

value



in partnership
Thesis Asset Management,
Lawyers and collaborative understanding

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Enhancing client relationships

Thesis Asset Management has a long history of working collaboratively with a range of law firms both in formal joint ventures and on a more informal referral basis. Working closely with law firms since 1974 has given us a unique understanding of your business drivers, as well as levels of governance and integrity that match your own high standards.

Our focus is on delivering a wide range of financial services, and many of these are directly relevant to clients of law firms. Above all we strive to provide law firms with a trusted adviser and a safe pair of hands to which you can confidently refer clients. Alternatively, for firms that want to work with us as part of a formal joint venture, there is the ability to earn revenue via individually tailored commercial arrangements based on the business you refer to Thesis.

This enables you to enhance your client relationships by providing them with a professional and specialised service covering wealth management, investment solutions for trusts, specialist expertise in areas such as Public Guardianship Office (PGO) cases as well as offering a complete service for all investment related matters concerning the winding-up of estates.

Where appropriate, we work alongside other specialists such as Tax Advisers and Financial Planners and have many examples of collaborations that have proved successful for all parties and provided a genuine joined-up solution for clients.

In the pages of this brochure we'll explain what makes Thesis different, our approach to investment and related advice, and how a partnership can work to the benefit of yourselves and your clients.

Supporting your business

Investment conditions have rarely been more volatile than during the early years of the 21st century and there is no reason to believe that this will change in the near future. This brings opportunities and risks for clients who entrust their present and future lifestyle to the financial markets.

That is why the Thesis approach - specialist expertise, genuine accountability and clear, regular communication - is more important than ever. We can minimise the risks that clients and trustees face while still helping them to capitalise on the opportunities that exist.

As a business partner, you will find Thesis flexible and responsive. We provide a high level of service and professionalism for your clients including a choice of fee structures and investment styles. We can be as visible or low-profile as you require, depending on your own relationship with your clients.

Your Thesis contact will be accessible as often as you need, and can even provide bespoke marketing support wherever necessary. This can help you promote the benefits of active ongoing investment management to your clients and ensure that your clients' best interests, as well as your duty of care, are satisfied.

The bottom line is to provide flexibility, choice, professionalism and accountability - for you and your client.

Open, accountable and accessible

With more than £1.3 billion under management and over 35 years experience, Thesis has a proven track record. But it's not just what we do that's different - it's how we do it.

We offer genuine choice designed around your client's specific needs.

Our Investment Managers - who have an average of more than 20 years experience each - are involved in our entire investment process; from research through to asset allocation decisions and stock selection as well as managing the client relationship. We continuously research a broad range of asset types such as individual stocks, collective funds, corporate bonds, gilts, cash and property to ensure clients have a fully personalised portfolio.

"The ultimate aim of the partnerships that we build with other professional advisers, such as law firms, is to enhance both our service offering and yours."

Tony Gammon, Director

By combining this broader role, Thesis Investment Managers are able to deliver informed management of your clients' assets and give a full and clear appraisal when discussing their portfolio.

We are open, accountable and accessible; communicating in plain English at all times - an approach which enables us to work comfortably alongside other professional advisers, and also ensures that we build strong long-term relationships.



Investing to suit

Thesis offers two distinct approaches to investment management: the Personal Investment Portfolio and the Optima Investment Portfolio. The choice of solution depends on your client's objectives in terms of the style of reporting, level of engagement and ability to personalise their portfolio to their own preferences.

Thesis Personal Investment Portfolio

This service is for investments of at least £100,000. The structure of any portfolio will be based on your client's individual investment needs and attitude to risk. Included within such a portfolio will be a wide range of asset classes such as individual stocks, collective investments, cash deposits, gilts, bonds and hedge funds. What's more, if clients have existing assets, such as personally owned stocks and shares, we can incorporate them into the portfolio.

The Thesis Personal Investment Portfolio also offers an ethical investment option for clients wishing for us to construct and manage portfolios based on their own preferences or beliefs.

Your clients also benefit from genuine choice in terms of how Thesis' management fees are paid for, including the option of a fully transparent, management fee-only solution.

Thesis Optima Investment Portfolio

Available for investments of £10,000 upwards, this service offers a range of unit trust funds designed to meet different investment objectives. Our Optima Investment Portfolio provides the investor with a portfolio account within which to invest these funds.

Optima 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 investments, as well as multi-manager and direct investment.

An investment into Optima can be across one or any combination of Thesis funds with the ability to blend together different asset mixes, levels of risk and investment styles based on the bigger picture of your client's entire wealth.

Tax efficient investment

To maximise tax-efficiency, it is important that our investment management expertise can be accessed within the many available tax wrapper solutions. In addition to having our own PEP and ISA wrappers, we can be appointed within other tax wrappers such as SIPPs and both onshore and offshore investment bonds available from many different providers.

True, seamless joined-up advice for clients can only be achieved by combining the strengths of Investment Managers, Financial Planners and Lawyers to maximise the tax-efficiency of investment growth and income.

Our primary role is always to proactively manage the underlying investment management strategy. Where necessary we work alongside a client's existing Financial Planner, or indeed introduce one of our own independent connections, to ensure the principle of joined-up advice is achieved.

Understanding your business

With a long history of working collaboratively with law firms, we understand your business and the complexities of issues such as probate and the requirements of the Public Guardianship Office, for example. The following specialist services are specifically designed to complement the work that you do. We take the view that no two clients are precisely the same, and that bespoke solutions, integrating your specialisations with ours, make life easier for everyone.

Investment solutions for trusts

For some trusts, and particularly those where the bespoke nature and level of engagement of our Personal Investment Portfolio service is not suitable, an investment into our Optima Investment Portfolio can provide a simply administered, clearly reported solution for trustees that can bring with it additional tax benefits and cost savings.

Trustees have to balance the objective of achieving a good return with appropriate levels of risk in meeting the sometimes conflicting needs of capital and income beneficiaries - something that is particularly demanding in these times of volatile financial markets.

The Optima service provides a range of ready-made fund solutions including the Optima Absolute Return Fund and the Optima Cash Fund which are particularly relevant as investment solutions for trust funds. While still actively managed by Thesis, these are relatively low-risk funds geared towards generating smooth, positive returns.

Bespoke collective investment schemes

Within the services of our Private Office, Thesis Unit Trust Management Limited (part of the Thesis group of companies) manages investment structures in the form of Unit Trusts or OEICs. These are often used for groups of investors or high net worth families and bring with them exemptions from Capital Gains Tax within the fund and the simplification of paying dividends.

Our offering is geared towards the concept of 'open architecture'. This sees Thesis sitting alongside and advising the family, jointly appointing and monitoring the performance of each of the fund's servants - Investment Advisers, Custodian, Depositary/Trustee, Fund Administrator or Auditor.

Investment services for estates and trusts

When quoted investments are among estate assets, it can significantly increase the complexity of settlement. Thesis provides a simple, efficient and cost-effective administration service that can reduce the workload and increase profitability of probate work for law firms. Featuring rapid turnaround and straightforward pricing, we offer a bespoke service covering:

- Validation of investments and collection of outstanding dividends (both UK and foreign holdings)
- Probate valuations (both UK and foreign holdings)
- Advice on raising cash for paying debts, legacies and inheritance tax
- Registration of probate, and execution-only sales of stocks, or transfers of stocks to beneficiaries
- Portfolio management

"We have forged successful relationships with many law firms, based on a mutual appreciation of the specialist skills that each party brings to the table for the benefit of our clients."

Giles Hedley-Dent, Director



Public

Guardianship

Office (PGO) expertise

Thesis was approved several years ago to manage portfolios administered by the PGO, and has maintained this status throughout the recent legislative changes.

We now manage many millions of pounds in funds for PGO clients – primarily introduced to us by law firms, who appreciate the presence of local Thesis managers they know and trust, and familiarity with our investment style.

Detailed information is available on all of these services by contacting your local Thesis office.

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 advisors 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 changes to a client's portfolio are 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.

"In offering law firms additional solutions for their clients, Thesis ensures these firms have the competitive advantage in their market place"

James Goward, Business Development Director



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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.

Thesis Asset Management plc is an Inland Revenue approved ISA and PEP manager.

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.