do. Portfolio holdings and performance is readily available to your adviser and updated monthly/quarterly. Fund change rationale and market commentary is also provided to you in our quarterly communications to explain why we make the decisions we do.

Experience

In all areas of the business there are employees that possess a varied and vast experience of the financial services industry, including previous advisers and paraplanners, as well as ex-business development managers from other wealth management companies.

Service

When dealing with IBOSS, all parties involved receive a first-class service. This is something we pride ourselves on and has been proven by multiple awards and nominations.

The majority of IBOSS employees have worked for the company from its infancy and have contributed to our growth over many years.





This communication is designed for informational purposes only is not intended as investment advice. These investments are not suitable for everyone, and you should obtain expert advice from a professional financial adviser. Investments are intended to be held over a medium to long term timescale, taking into account the minimum period of time designated by the risk rating of the particular fund or portfolio, although this does not provide any guarantee that your objectives will be met. Please note that the content is based on the author's opinion and is not intended as investment advice. It remains the responsibility of the financial adviser to verify the accuracy of the information and assess whether the discretionary fund management model portfolio is suitable and appropriate for their customer.

Past performance is not a reliable indicator of future performance. The value of investments and the income derived from them can fall as well as rise, and investors may get back less than they invested.

The DFM MPS Core range was launched 1 November 2018; other ranges have since been added. The past performance figures include simulated figures which are based on the actual performance figures/asset allocation/fund selection of the Portfolio Management Service research provided by IBOSS Limited, from 31 October 2008. The simulated past performance is not a reliable indicator of future performance. The DFM MPS performance and displayed underlying portfolio charge is produced using the preferred share classes, this may differ from platform to platform and is shown net of fund fees only, they do not incorporate platform costs, adviser's client fee or DFM service charge.

IBOSS Asset Management is authorised and regulated by the Financial Conduct Authority. Financial Services Register Number 697866.

IBOSS Limited (Portfolio Management Service) is a non-regulated organisation and provides model portfolio research and outsourced white labelling administration service to support IFA firms, it is owned by the same group, Kingswood Holding Limited who own IBOSS Asset Management Limited.

Registered Office is the same: 2 Sceptre House, Hornbeam Square North, Harrogate, HG2 8PB. Registered in England No: 6427223.