

Working in  
**partnership** for  
your clients

# A partner you can depend on

**When you are choosing a partner to help you manage your clients' wealth, you want to be confident that their investment process is rigorous, robust and trustworthy.**

At Canaccord Genuity Wealth Management (CGWM), our intermediary team is supported by 14 investment committees, 76 in-house researchers and analysts, and industry-leading tools including Quest®, Canaccord Genuity's proprietary equity valuation system.

Our flexible investment framework can be tailored to meet your clients' needs and attitudes to risk. You can access model-based to fully tailored portfolios, accommodating low- to high-risk profiles, at various investment levels – all on our in-house platform. Our model-based services are also available through third party platforms.

When you want us to build a portfolio for one of your clients, we will start by asking you about what they want to achieve and their attitude to risk – or, at your request, our Investment Manager can carry out a full suitability assessment with your client.

And throughout our relationship we'll tailor our partnership to meet your needs and preferences as well as your clients'.

This brochure explains more about our specialist services for intermediaries, and how they are supported by our meticulous process and in-house expertise.

**This document is directed at investors categorised as professional under the rules of the Financial Conduct Authority and is not intended for onward distribution to retail clients.**

**Investment involves risk. The value of investments and the income from them can go down as well as up and investors may not get back the amount originally invested.**



# Our investment process

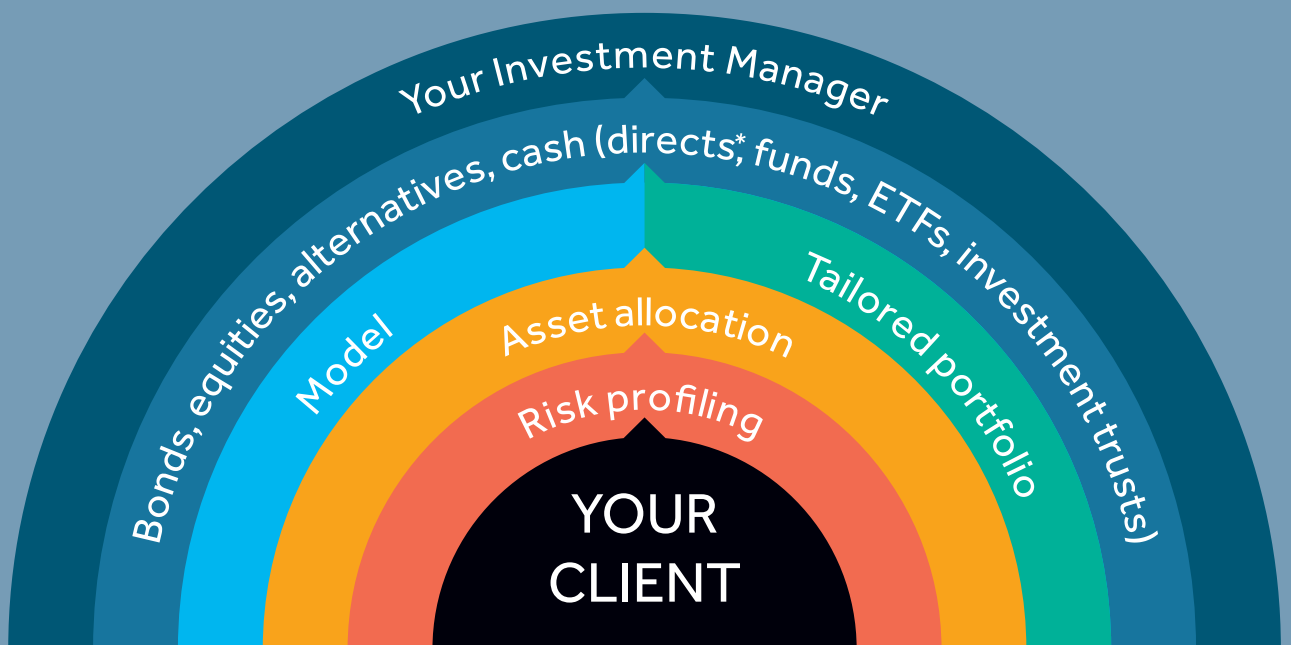
**Our goal is to meet your clients' personal investment needs and achieve the best possible returns for each client's chosen level of risk.**

Based on a global asset allocation framework, our rigorous, robust and highly analytical investment process includes in-depth research, continuous monitoring and the interaction of a number of investment committees.

Like a combination lock, each layer of our investment process must be aligned before we can start to create risk-adjusted portfolios for your clients.

- We offer a range of different investments, including securities, equities, funds, exchange-traded funds (ETFs), investment trusts, venture capital trusts (VCTs), enterprise investment schemes (EISs), alternatives, bonds and cash
- As we do not offer tax advice at Canaccord Genuity Wealth Management, we will work closely with any tax, accountancy or legal professionals supporting your client, to make sure the decisions we make dovetail with their other arrangements
- Our in-house experts select investments from the open market to create a range of quality investment opportunities
- Our specialist investment committees combine their knowledge to agree the best positioning for each client's portfolio
- We measure risk through our in-house portfolio risk management calculator, and build portfolios from our approved lists
- We check each client's portfolio against their objectives to make sure it's on track, and actively manage and monitor their investments to maximise returns and minimise losses.

**The investments discussed in this document may not be suitable for all investors. Investors should make their own investment decisions based upon their own financial objectives and financial resources and, if in any doubt, should seek advice from an investment adviser.**



\* Directs – direct bond, equity, alternative and cash holdings, rather than via a fund or other investment vehicle.





# Building a strong partnership

**Throughout your relationship with us, you will be supported by a dedicated team with an in-depth understanding of your own and your clients' needs. The lead manager will start by getting to know you and establishing a way of working together that meets your needs.**

We understand and respect your relationship with your clients, and will have only the level of contact with them that you request. You will retain overall responsibility, and determine each client's investment goals, suitability and risk profile.

Whatever level of contact you would like us to have with your clients, we will make sure it enables both of us to use our time and resources efficiently, and ensures compliance. You will continue to deliver the very best for your clients, supported by the combined strength and expertise of our partnership.

Our main objective is the same as yours: to ensure your clients feel confident, valued and satisfied.





# Keeping you informed

**We will communicate with you regularly in whichever way suits you, and work in synergy with you to help your clients protect and increase their assets.**

**Each client's personal Investment Manager will always be on hand to discuss their portfolios honestly, share knowledge and insights, and alert you to appropriate opportunities. They will be available to meet your clients if you wish.**

- We have a state-of-the-art investment management, trading and reporting system, to support you efficiently and administer your clients' portfolios
- You can share in our knowledge through exclusive professional seminars
- You can also receive our specialist in-house content (e.g. market updates and macro-economic outlooks), to support you and for you to share with your clients where appropriate.

## Reporting on client portfolios

- We will provide consolidated quarterly client valuations, with a market commentary
- We'll also provide you and your clients with comprehensive tax reporting
- You can use our online portal and app to monitor your clients' portfolios 24/7, with instant access to up-to-date details of their investments, transactions and valuations via a computer, mobile or tablet.

## Your clients' wealth is in safe hands

At CGWM, we have a strong track record of meeting our investors' wealth management needs and delivering consistent returns. You can check on our performance at any time, as we are included within the ARC Private Client Indices (Asset Risk Consultants), rated by Defaqto, and our returns are shown on both the Distribution Technology and Financial Express platforms.

If your client opens an account with CGWM, their money and assets are held with carefully chosen banks and institutions which we regularly monitor and review. All client money and assets are held in segregated client accounts in keeping with the rules set out in the Financial Conduct Authority's (FCA) Client Assets Sourcebook (CASS)<sup>1</sup>.

<sup>1</sup>In the UK only, CGWM is a member of the Financial Services Compensation Scheme (FSCS) and in such instances, compensation may be available in accordance with the rules of the FSCS. Further information regarding claim amounts and investor eligibility can be obtained from [fscs.org.uk](https://www.fscs.org.uk).

# A range of investment services for your clients

**We offer a range of investment management solutions for your clients, from risk-rated managed portfolios to fully tailored discretionary portfolios.**

Your clients can invest in our managed portfolios, either directly with CGWM or via selected third-party platforms. If a client wishes to invest in a fully tailored discretionary portfolio, they can do this via a CGWM Investment Manager.

Whatever you and your individual clients decide, you can be sure we will design each portfolio to meet the client's personal objectives and attitude to risk (please see our risk framework brochure for more details).

All our portfolio building and management resources are supported by our rigorous and robust investment process, including insights into local and international markets.

## **Investing tax-efficiently**

We will work with you to manage your clients' assets in tax-efficient products and structures, and can offer guidance on a range of relevant products.

Of course, tax benefits always depend on the client's individual circumstances, so your clients should discuss their arrangements with you before investing. The levels and bases of taxation may change in the future.

The following four pages give an overview of our range of services.





**The IHT Portfolio Service should be regarded as high risk as it is exclusively focused on equities. The portfolios are wholly invested in small capitalisation stocks. These companies are therefore more volatile and whilst they offer great potential, growth is not guaranteed.**

**The current inheritance tax rules and tax treatment of AIM shares may change in the future. We strongly recommend that clients discuss their financial arrangements with their tax adviser before investing, as the value of any tax reliefs available is subject to individual circumstances.**

**Our portfolios are designed to work over a typical investment cycle of 7-10 years, so we recommend clients stay invested for at least seven years.**

# Our range of portfolio services

## Managed Portfolio Service (MPS)

**We offer a range of risk-rated discretionary portfolios for clients who don't need a tailored portfolio. For a recommended minimum investment of £50,000, and with no minimum investment via platforms, they will have access to a level of resources usually reserved for high net worth discretionary clients.**

They can choose from a range of five risk-rated multi-asset portfolios, three of which also offer an income model portfolio for clients whose preference is for income generation, and one dedicated fixed interest portfolio. Each portfolio offers what we believe to be the optimal allocation of the most applicable funds, identified by our in-house research tools and investment experience. We diversify the investments within each portfolio and by taking an 'open architecture' approach, we can select investments from across the entire industry, which helps us to maximise our opportunity set and adjust risk accordingly within our strategies.

We are committed to supporting you, and we will respect your views of which investments are suitable for each of your clients – so we will map our models to your own risk-profiling tools.

## Smart Passive Portfolio Service

Our Smart Passive Portfolio Service is a managed portfolio service that invests in passive investment funds that track an index. It comprises five portfolio options to choose from, depending on each client's attitude to investment risk. Our range of passive portfolios is considered 'smart' because it benefits from the full range of analytical resources that complement the CGWM investment decision-making process.

## Inheritance Tax Portfolio Service

This is a clear and efficient model portfolio, designed to reduce IHT while offering growth potential to boost legacies.

Our IHT portfolio invests in a diversified range of established, profitable companies selected from the Alternative Investment Market (AIM). Under current rules, shares in some companies that trade on AIM qualify for a tax relief called Business Relief (BR). Once a client has held shares in one of these companies for two years, the shares are no longer counted as part of their estate for IHT purposes.

This is an actively managed portfolio service, so if we decide any of the underlying investments are no longer suitable, or if they stop being eligible for BR, we can sell them and reinvest in another qualifying company without having to restart the two-year period.

## ESG Portfolio Service

Our ESG (environmental, social and governance) Portfolio Service lets clients take a more responsible approach to investing: helping them invest in funds that work towards making the world a better place, while also doing their best for their long-term financial security.

This service offers your clients impact investing with a thematic approach. We choose our themes by thinking about the impact they will have on both planet and people, ensuring a holistic and well-rounded approach that brings exciting investment opportunities.

We offer five different Risk Profile (RP) strategies, so your clients can invest sustainably with the appropriate level of risk. Our multi-manager ESG portfolios are designed to work over a typical investment cycle of seven to ten years.

# More of our investment services

## Tailored discretionary portfolio management

If one of your clients selects this service, our investment professionals will build and run a personalised portfolio on their behalf, without needing to ask your client's permission each time they want to make an adjustment.

Your client's dedicated Investment Manager will be committed to fulfilling their investment needs in line with their individual risk profiles, investment objectives and circumstances. As well as sterling, we can also provide tailored portfolios in euros and US dollars.

Our tailored discretionary portfolios invest in individual stocks, bonds, third-party investments funds, ETFs and other alternative asset classes. Our investment team will look for suitable opportunities from around the world.

Our investment approach is risk driven: we believe it's more important to manage your clients' portfolios to meet their risk objectives than to chase short-term returns.

## Stockbroking services

Our trading team combines fast, responsive action with excellent service. Your clients can choose either our advisory broking service or an execution-only service.

If a client likes to take an active interest in financial markets and wants to buy and sell investments, our trading and dealing team can offer traditional stockbroking services.

All our stockbrokers are close to the market and have access to a wide range of in-house and external research. If a client chooses our advisory service, our stockbrokers will offer them quality investment ideas based on their individual expertise and thorough analysis, as well as suggestions based on recommendations from our in-house stock selection committee.

This service is deemed to be 'restricted', as we do not provide advice in respect of pension or life insurance products. However, we advise all our clients on investments with complete impartiality as we are not tied to any particular product providers.

## Offshore services

If any of your clients need offshore investment solutions, including custody services and portfolio management, we can provide these through our offshore specialist teams.

**Where investment is made in currencies other than the investor's base currency, the value of those investments, and any income from them, will be affected by movements in exchange rates. This effect may be unfavourable as well as favourable.**







## About Canaccord Genuity Wealth Management

Canaccord Genuity Wealth Management gives your clients access to a broad range of wealth management solutions. We have successfully grown our business and reputation over the years, and now, in the UK and Europe, our investment professionals manage and administer over £33bn (as at 31 March 2023).

Our core wealth management services include portfolio management and advisory stockbroking services.

We have enough size and scale to deliver experience and expertise, combined with a highly developed and up-to-date technical infrastructure. This provides efficient and effective investment management, as well as economies of scale that allow us to be price competitive. At the same time we are small enough to provide a personal relationship-led service with direct access to our people and knowledge.

## Our Canaccord Genuity Group

We are part of Canaccord Genuity Group Inc., a publicly traded company under the symbol CF on the Toronto Stock Exchange. Established in 1950, it is now a leading global financial services firm, operating in wealth management and capital markets.

The Group has offices in 10 countries, including wealth management offices in the UK, Channel Islands, Isle of Man, Canada and Australia. Canaccord Genuity, our international capital markets division, operates in North America, the UK and Europe, Asia, Australia and the Middle East.

## Accolades and awards

We work hard to offer an excellent service to all our clients and intermediaries, and our greatest accolade is your thanks, or when you recommend us to a new client.

However, we are also very proud when our clients and industry peers recognise our achievements with awards and high ratings. These are some of the most recent:



# Discover our can-do approach

To find out more about how we go above and beyond to understand your clients' investment needs and aspirations – and empower them to achieve them – get in touch. We'll be delighted to answer your questions and provide details of our services.

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**E: [CGWMintermediaryteam@canaccord.com](mailto:CGWMintermediaryteam@canaccord.com)**

## **Offices nationwide**

**Birmingham**

**Blackpool**

**Guildford**

**Lancaster**

**Llandudno**

**London**

**Newcastle**

**Norwich**

**Southampton**

**Worcester**

**York**

**[canaccordgenuity.com/wealth-management-uk/professionals](http://canaccordgenuity.com/wealth-management-uk/professionals)**



## Important information

Investment involves risk. The value of investments and the income from them can go down as well as up and investors may not get back the amount originally invested. The investments described in this brochure may not be suitable for all investors. Investors should make their own investment decisions based upon their own financial objectives and financial resources and, if in any doubt, should seek advice from an investment adviser.

Any tax benefits depend upon the investor's individual circumstances and clients should discuss their financial arrangements with their own tax adviser before investing. The levels and bases of taxation may be subject to change in the future.

This document is for information only and is not to be construed as a solicitation or an offer to purchase or sell investments or related financial instruments. This has no regard for the specific investment objectives, financial situation or needs of any specific investor.

Specific risks of the IHT portfolio service investing in AIM-listed companies include the potential volatility and illiquidity associated with smaller capitalisation companies. There may be a wide spread between buying and selling prices for AIM-listed shares. If an investor has to sell these shares immediately they may not get back the full amount invested, due to the wide spread. AIM rules are less demanding than those of the official list of the London Stock Exchange, and companies listed on AIM carry a greater risk than a company with a full listing. The current inheritance tax rules and tax treatment of AIM shares may change in the future. In addition, investors must be prepared to hold their shares in AIM-listed companies for a minimum of two years or these assets will be considered part of their estate in the IHT calculation.

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Canaccord Genuity Wealth Management (CGWM) is a trading name of Canaccord Genuity Wealth Limited (CGWL), and CG Wealth Planning Limited (CGWPL). They are subsidiaries of Canaccord Genuity Group Inc.

CGWL and CGWPL are authorised and regulated by the Financial Conduct Authority (registered numbers 194927 and 594155), have their registered office at 88 Wood Street, London EC2V 7QR and are registered in England & Wales no. 03739694 and 08284862.

Adam & Company is a trading name of Canaccord Genuity Wealth Limited (CGWL) in Scotland.

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