



**Tatton**  
Investment Management

# Blended Fund Range



# Investment Evolved

Tatton was founded with the single goal of bringing expert investment management services to a wider range of investors, at the same time reducing the cost of investing.

Part of Tatton Asset Management plc, we are established as one of the fastest-growing investment fund managers of our kind. As of November 2021, Tatton has over £11.2 billion assets under management.

We manage three different types of investment, a cost challenging Managed Portfolio Service of easily accessible low-cost discretionary fund management, Bespoke Portfolio Services for clients with more specific requirements, and also a range of complimentary investment funds.

Our passion is to deliver investment returns for the clients of financial advisers to meet their long-term aims within their chosen risk profiles.

As CEO of Tatton, I am committed to providing the highest quality portfolio management services at the most competitive price to our clients, whatever their investment objectives.



**LOTHAR MENTEL**

Founder, Chief Executive,  
and Chief Investment Officer



## Tatton Blended Funds

Our Blended Fund Range contains five risk rated multi-asset funds designed to maximise returns for investors who want to invest with lower or higher levels of risk.

They hold a dynamic mix of active and passive funds to offer the potential for higher returns while keeping costs low.

The Tatton Blended Funds offer a straightforward and cost-effective investment option for a broad range of investors. Built using the same robust investment process as our discretionary portfolios, our experienced team of investment professionals seek to maximise returns whilst achieving its objectives.

## Benefits at a glance

- Five risk rated multi-asset funds designed to suit different objectives and risk appetites
- Managed by Tatton's investment team combining the benefits of active and passive strategies
- Access to high-quality investment expertise
- Straightforward and easy to understand
- Maximum accessibility through investment platforms
- Can be used in offshore bonds and Self Invested Personal Pensions (SIPPs)

**The value of your investment can go down as well as up and you may get back less than the amount invested.**



# Why invest with Tatton?

At Tatton, our ambition is to place active investment management within the reach of most retail investors. All of our products offer sophisticated investment management in a cost-effective and transparent package.

Therefore, we work hard, with your Adviser, to ensure your investments deliver value for money.

## THREE REASONS TO CHOOSE TATTON

### Proven capabilities and process

Our investment team follows a clearly defined and robust investment process that draws on its experience and expertise. Each investment decision is well-considered, leading to portfolios that contain the most suitable blend of global assets, regions and strategies to help meet investors' needs.

### Easy, low-cost, investment strategies

Our dedication to working with Financial Advisers means we understand the importance of choice, flexibility and affordability. There are no obligations or tie-ins when clients and Financial Advisers choose to invest with us.

### Our sole focus is on investment management

We believe in the importance of high-quality financial advice. Our sole purpose is to partner with financial planners who are seeking an outsourced investment manager who can provide them with the investment management services they need to meet their clients' needs.

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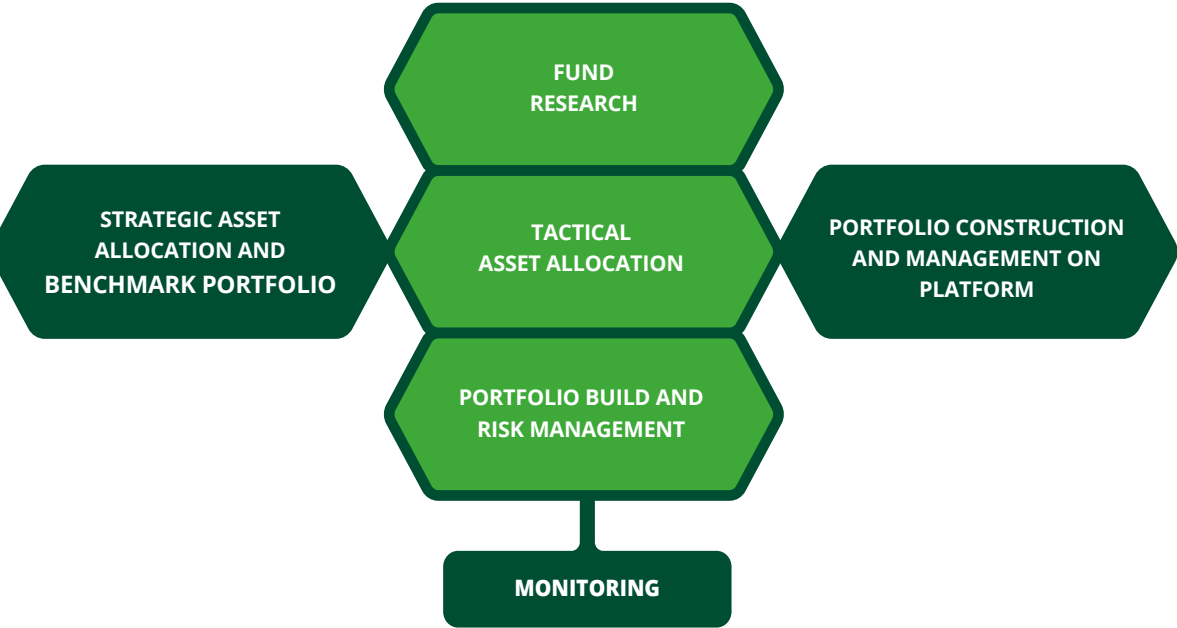
Sophisticated investment management in a cost-effective and transparent package





# The Tatton Investment Process

Our investment philosophy and process is founded on the principle of portfolio stewardship. Stewardship, to us, means keeping the investments we manage aligned to the clients' long-term investment objectives in the face of a constantly changing world. As such, we offer clients a broad range of investment risk exposure and investment strategies, always guarding against the unintended risks that can arise when making such investments.



To achieve this, we combine different types of investments, or asset classes, and investment styles for each risk profile into a single portfolio or fund, resulting in a range of compelling and very broadly diversified investments.

The Tatton Blended funds combine Tatton's active and passive discretionary portfolios within a fund using the same portfolio approach to their construction. We alter the proportion of assets within each strategic allocation over time, adopting strategies that we believe align long-term objectives with nearer-term economic and investment market opportunities. This tactical adjustment reflects

our analysis of markets and economies and is made when we think it is appropriate not on fixed dates in the calendar. We are long-term investors and our investment and fund research reflects this.

Monitoring is central to our investment process and through ongoing continual review of all aspects of the process, we have a complete overview to ensure all the elements of a portfolio are working in harmony to deliver on its objectives. We leave no stone unturned in our examination of our investment decisions and take pride in the detail and rigour of this fundamental investment discipline.

## Tatton Blended Funds

There are two main types of funds that make up our blended funds: Active and Tracker. Active funds are run by fund managers that actively research and select assets to invest in, while Tracker funds simply aim to mirror assets in a certain Index, like the 100 leading shares in the UK or in other stock exchanges, for example.

In an active fund, the manager makes decisions on the investments the fund holds so is referred to as 'active'. The tracker fund has to buy the stocks that make up the Index; or something very close to it, we refer to these as 'passive' since the fund manager is not making decisions based on investment merit, rather what the index looks like. This is why the two styles of investing are called 'Active' and 'Passive' respectively. The time and resources required for discriminate asset selection makes Active funds more expensive, in terms of their fees, than Tracker funds.

### WHY BLEND ACTIVE AND PASSIVE FUNDS?

Active managers have the ability to choose which stocks to hold and also how much of each stock. They do this to maximise value where they see the opportunity in a sector that is undervalued, for example, they think these stocks will increase in value faster than the general market and so outperform.

Active managers can also judge when to adjust their holdings in order to reduce potential downside exposure when markets react to external events. Whereas a Tracker fund cannot make adjustments based on market conditions and the fund will simply follow the market as it rises and as it falls.

The Tatton Blended funds combine the advantages and drawbacks of both types of funds and also adds diversification. Active Funds can outperform because the fund manager can make decisions independent of the market direction. It's not guaranteed, and having performed better in the past does not mean they will continue to do so in the future as the value of investments can down as well as up and you may get back less than the amount invested.

Passive strategies have the potential to offer better returns when shares are generally moving together in the same direction because there is less opportunity for a fund manager to outperform through stock selection, and lower costs mean less impact on investment performance.

Tracker Funds are cheap and efficient – Active Funds can manage risk and potentially deliver additional performance. Blending the two approaches can therefore offer investors additional diversification benefits.

The Tatton Blended funds offer some of the potential performance benefits of an active fund with some of the cost benefits of a tracker one. Each fund is globally diversified and holds a roughly equal blend of active and tracker funds. They benefit from our dynamic investment management process that means that, from time to time, the proportions invested in active and tracker strategies will vary depending on economic and market conditions.

Our Blended Funds invest in a portfolio of underlying funds that are diversified across equities, fixed income, alternatives, and cash.

By taking a multi-asset approach, our investment managers spread portfolio risk across the asset classes and ensure costs stay as low.



# Managing Investment risk to suit you

Investing, unlike saving, is not without risk to the value of your investment. To increase the potential for returns also increases the potential of investments to fall as well as rise. The changing prices of investment markets are a reflection of supply and demand like any other commodity and can therefore decrease as well as increase. It is this change in prices that creates the rises and falls in value over time and it's between you and your Financial Adviser to determine how much investment risk you are comfortable taking.

Tatton's role as an investment manager is to deliver returns that are proportionate to the level of investment and investment risk over time. The investments we manage are compatible with the tools your Financial Adviser uses to determine your risk level. We balance the mix of assets over time to control investment risk exposure using a combination of cash, investment bonds, and equities to ensure portfolios risk exposure is appropriate. A key element of investment management is ensuring that we can buy or sell an investment

whenever we think it is appropriate – in investment terms, this is described as being liquid.

Our investment process will only select investments that are liquid, that is easy to trade. This is to avoid being trapped in a fund that has lost value and is closed to trading. We will not surrender the liquidity of the underlying investments in our portfolios to generate additional returns.

## THE RISK LEVELS OF TATTON BLENDED FUNDS

We offer five different levels of investment risk across the Tatton Blended Funds to cater for the most cautious and for more risk tolerant investors. Each of our risk categories is compatible with the risk profiling process that you will have been through with your Financial Adviser so that we can create portfolios that we want to meet your expectations without too little or too much risk for you to be comfortable.

All investing carries a degree of risk and our portfolios are constructed to produce positive returns in line with your investment risk profile over a minimum period of at least five years.

## TATTON BLENDED FUND RISK CATEGORIES:

### VT TATTON BLENDED DEFENSIVE

For investors with the lowest risk tolerance, this fund has the highest allocation to lower risk assets and the lowest level of volatility within our range. The fund aims to reduce the potential for losses for investors who also accept as a consequence lower returns than in equity markets.

### VT TATTON BLENDED BALANCED

For investors who are seeking long-term growth and are comfortable with higher-risk investments and a moderate level of volatility. As a balanced fund, it may be suitable for investors who are prepared to accept investment losses in the short-term in order to potentially achieve attractive long-term growth.

### VT TATTON BLENDED AGGRESSIVE

A fund for investors who would like the potential for greater returns from equity markets. The Blended Aggressive fund has the highest allocation to equities, and the highest level of risk and volatility, of the Tatton Blended Funds.

### VT TATTON BLENDED CAUTIOUS

For risk-averse investors who are seeking to reduce capital risk over the medium to long term through a lower-volatility portfolio. With its cautious approach, this portfolio may be suitable for investors who are happy to achieve lower returns than equity markets in order to reduce potential losses.

### VT TATTON BLENDED ACTIVE

For investors who are seeking attractive long-term growth and are comfortable with holding higher-risk investments and a higher level of volatility. With its focus on maximising returns, this fund may be suitable for investors who are prepared to accept investment losses in the short-term in order to achieve potentially greater returns over the longer term.

**The value of your investment can go down as well as up and you may get back less than the amount invested.**



# Investment team

Each member of Tatton's investment team has a clearly defined role to play in the research, construction and monitoring of our portfolios. Our process is designed to encourage and challenge investment ideas, perspectives and decisions. We encourage discourse and dialogue from all members of the team.

The investment team is responsible for the analysis and investment research needed to execute investment decisions. We use both internal and external research and also have established international expertise using investment professionals across the world to inform and also interrogate our investment thinking.

## THE ROLE OF THE INVESTMENT COMMITTEE.

The day to day investment decisions we make are put under formal scrutiny and review by our investment committee. The committee is a formal body that provides the ultimate oversight of our portfolios and performance and meets at least once every quarter.



**LOTHAR MENTEL**

Founder, Chief Executive,  
and Chief Investment Officer



**JAMES SAUNDERS, CFA**

Head of Portfolio  
Management



**EMMA DIXON**

Investment Manager



**ADAM RAWLING**

Investment Analyst



**JIM KEAN**

Chief Economist



**ASTRID SCHILO**

Chief Investment Strategist



**ANTHONY GRAHAM, CFA**

Fund Research Analyst

Each member of Tatton's  
investment team has a clearly  
defined role to play





# A commitment to Investment Excellence

To us, Investment Excellence has three elements

The combination of all three elements generates real sustainable returns for investors. Portfolio returns are the most visible performance indicator but can only be achieved within an investor's risk tolerance – we won't compromise risk to chase returns.

Similarly, we won't compromise returns through unnecessary costs, so we try to lower the cost of investment wherever possible.

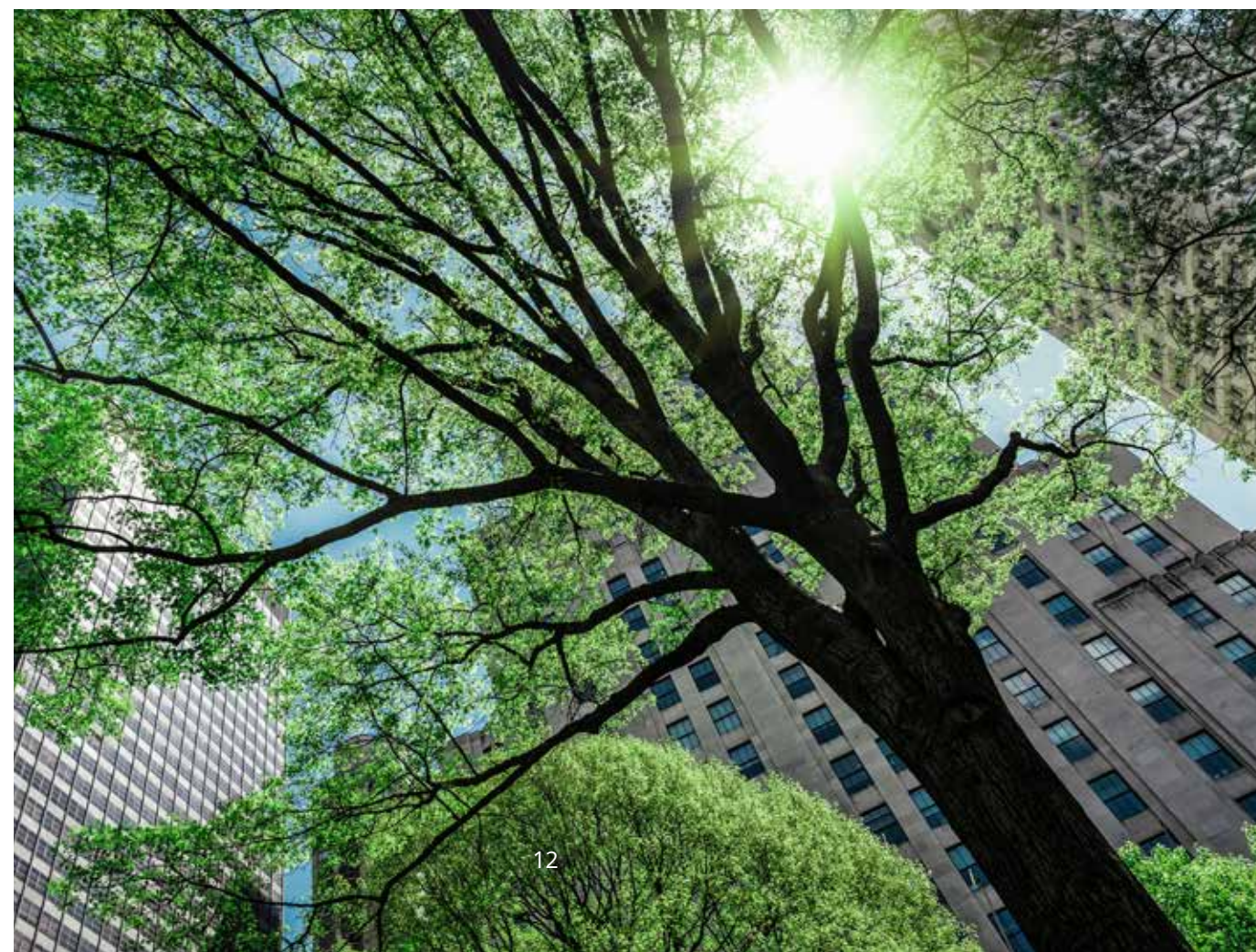
Our approach allows us to identify opportunities and use them in appropriate portfolios. We stay within our clients' risk parameters and manage costs, creating a compelling combination for investors.

We judge ourselves by delivering Investment Excellence to our investors.



**The value of investments and income from them can fluctuate and investors may get back less than the amount invested.**

## Providing Value



Our focus is on ensuring our investors receive exceptional investment management as well as value for money.

This means that when you invest with us, you receive the same standard of service that is generally associated with more expensive investment managers.

When we build portfolios, we constantly assess all the available opportunities for both their investment potential as well as their costs.

### YOUR BENEFITS:

- Funds with your interests in mind and aims to achieve an optimal return within your risk profile.
- Daily monitoring of the fund and adjustments as necessary.
- Access through your chosen UK platform direct through your Financial Adviser.
- Weekly market and economic updates.
- Regular communication including monthly and quarterly performance portfolio activity updates.



# Awards and Access

We are proud to have won awards for our products and service.



All our portfolios have been Five Star rated by Defaqto since 2013

2021



Best Outsourced Investment Manager



Best Investment Service

2020



Best Discretionary Fund Manager



Best Discretionary Fund Managers

2019



Best Discretionary Fund Manager



Best Boutique Wealth Manager

2018



Best Discretionary Fund Manager



Best Boutique Wealth Manager

2017



Best Discretionary Fund Manager



Best Boutique Wealth Manager



Best Investment Product Provider – AIM IHT Service

## WE ARE AVAILABLE ACROSS THE FOLLOWING INVESTMENT PLATFORMS

Please talk to us about the potential to use other investment platforms.







**Tatton**  
Investment Management

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All calls to and from our landlines and mobiles are recorded to meet regulatory requirements

Tatton is a trading style of Tatton Investment Management Limited, which is authorised and regulated by the Financial Conduct Authority.

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Tatton Investment Management Limited is registered in England and Wales No. 08219008.

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