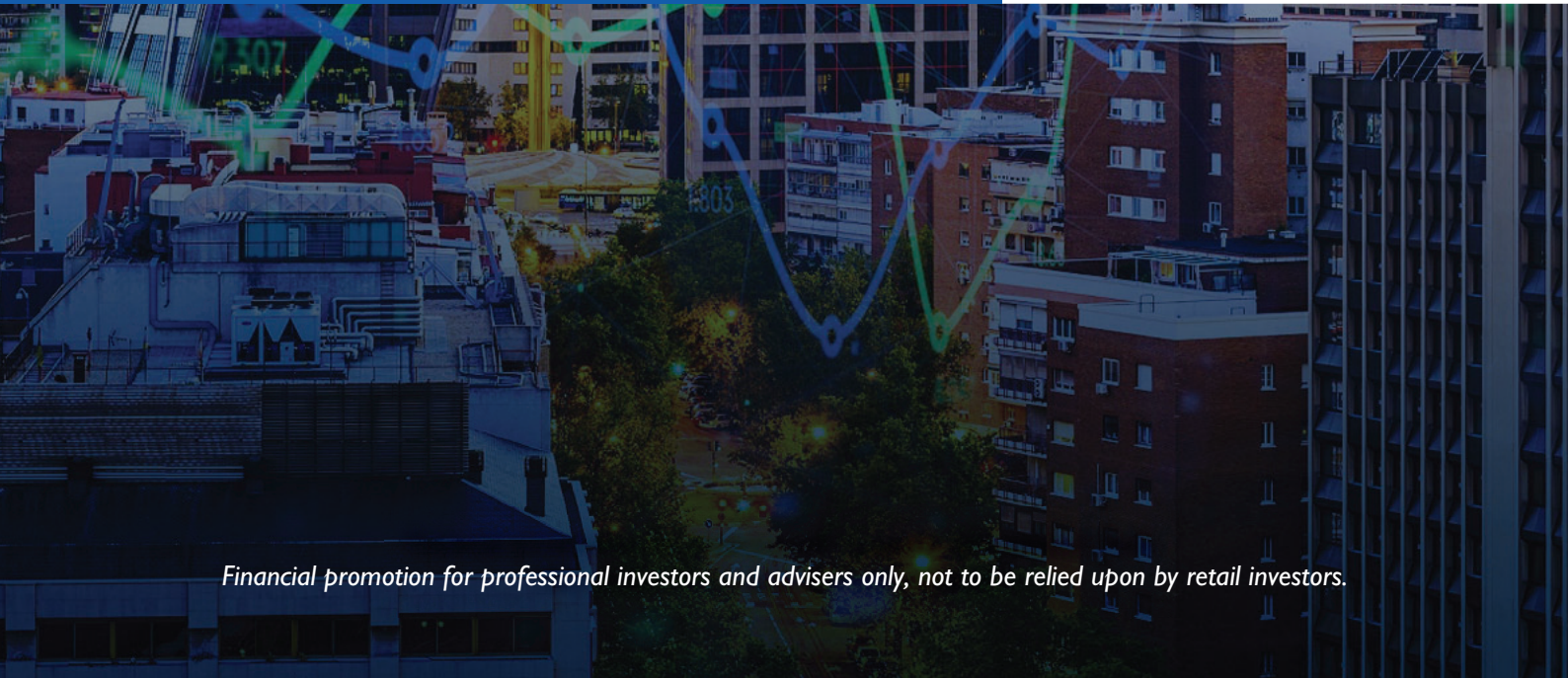




AWARD-WINNING  
DISCRETIONARY PORTFOLIO MANAGEMENT  
FOR ADVISERS AND THEIR CLIENTS

tam 

EUROPE  
ASSET  
MANAGEMENT



*Financial promotion for professional investors and advisers only, not to be relied upon by retail investors.*



## A BRIEF HISTORY

TAM Europe Asset Management (TAM Europe) was established in 2019 to enable the European IFA market to offer their Europe-based clients the award-winning model portfolio service provided by UK-based discretionary investment manager TAM Asset Management (TAM), whose origins trace back to the 1930s. From these early beginnings, they are now recognised as an institutional investment expert providing advisers and their clients with both onshore and offshore investment management solutions.

## WHAT WE BELIEVE

We believe that every investor should have access to actively managed and diversified investment portfolios run by expert investment professionals, regardless of their level of wealth. We do not believe in a one-size-fits-all approach and have decades of experience in providing innovative and forward-thinking investment solutions to support advisers with the varied and complex needs of their clients. Our proposition comprises a range of investment styles across a multitude of risk and currency options, all with real track records and providing 100% daily liquidity.

## OUR PROMISE

We promise to always put our clients first, and act with honesty and transparency in everything we do.

## OUR INVESTMENT MANAGER'S AWARDS



## BENEFITS FOR CLIENTS

Our service has been created to ensure your clients reap significant benefits from your decision to appoint us as their DFM. From the reassurance that their investments are being managed by a 'safe pair of hands' to the comfort of knowing they can access their portfolio statements at any time, we ensure that your clients' best interests are central to all we do.



Reassurance. The confidence in knowing a dedicated investment team is managing their portfolio.



Active and timely portfolio management. TAM is responsive to changing economic fundamentals and market conditions to ensure their portfolio asset allocation remains aligned to their risk profile.



Security. Our primary custodian, Pershing, is part of BNY Mellon, one of the largest banks in the world.



Institutional access. TAM has access to many low-cost investments only available to institutional investors.



Flexibility. Clients can choose from a range of traditional and thematic investment portfolios, across a multitude of risk and currency options. There is no charge for switching between portfolios.



Long term performance track record. TAM has a clear history of capital preservation and out-performance.



Enhanced portfolio reporting and tax documentation. Complete transparency and real-time overview of their investment portfolio.



Have access to their money when they want it. All TAM's model portfolios offer daily liquidity with no lock-in periods or redemption penalties.

## BENEFITS FOR ADVISERS

Partnering with us can lower your business risk and importantly help grow your business. By focusing on our core strengths, we can achieve more.

The challenge of managing clients' investments increases year-on-year. Whether it be dealing with market uncertainty, regulatory changes or increased client demands, advisers are often distracted from their core strengths of relationship building, structuring and holistic financial advice. Partnering with us to offer your clients access to award-winning investment solutions can allow you to focus on those core strengths and build your business.



### REDUCE YOUR COMPLIANCE BURDEN

Once you understand your clients' objectives and risk profile, you hand over the day-to-day responsibility of constructing and managing the investment portfolio to TAM's expert investment team. They monitor the portfolio and make any necessary changes to the asset allocation or underlying fund selection to remain within the agreed risk profile and be responsive to changing economic and market conditions.



### ENHANCE YOUR PORTFOLIO REPORTING

We take care of your portfolio reporting by tailoring its delivery to your exact requirements through the TAM Platform.

- We provide bespoke pre-investment reports and proposals for each of your clients.
- Whenever you conduct a periodic client review, you have instantaneous access to real time comprehensive and tailored reports.
- Your clients have online access 24/7 to view their portfolio without having to revert to you.





### REDUCE COST AND IMPROVE PROFITABILITY

We alleviate the administrative burden of investment management and much of the associated regulatory costs, saving you time and money and allowing you to focus on your clients.



### YOUR CLIENTS REMAIN YOUR CLIENTS

We only ever work in partnership with advisers so we will never look to circumvent you. We are always available to meet clients and answer any questions they have about their investment, but you decide on the level of contact we have with your clients.



### INCREASED INVESTMENT OPTIONS

We offer clients access to a wide range of options from more traditional active and passive model portfolios, to those with a thematic focus such as sustainable and Sharia.



### DEVELOP YOUR OWN BRAND OR SERVICE

All our advisers can benefit from branded literature and online access. Additionally we can create a fully bespoke or white-labelled investment proposition integrated into your own website.



### MARKETING SUPPORT

From bespoke literature, seminars and conferences to other client interactions, we work with you to create tailored marketing support.



*TAM Europe as a company is easy to work with and their performance record speaks for itself. As individuals, they are prompt and courteous; something of a delightful rarity these days.*

BEACON GLOBAL WEALTH MANAGEMENT

## WHAT CONCERNS DO YOU HAVE ABOUT APPOINTING A DFM?

Whilst the concept of appointing or out-sourcing to a DFM, is widely accepted it can still be a relatively new experience for some advisers. Having been through this journey with many advisers we are familiar with the concerns you may have or the issues you may face.



### *“They are Expensive”*

Clients will indeed incur an additional DFM charge. However, when we consider the potential cost reductions for the portfolio as a whole, their overall cost may actually fall. For an annual management charge as low as 0.30%, clients gain access to the lowest cost institutional investments with combined OCFs of 0.38%<sup>1</sup> plus all the additional value our appointment brings.

<sup>1</sup> Average weighted OCF of our Active Balanced EUR portfolio at time of publication.



### *“My client portfolios are relatively small”*

We have created our portfolios to be as accessible as possible and therefore there is no minimum investment for any of our services.



### *“My client doesn’t want to sell his portfolio simply to move to a DFM”*

We will always review an existing portfolio and suggest the most efficient way of moving it to us. In most cases we will conduct an in-specie transfer to maintain the current positions and ensure the client is not out of the market for any period of time.

## Data and prognosis of activity



### “DFMs can steal my clients”

This can be a real issue when working with a large financial services company, where DFM is a small part of their offering. TAM Europe only work through advisers and only offer DFM services. **Your client will always remain your client.**



### “How do I justify my fee when I outsource to a DFM?”

We have found it actually makes the conversation easier and clearer for the client; your fees cover the overall advisory offering, the performance monitoring and ongoing assessment of our suitability to manage their investment. Our fees cover the underlying investment management.



### “DFMs simply invest in their own funds”

We are 100% independent, do not manage any funds of our own, nor receive any incentive to invest in anyone else's fund. This allows the freedom to invest in the best funds, managed by the best fund managers from the best fund houses.

“As the owner and director of UK and EU companies, we've found TAM Europe indispensable. Their meticulous training for our recruits and consistent updates on international financial planning developments have been crucial. TAM Europe is not just a service provider but a proactive partner committed to our success.”

ADVISER PLATFORM

## ASSET SECURITY & LIQUIDITY

The safety of clients' capital is paramount and supersedes the importance of the managing entity. To ensure this safety remains prevalent, we deposit all assets with our custodian, Pershing Securities Limited (Pershing). Pershing is part of The Bank of New York Mellon Group (BNY Mellon), one of the world's largest and strongest financial institutions with over \$46.9<sup>1</sup> trillion in assets under custody. Having client assets held in custody with an institution of this size provides an unparalleled level of protection and security as well as execution, clearing and settlement services.

*<sup>1</sup>Figure correct at time of publication.*

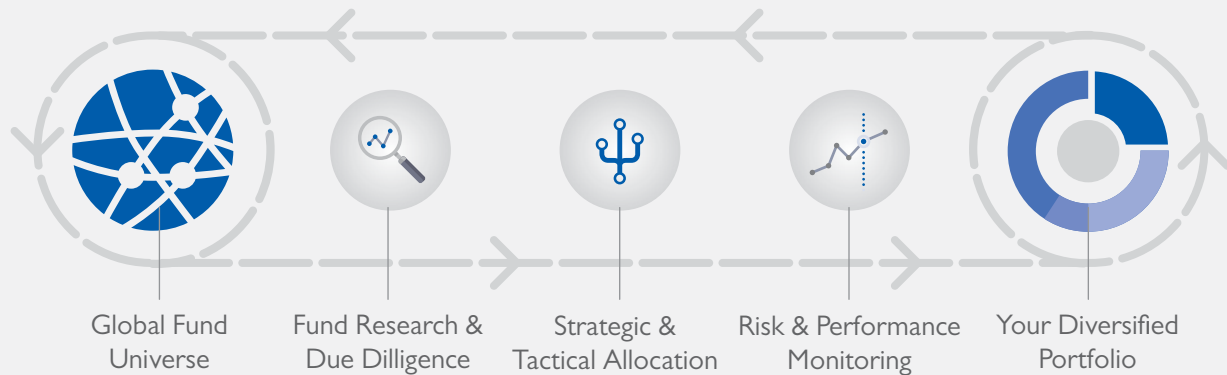


At the core of TAM's approach to investing is simplicity and liquidity. The entire suite of TAM model portfolios are made up of highly liquid funds in mainstream markets, without using derivative or structured products to increase the returns profile at the expense of liquidity. The time required to return your clients' money is reported everyday and we do not impose any lock-in periods for clients withdrawing or moving their funds if their circumstances change, or if they are not entirely satisfied.



## INVESTMENT PROCESS

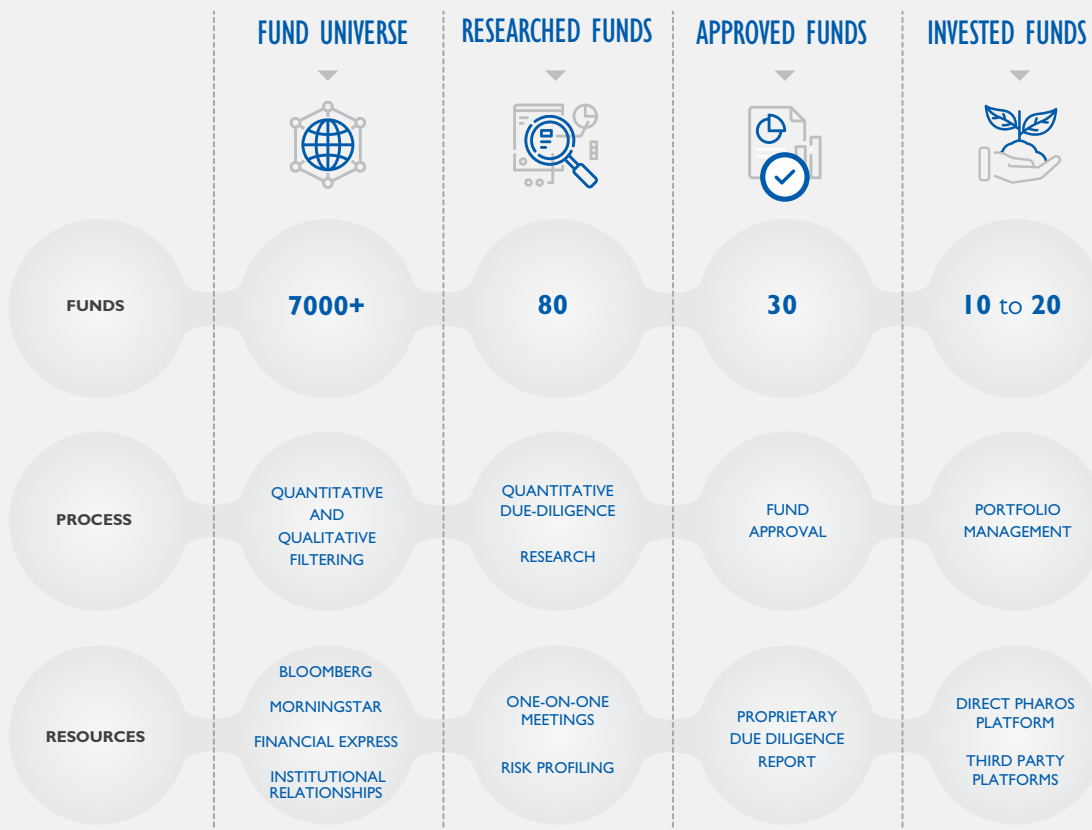
TAM follows a robust and well considered investment process. From asset allocation modelling, fund universe filtering and selection, to the construction and monitoring of your client's portfolio, they follow specific guidelines and procedures to ensure well-balanced and diversified portfolio construction.



Markets are forever changing so TAM are continuously anticipating and adapting. Based on the client's investment objectives and risk profile, long-term strategic allocations are determined, and shorter-term tactical positions are added to react to changes and dampen market volatility.

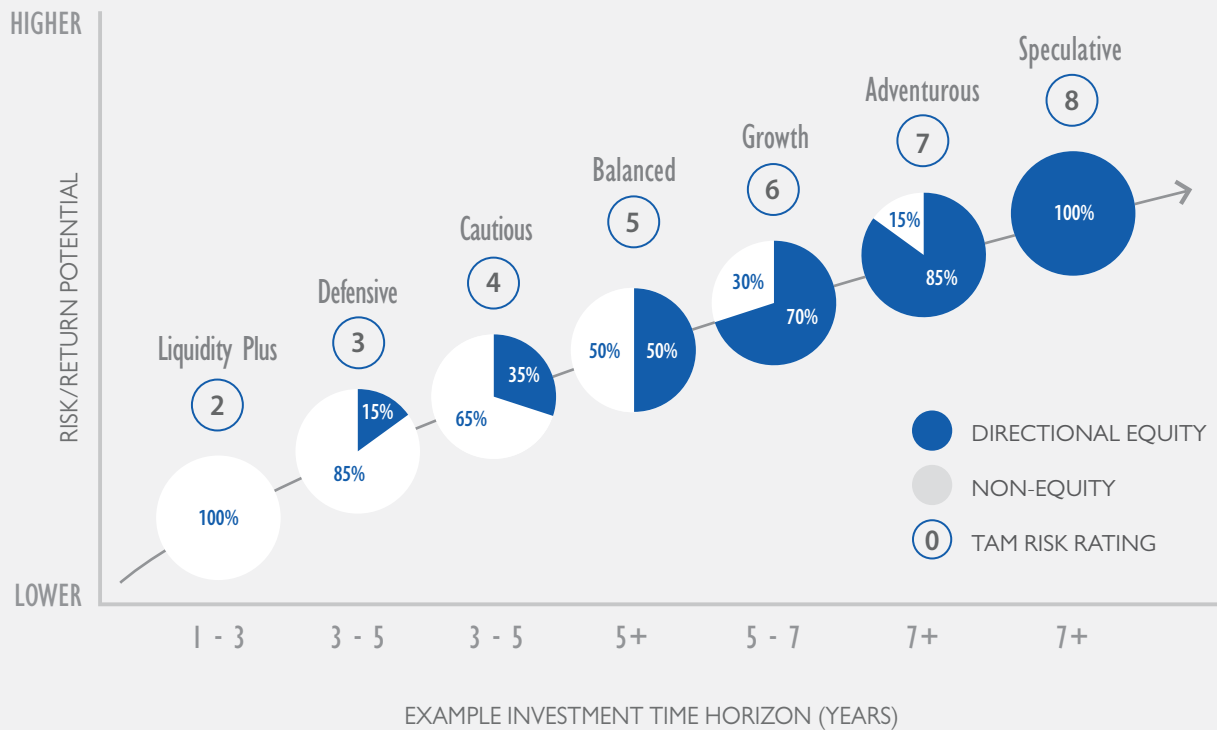
## FUND RESEARCH

TAM monitors a universe of over 7000 funds, conducting structured and comprehensive research and in-depth qualitative analysis and due-diligence in order to choose the right funds for each portfolio. The investment team invest with the best fund managers from the largest fund houses around the world, aiming to invest in the lowest cost institutional focused funds. They regularly meet with the fund managers they invest with, conducting 100s of interviews a year, all with the aim of ensuring the accurate selection of investments for your client's portfolio.



## RISK MANAGEMENT

Each of TAM's model portfolios is risk profiled so you can intuitively know which is appropriate to meet your client's investment objectives, which can be changed during the life cycle of their investment depending on their circumstances. Each of the services is available in Defensive to Adventurous, and the TAM Active service benefits from additional Liquidity Plus and Speculative portfolio options.

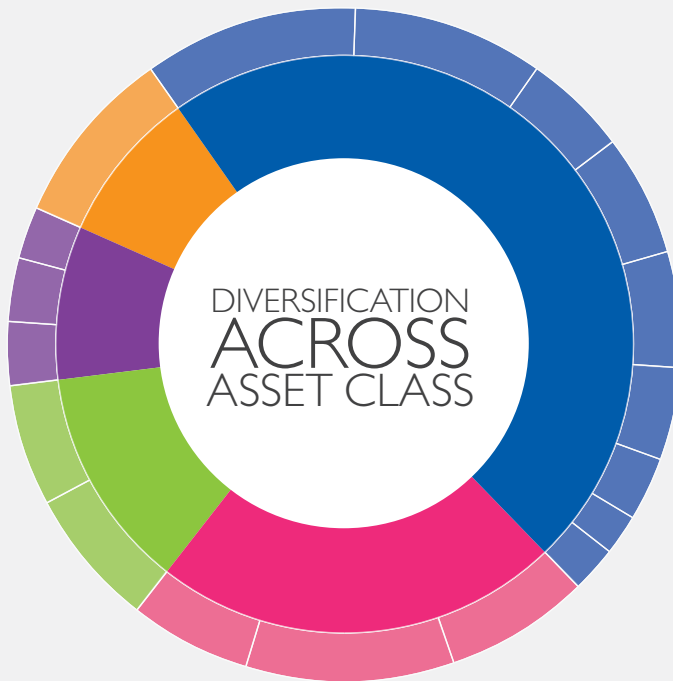


Source: TAM Asset Management. The value of investments, and the income from them, may go down as well as up and may fall below the amount initially invested. Weightings may deviate from these levels at the Investment Team's discretion, whilst staying within specific guidelines.



## DIVERSIFICATION

TAM uses diversification across asset class, geographical focus and underlying funds to spread risk and exposure. Below is a snapshot of the asset allocation and fund selection a TAM Active Balanced portfolio may invest in.



### **EQUITY 47.5%**

Redwheel (TM) UK Value B EUR  
Vanguard US500StockIdx Institutional EUR  
BNY Mellon US Equity Income Fund W Acc EUR  
Pzena Global Value A Acc EUR  
BlackRock Global Unconstrained Equity D Acc  
JPM Global Healthcare C Acc USD Acc NAV EUR  
Invesco Euro Equity C Acc Eur  
Hermes GEM ex-China Equity Acc EUR  
Polar Capital China stars S EUR Acc

### **FIXED INTEREST/BONDS 27.0%**

Vanguard Global Bond Index Hedged Acc EUR  
JP Morgan Global Bond Opportunities C EUR  
T.Rowe Price (Lux) Dynamic Global Bond Strategy I Acc EUR

### **ALTERNATIVES 14.0%**

Amundi Volatility World I Hgd Acc EUR  
Fulcrum Diversified Absolute Return I Acc EUR

### **COMMODITIES 4.0%**

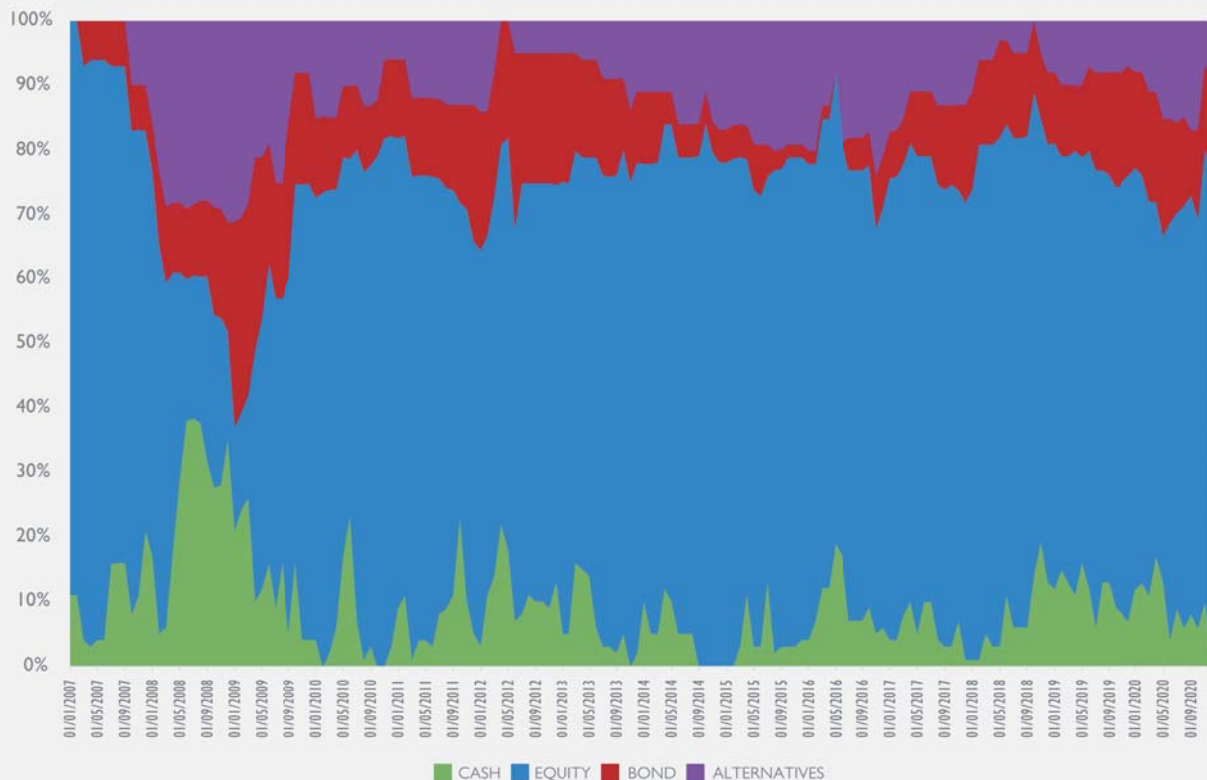
Jupiter Gold & Silver UZ EUR Acc

### **CASH & MONEY MARKET 7.5%**

Source: TAM Asset Management. The diagram is representative of a TAM Active Balanced EUR portfolio. Weightings may deviate from these levels at the Investment Team's discretion whilst staying within specific guidelines.

## FLEXIBILITY







As an active discretionary investment manager, clients benefit from TAM's ability to adjust the compositions of their investment portfolios in order to quickly react to key market conditions. This flexibility allows the investment team, within a portfolio's parameters, to add protection or take advantage of a growing market. To illustrate, the image shows the actions taken by the investment team to protect clients' wealth during the 2008 financial crash, actions similar to those carried out during the 2020 COVID-19 market fall.



Source: TAM Asset Management. The graph is representative of a TAM Active Growth GBP portfolio during the period shown.

## LONG-TERM TRACK RECORD

We must always recognise that past performance is never a guarantee of future performance, although we believe it can act as a guide and help demonstrate whether any manager, in this case TAM, actually implements the strategies and risk controls they proposit. Since the launch of the TAM Active range of model portfolios, the investment team have followed the same edict of prioritising capital preservation and capital growth to generate positive medium and long-term gains for clients.

	DEFENSIVE	CAUTIOUS	BALANCED	GROWTH	ADVENTUROUS	SPECULATIVE
<b>Risk Profile</b>	 Low	 Low/Medium	 Medium	 Medium/High	 High	 Very High
<b>Portfolio Return</b>						
3 Year	-0.67%	6.67%	11.11%	15.03%	17.57%	19.32%
5 Year	7.08%	20.87%	29.37%	38.39%	42.87%	47.2%
10 Year	29.65%	52.19%	62.37%	79.09%	81.07%	N/A
Since Inception	53.36%	96.23%	120.41%	159.7%	170.64%	84.63%
<b>Annualised Return</b>	3.64%	4.84%	5.7%	7.53%	7.28%	6.6%
<b>Volatility</b>	3.94%	5.23%	6.8%	8.13%	9.81%	11.33%

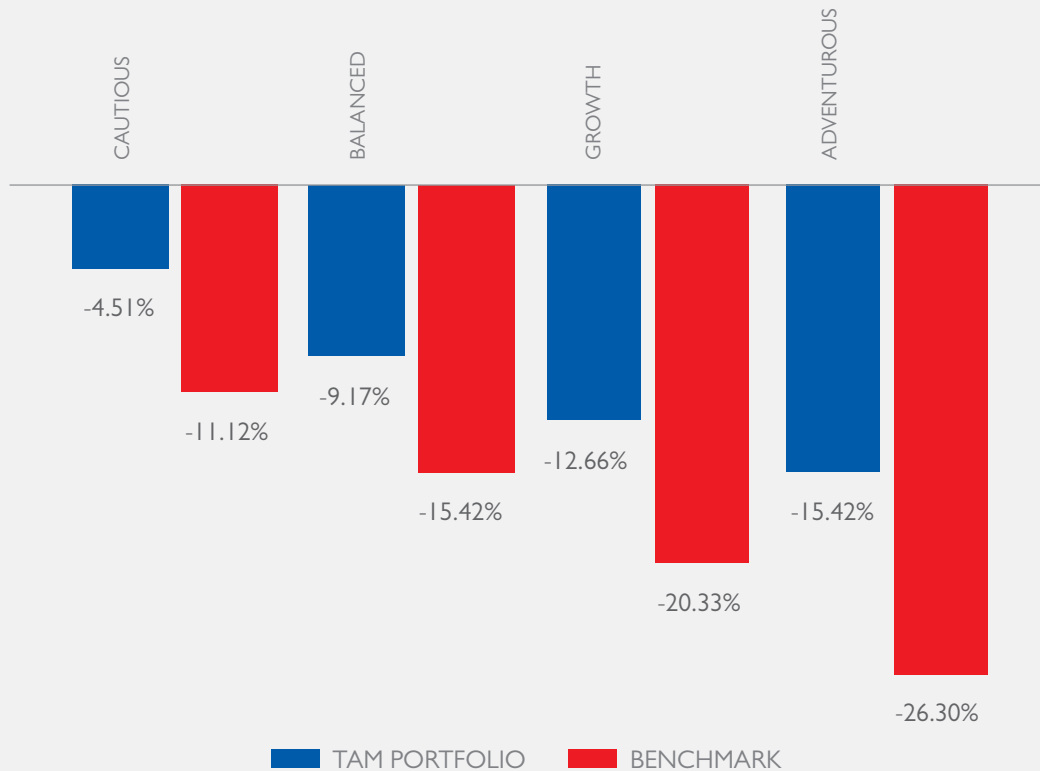


Source: TAM Asset Management. TAM Active GBP portfolio return from inception (Defensive 01/01/12, Cautious 01/01/08, Balanced 01/07/08, Growth 01/10/11, Adventurous 01/01/08, Speculative 01/01/15) to 31/03/24 net of TAM fees. Past performance is not a guide for future returns and investors may get back less than their original investment.



## CAPITAL PRESERVATION

Capital preservation is at the forefront of TAM's investment strategy. Their active portfolio management enables the investment team to reduce risk during difficult market periods, minimising losses for client portfolios and therefore resulting in potentially stronger recovery in financial markets in the years that follow. To illustrate, the image shows the average performance of the TAM Active investment portfolios against their benchmark during the 2008 financial crash and 2020 COVID-19 market fall.



Source: TAM Asset Management. Average TAM Active GBP portfolio return from 01/01/08 to 31/12/08 and 01/01/20 to 31/03/2020 net of TAM fees. Each benchmark is a composite of the broader UK equity market and the sovereign debt market. Past performance is not a guide for future returns and investors may get back less than their original investment.

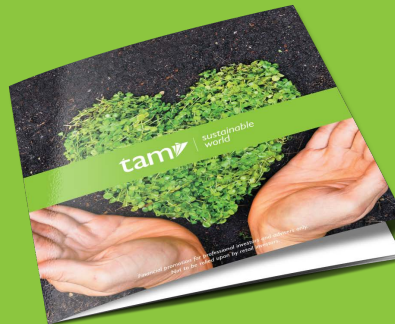
## A RANGE OF TRADITIONAL & THEMATIC MODEL PORTFOLIOS



**tam** | *active*

### CORE ACTIVE INVESTMENTS

- 16 year track record
- 7 risk-graded portfolio options, including the Liquidity Plus money market portfolio
- Available in EUR & GBP
- No minimum investment
- Invest directly or via a Pension, Trust, Bond or Life Assurance wrapped product.



**tam** | *sustainable world*

### SUSTAINABILITY-FOCUSED INVESTMENTS

- 10 year track record
- 5 risk-graded portfolio options
- Available in EUR & GBP
- No minimum investment
- Invest directly or via a Pension, Trust, Bond or Life Assurance wrapped product.

## ACCESSIBILITY

Our model portfolios are accessible as possible. We can accept an investment directly, or a transfer from a pension, life insurance bond or trust. We have relationships with a growing list of major providers, saving you time by liaising directly with their offices.



In addition to accessing our services directly, we are also pleased to offer our model portfolios via a growing selection of third party platforms.





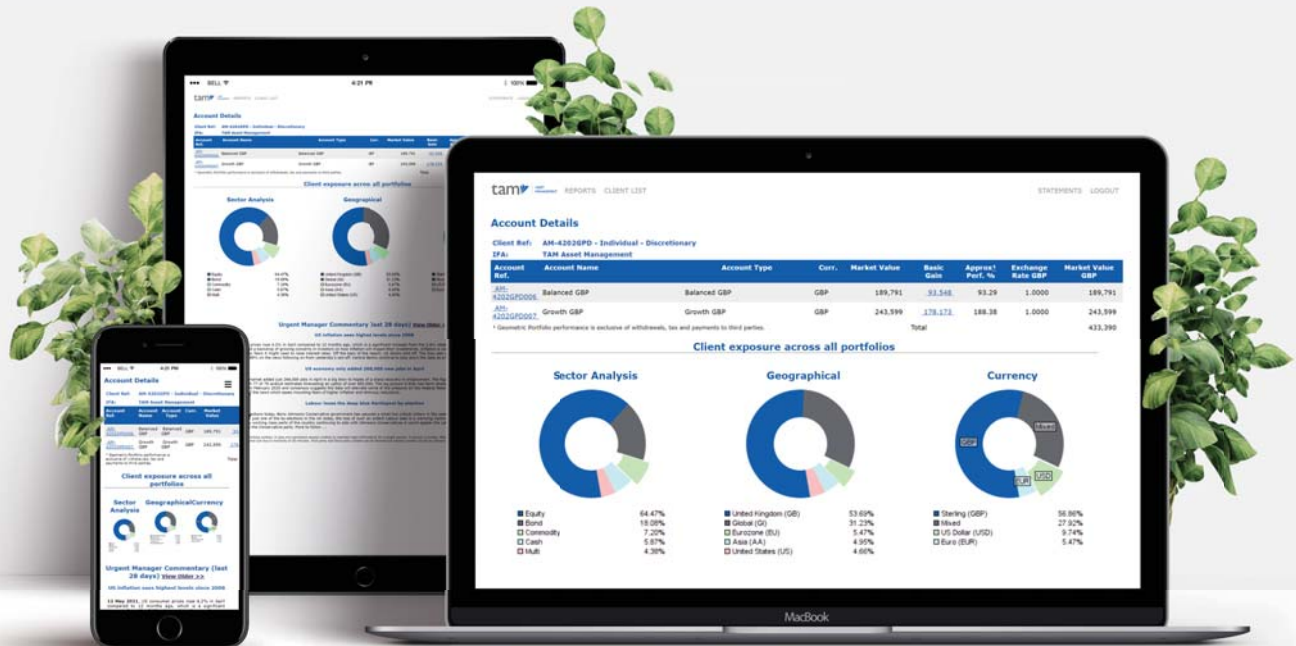
## STATE OF THE ART PLATFORM

The TAM platform remains one of the most innovative and informative in the industry. It doesn't matter if you have 100 clients with £1m or 100,000 clients with £1k, the system has been built with full scalability in mind, supporting high volumes of investors and transactions regardless of asset size.

All clients enjoy identical use of the platform:

- Log in at anytime with 24/7 account access
- Generate instant valuations
- Review the comprehensive market commentary and detailed trade analysis available
- Produce customised portfolio reports
- Instantly download quarterly and annual MiFID statements

Advisers also have the same level of access to our platform, and you will be provided with a dedicated log in to view all of your clients' portfolios in one place.



## MORE WAYS TO GIVE BACK

As part of our wider sustainability mission we invite our GIA and ISA clients to join our Client Carbon Footprint Commitment where they can offset their carbon footprint every year they are invested with us.

We understand the importance of tackling climate change and sustaining our environment for future generations, a key concern we know we share with our clients. They have shown a growing appetite to reduce the impact of their investments on the environment, and this simple and effective initiative provides them with a material solution.



***For more information and access to the client application form, please visit [www.tameurope.com/sustainability](http://www.tameurope.com/sustainability)***





EUROPE  
ASSET  
MANAGEMENT

## GET IN TOUCH WITH US

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