

# Investment Management for Intermediaries



**WALKERCRIPS**  
Investment Management



## Introduction

At Walker Crips our sole focus is on managing investments and collaborating with you to achieve the best outcomes for your clients. Our Discretionary Fund Management (DFM) services enable you to leave the management of your clients' investments to our experienced team, allowing you the time to focus on their wider financial planning requirements.

In choosing Walker Crips, you gain access to a team of professionals who are dedicated to the management of your clients' portfolios. The quality of our services has been recognised by Defaqto, who have awarded us a five star rating for each of the following DFM services:

**defaqto**  
★★★★★  
DFM MPS Direct 2024  
**EXPERT RATED**

**defaqto**  
★★★★★  
DFM MPS on Platform 2024  
**EXPERT RATED**

**defaqto**  
★★★★★  
DFM Bespoke 2024  
**EXPERT RATED**

## Our history

Walker Crips' predecessors first bought and sold shares for clients on the London Stock Exchange in 1914, making it one of the City of London's oldest independent companies.

Today, Walker Crips Group PLC is listed on the London Stock Exchange. After more than a century, our core values remains unchanged; to serve our clients and to deliver good customer outcomes.

# Our values

Walker Crips Investment Management is dedicated to providing institutional-quality investment management to your clients. Our approach is founded on traditional values of integrity and responsibility, coupled with a robust approach to risk management. We have built our investment management offering around these core values, resulting in a service which is:



## Unconstrained



Unconstrained by any ties or links with banks or other financial institutions, we are free to choose the right investments at the right time, in order to ensure the best outcomes for your clients.

## Flexible



Quick and nimble, we can respond to changes in market sentiment and wider global developments in an instant, supported by our first-class in-house technology and our experienced administration team.

## Transparent and clear



Walker Crips' fees for investment management are clear and transparent. Our interests are aligned with those of your clients: our revenues are directly linked to underlying investment performance and therefore your clients' portfolios are our main focus. Where our portfolios invest in other funds which themselves charge underlying management, administration and transaction charges, we will always give you an indication of what these costs are too.

## Our range of services

Each of your clients is unique. That's why we will never take a one-size-fits-all approach to managing their investments, instead focusing on providing the service that best suits their objectives.

Our investment portfolios are tailored to meet your clients' specific investment goals, attitude to risk and investment preferences.

Below, you'll find a summary of each level of investment management service we offer. In collaboration with you, we can help you select the level of service which best suits your requirements.



### • Discretionary Bespoke Service

Ideal for the investor who would prefer a 'hands off' approach. We will manage your client's portfolio on their behalf, controlling the day-to-day decisions with expertise and care to achieve the goals which have been set for us.

Our attention is focused on your client's objectives so we can respond to circumstances and market shifts quickly and smoothly, leaving you and your client to concentrate on other priorities.

### • Discretionary Model Portfolio Service

This service is designed to provide your client with a simplified and streamlined investment experience.

Our discretionary model portfolio service (MPS) consists of considered investments at reasonable price points, offering clients a range of ready-to-invest portfolios combined with a personalised service.

Our MPS portfolios comprise of all major asset classes (cash, fixed interest, property, UK and global equities), and include investment trusts managed by reputable firms. We carefully select assets from market landscapes to create complimentary clusters, resulting in well diversified portfolios

### • Gilt Portfolio Service

If your clients are seeking better-than-cash returns on their savings with a low risk profile, our Gilt Portfolio Service (GPS) could be their compass to financial success.

This service is particularly well-suited for individuals in higher tax brackets.

## • Inheritance Tax (IHT) Relief Portfolio

For those leaving behind inheritance, the forty percent tax\* on all assets above the HMRC threshold can seem a burden. Our IHT Relief Portfolio has been designed for individuals with the concern that Inheritance Tax may negatively impact the future generations of their family.

Only by devoting the time to careful and consistent analysis can a profitable and suitable IHT portfolio be developed. Our investment management team strongly believes that avoidance in overpaying for stock is the first and foremost step towards increasing the chances of long-term returns.

*\* Tax rates and legislation may change in the future. Inheritance allowances and the value of any tax reliefs are subject to personal circumstances.*

## • Structured Investments

Walker Crips is one of the UK's leading providers of structured investments. Our award-winning structured investments are designed to complement traditional investment strategies as part of a diversified and balanced portfolio. They are developed with a variety of features to suit a full range of risk appetites and investment objectives.

Combining our technical skill and experience, our client-focused team work with leading investment banks on an independent basis to offer a comprehensive range of structured investments. We can also specifically tailor investments for individuals or groups of investors on behalf of a single distributor.



# What can you expect from us?



## Investment services

- Bespoke DFM service
- Discretionary MPS
- Structured investments
- Gilt Portfolio
- IHT Relief Portfolio
- MPS on platforms
- Access to a diverse range of investments
- Tax-efficient solutions
- Ongoing analysis



## Ongoing support

- Business Development relationship support
- Online portfolio access and reporting
- Direct access to a dedicated investment manager
- Quarterly reports and valuations
- A comprehensive year-end tax pack
- Review client portfolios in real-time
- Competitive fees
- Ongoing admin support
- Meetings at locations of your preference
- Flexible approach to suit each individual client's needs

# Our investment process

Our Investment Oversight Committee (IOC) is the central decision-making body which drives our investment process. The IOC is charged with providing intelligence on portfolio construction and asset allocation decisions. It also provides risk ratings and asset categorisations for investments held across the firm.

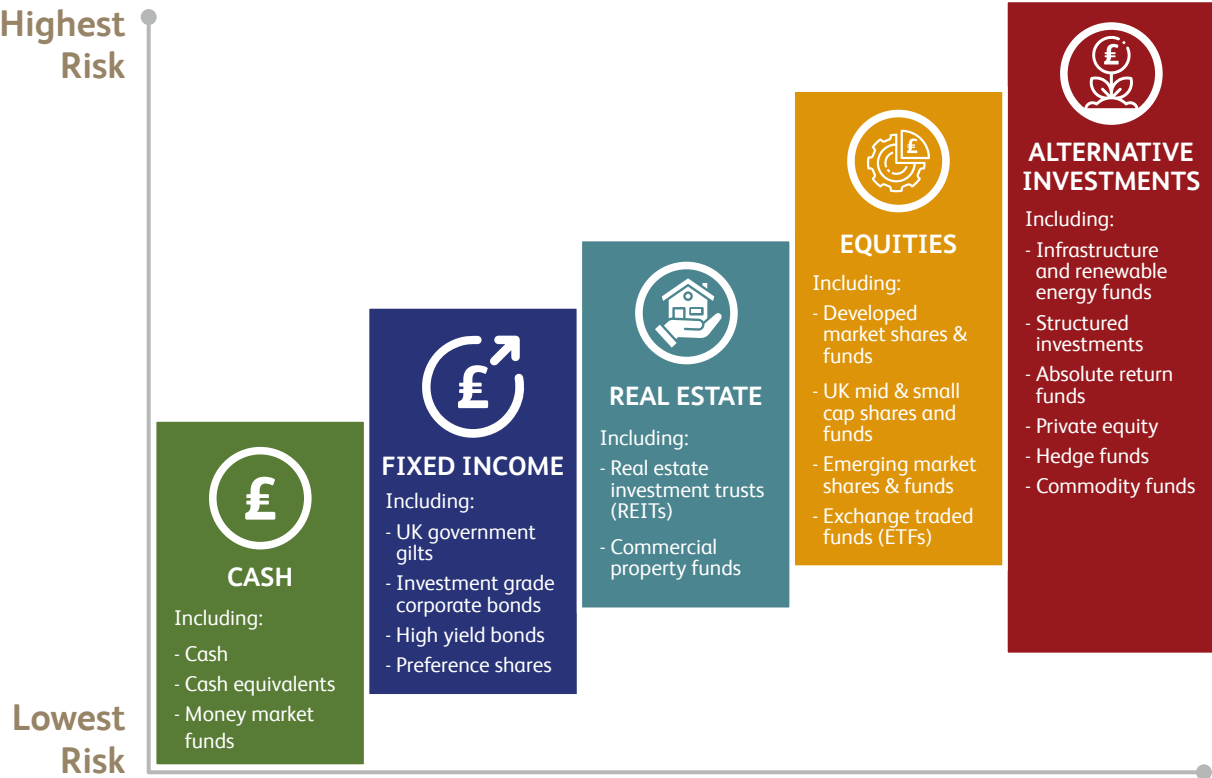
Our natural bias is towards 'Total Return' investing, believing that the compound effect of reinvesting dividends and capital growth provides strong long-term returns. Our experience is primarily drawn from investing in both direct equities and collective investments.



# Asset allocation

We believe that asset allocation – the high-level decision of which broad asset classes the portfolio should be invested in – is the major determinant of long-term returns.

The diagram below shows the five main asset classes we invest in on behalf of our clients. It provides an illustration of our view of the amount of risk each asset class carries relative to the others. Each asset class also lists some examples of investment instruments within that class.

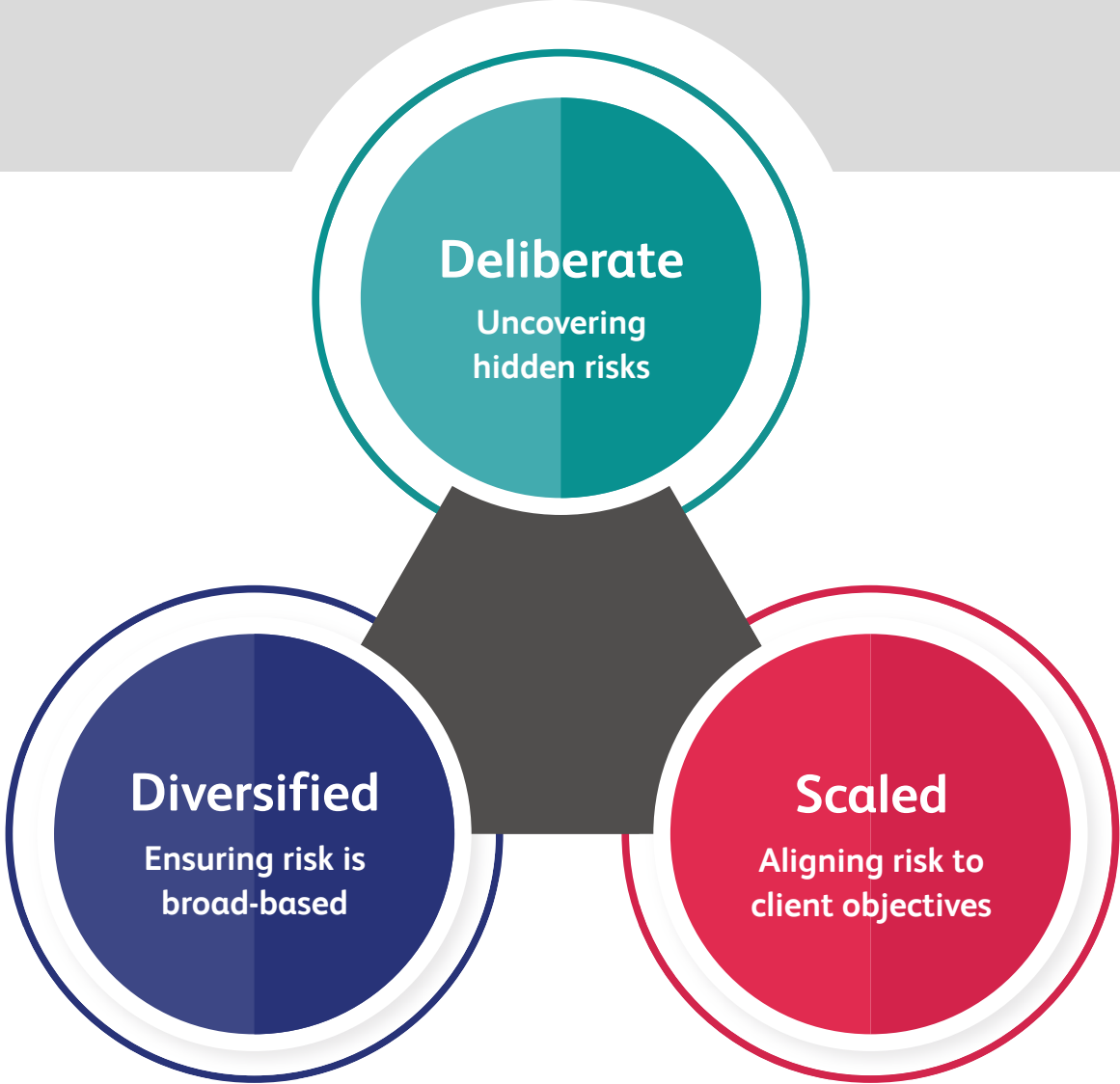


# Active management

We believe in the active management of clients' portfolios, although we are prepared to use passive funds to invest in very efficient markets when we believe active fund management does not add value. We constantly monitor markets to ensure portfolios are correctly positioned for changing circumstances. Our portfolios are managed by Walker Crips Investment Management's experienced portfolio managers. They are assisted by our customer support team who provide swift and intelligent support.

# Risk management

We pay the foremost attention to risk management. While most investment managers would agree with the adage that the greater the risk, the greater the potential return, we are committed to understanding those risks. Our job is to take calculated risks with clients' money. We therefore take a robust approach to risk management, and go the extra mile to ensure we understand the risk in our portfolios as much as possible. By maintaining appropriate levels of diversification, in terms of asset classes, geography and industry, we try to ensure that risk is:





## Security of your clients' investments

We appreciate that, in the current financial and economic climate, you may have some questions regarding the security of investments held on your clients' behalf by Walker Crips Investment Management Limited (WCIM). We hope the information below will answer some of your questions.

WCIM is authorised and regulated by the Financial Conduct Authority (FCA) and is the company that holds your clients' assets. We are not owned by a bank, nor do we provide banking services. We take a long-term and prudent view to the way our business is run, as we do to the management of your clients' assets.

## How does Walker Crips hold your clients' money?

WCIM holds all client money in accordance with the FCA client money rules which require us to hold clients' money separately from the firm's money. We will use reasonable skill, care and diligence in the selection, appointment, periodic review, use and monitoring of any financial institutions which hold client money. For your clients' protection, we pool client money and deposit between several banks which are banks fully authorised and regulated by the FCA. In the unlikely event that any of these banks default, your client would be entitled to claim compensation from the UK's Financial Services Compensation Scheme (FSCS).

To facilitate settlement of client orders, client money may be transferred to banks which are regulated and fully authorised in other geographical jurisdictions. In the unlikely event that a non UK authorised bank defaults, deposits may not be protected under the FSCS but instead are protected by similar schemes operating outside of the UK, compensation amounts may however differ from those provided by the FSCS. To ensure these banks continue to meet the standards required by WCIM and the FCA we regularly monitor the performance and financial stability of these non UK authorised banks as well as performing necessary due diligence at least annually.

We have a signed written undertaking, from all banks where client money is deposited or held pending settlement of client orders that no right of offset exists. These undertakings further protect your clients' deposits by ensuring that they cannot be used to offset any indebtedness of WCIM or any WCIM subsidiaries.

## How much protection is provided for my clients' money?

FSCS rules have fixed the maximum compensation limit for deposits covered under the scheme at £85,000 per person, per defaulting authorised institution. In the event of default, by a bank protected under the FSCS, you need to be aware that the compensation provided under this scheme (up to a maximum claim of £85,000 per person) would compensate your clients for all losses they incur in respect of that institution.

Please see our [Security of investments factsheet](#) for more information.

## A choice of ways to access our investment services

As well as our direct nominee, we have developed partnerships with a number of leading product and wrap providers. Please contact us for a full list.

### Options include:

- Individual Savings Account (ISA)
- Self-invested Personal Pension (SIPP)
- Small Self Administered Scheme (SSAS)
- Individual trusts
- Charity accounts
- Open architecture investment bond accounts
- Corporate accounts

## Get in touch


Speak to one of our Business Development Managers (BDM) today. They are on hand to assist you in exploring how our services can benefit both you and your clients.

Our BDMs can offer valuable insights into our range of services, which can be tailored to meet your clients' needs.



### Ryan Hughes

Head of Business Development


 020 3100 8406

 ryan.hughes@wcgplc.co.uk



### Alan Kinnaird

Business Development Manager


 020 3100 8130

 alan.kinnaird@wcgplc.co.uk



### Joe Simpson

Business Development Manager

 020 3100 8157

 joe.simpson@wcgplc.co.uk

If you choose to work with us, you will also have access to our dedicated customer support team who will be able to assist you with any client-specific queries at every stage of the process.

# Our offices throughout the UK

**London – 020 3100 8000**  
Old Change House  
128 Queen Victoria Street  
London EC4V 4BJ

**Birmingham – 020 3100 8120**  
126 Colmore Row  
Birmingham B3 3AP

**Bristol – 020 3100 8294**  
Broad Quay House  
Prince Street  
Bristol BS1 4DJ

**Epping – 01992 563626**  
Brickfield House  
High Road, Thornwood  
Epping CM16 6TH

**Inverness – 020 3100 8109**  
2 Ardross Street  
Inverness  
IV3 5NN

**Newbury – 020 3100 8802**  
5 Lower Woodspeen Court  
Woodspeen  
Newbury RG20 8BL

**Norwich – 020 3100 8113**  
Hethel Engineering Centre, Chapman Way,  
Wymondham Road, Hethel  
Norfolk NR14 8FB

**Truro – 01872 248688**  
5 Walsingham Place  
Truro  
TR1 2RP

**York – 01904 544 300**  
Apollo House  
Eboracum Way  
York YO31 7RE



#### **Risk warning**

The value of any investment and the income from it is not guaranteed and can fall as well as rise, so that you may not realise the amount originally invested. This document has been prepared by Walker Crips Investment Management for customers and/or potential customers who may have an interest in its services

Walker Crips Investment Management (WCIM) is authorised and regulated by the Financial Conduct Authority (FCA) in the conduct of investment business and is a member of the London Stock Exchange. WCIM provides services that are defined by the FCA as “restricted advice” because we do not consider the full range of investment products that are available to Retail customers but focus on stock market and stock market based investments and other similar products. When selecting stock market based investments and other products on behalf of customers however, we are independent from other financial institutions. Information contained within this brochure is correct as of April 2024.

Walker Crips Investment Management Ltd registered office: Old Change House, 128 Queen Victoria Street, London, EC4V 4BJ. Registered in England and Wales number 4774117.



020 3100 8309



[intermediaries@wcgplc.co.uk](mailto:intermediaries@wcgplc.co.uk)



[walkercrips.co.uk](http://walkercrips.co.uk)

