

Making Optima a matter of

trust



with

Thesis Asset Management

Optima - an investment solution for trusts

Introduction

For many Trusts, traditional discretionary managed portfolios are too onerous to manage. The Thesis Optima Investment Portfolio can provide a simply administered, clearly reported solution for Trustees with potential tax benefits and cost savings.

In these times of volatile financial markets, we recognise that balancing the desire for strong returns with appropriate levels of risk is a difficult task for Trustees. This can be further complicated by the sometimes conflicting needs of capital and income beneficiaries.

Optima provides a range of ready-made fund solutions. These include the Optima Absolute Return Fund and the Optima Cash Fund which are particularly relevant as investment solutions for Trust funds. These funds are actively managed by Thesis, but they are relatively low-risk funds and are geared towards generating smooth, positive returns.

"Investment expertise, active management and excellent client communications combine to make Optima a compelling proposition for Trusts."

John Devine,
Investment Manager



Helping you meet your duties as a Trustee

Under the terms of the Trustee Act, Trustees owe a duty of honesty, integrity, loyalty and good faith to beneficiaries.

It is always reassuring for Trustees to know that investment assets are being professionally managed, with due regard being given to tax considerations and the income and capital needs of the beneficiaries.

The Optima Investment Portfolio service achieves this in the following ways:

Access to investment expertise

The underlying investments of the Thesis Optima funds are researched, selected and managed by a team of highly experienced Thesis Investment Managers.

This team is responsible for actively managing the investments within your chosen funds and helping to meet the objectives of the Trust.

Ease of administration

Whether you invest in a single Optima fund, or a blend of funds, you will receive many of the benefits of our bespoke management service. Thesis' Optima funds are fully diversified and have access to the same investment research and selections as our Personal Investment Portfolio Service. Optima effectively provides a portfolio in its own right for the smaller Trust.

Even for Trusts with larger sums, Thesis Optima funds offer an alternative to our bespoke managed Personal Investment Portfolio Service.

Tax efficiency

Structuring your investment requirements through a portfolio fund solution such as Optima can have tax advantages. In particular, it enables Thesis to actively trade inside the funds and move money between investments and asset classes without having to consider a Trust's tax position. This provides greater scope to allocate assets depending on market conditions and our research indicators.

Clear Trustee communication

Trustees receive a detailed, formal report twice a year, including an end of fiscal year information pack for use in tax returns.

However, as all trading is transacted within our funds rather than between investments in the trust or beneficiaries name, there is no requirement to send Trustees contract notes for your tax records every time we trade. This ensures that paperwork is kept to essential communications only.

Transparent management costs

Trustees are not invoiced directly for Thesis' management fees for the Optima Portfolio Service. Instead Thesis is remunerated through the annual management charge taken from within our funds. This is our only remuneration and is met from within each fund.

Cost efficiency

Thesis is a significant buyer of collective investments. This often means that we are able to negotiate enhanced terms on the investments that we buy. These enhanced terms are applied within our Optima funds and any initial or trail commissions are rebated back into our funds to benefit the investor.

Balance

in a volatile world

The Optima Investment Portfolio service is available for investments of £10,000 upwards. It offers a range of ready-made investment solutions designed to meet different investment objectives. The portfolio can be fully tailored to satisfy the Investment Policy Statement of the Trust and, therefore, the needs of the beneficiaries. In helping meet the needs of beneficiaries there are also a number of flexible income options.

Investments into Optima can be across one or any combination of funds. These funds are invested in different asset classes in varying proportions with different levels of risk. This is coupled with a choice of styles, including relative and absolute return approaches to investment, as well as multi-manager and direct investment.

Markets are more volatile than ever before and in our fast-changing world rises and falls can be dramatic in the short term.

Over the longer term equities have always outperformed other asset classes. We accept this fact, but it is also true that the volatility associated with stockmarkets can be unnerving for some investors. Nowhere is this more so than for Trusts.

Trustees have to balance the sometimes conflicting objectives of strong returns coupled with an appropriate level of investment risk to meet the needs of income and capital beneficiaries.

The Optima Cash Fund and the Optima Absolute Return Fund, for example, are designed to balance good returns, sensible risk and to mitigate some of the volatility of the markets. In combination with our full range of Optima Funds, Thesis is able to present a compelling proposition to meet both the obligations and the objectives of Trustees.

“Whatever the Trust’s objectives our Optima service can ease administration, be cost and tax efficient and leave Trustees assured that their assets are being professionally managed.”

**Sam Butlin,
Investment Manager**



Expertise

Each of our clients has a dedicated Investment Manager who is involved with research, asset selection and management of clients' investment portfolios. We offer personal and informed management of your clients' assets.

Accountability

Clients and their advisers can easily judge how well we are managing their portfolios, based on clear and recognisable benchmarks and performance data.

Access

With six offices in London and the South-East, you and your clients always have easy access to a dedicated Thesis Investment Manager and their team.

Communication

We believe that communication is vital to developing trust and an effective partnership. This is why we make sure that you, and the client, are aware of what is happening at every stage. Any change to a client's portfolio is communicated and we complement this with clear, detailed six-monthly reports. We are happy to support you in any way required to ensure your client receives the best joined-up advice to reach their personal financial objectives.

Heritage

Thesis grew out of a legal background, so you can rely on us to apply the highest standards of governance and integrity. As a firm, we have more than 35 years experience in asset management.

Style

Our people are grounded in the real world - we are open, approachable and straightforward, always happy to recognise that we play just one part in a collaborative process of delivering against the client's aspirations.

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Visit our website
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Thesis Asset Management plc and Thesis Unit Trust Management Limited are authorised and regulated by the Financial Services Authority.

Investors should be aware that the value of their investments and the income from them can fall as well as rise and investors may not receive back the full amount they invest.

Past performance is not necessarily a guide to future performance.

Investments denominated in foreign currencies are subject to fluctuations in exchange rates which can be favourable or unfavourable.