



# Investment partner

## Company profile

Deutsche Bank Private Wealth Management is dedicated to serving the interests of financial intermediaries and their clients. We provide customised financial solutions from around 100 locations worldwide with invested assets in excess of €300 billion at June 2010.

In the UK we operate from regional offices with a team of professionals who have the experience and expertise to support the needs of financial intermediaries and their clients.

## Why select Deutsche Bank Private Wealth Management?

Our business model recognises that the IFA remains the client's principal adviser and caters for full IFA involvement throughout our relationship with the client.

We provide face to face meetings, regular reporting, and online access to portfolios.

Our top-down investment process allows us to efficiently access all aspects of the vast intellectual and technological resources at Deutsche Bank's disposal and this means that our clients have the reassurance that they can rely on consistent and repeatable investment performance.

Our investment management service is designed to meet the client's unique and specific needs. At the heart of the service is a flexible, responsive and active investment process using multiple asset classes. It offers a tailored investment strategy focused on fulfilling client's investment objectives.

## Investment process

Successful investment returns depend on a rigorous, repeatable and transparent process – one that begins with informed opinion, leads to innovative thinking and ends with consistent implementation.

- Our investment process starts with the Global Investment Committee (GIC). One of the GIC's most important tasks is to identify new investment themes and emerging trends that can benefit private investors.
- The Regional Investment Committee (RIC) brings a UK perspective to the global research collated by the GIC, enabling the development of a UK specific range of investment solutions.
- Finally, the client-facing investment team has the responsibility for formulating and implementing a client-specific strategy, matching your investment objectives to the portfolio structure.

## Investment approach

Our chief priority for every client is to understand their specific objectives in terms of timescales, liquidity requirements and approach to the capital value, whether this is growth or decumulation. We then build a portfolio with what we believe to have the lowest investment risk with the capability of achieving that objective. By reducing the potential volatility of the portfolio we are looking to provide a more stable return. The many innovative techniques and approaches that we use have all been directed towards reducing the level of risk that is necessary in order to help clients achieve their objectives. In our view, this approach is where discretionary investment management adds most value to pension fund management.

The emphasis is on achieving the desired outcome, not necessarily, the highest return possible. This is a far

more disciplined approach in our view than that adopted by more traditional investment managers. The objective of this strategy is to deliver the required return in any market conditions, whilst reducing capital volatility as much as possible.

We continue to consider the relative attraction of different asset types throughout the life of the portfolio, and make changes to optimise the return. Through this strategic asset allocation we add value by holding the right assets in the right proportions at the right time to meet the client's specific needs.

## Fund charges and investment terms

Annual management charge Up to 1% plus VAT

Transaction charges only apply to some portfolios and are disclosed at point of sale.

Adviser remuneration will be paid out of your SIPP cash account by Sippcentre. In addition your adviser may receive initial and renewal commission from Deutsche Bank Private Wealth Management. Your adviser will provide you with further details.

Sippcentre will not accept investment instructions, these must be arranged directly with Deutsche Bank Private Wealth Management.

Your adviser is responsible for transferring cash between Sippcentre and Deutsche Bank Private Wealth Management. Your adviser must transfer cash using Sippcentre's cash movement facility.

A J Bell includes A J Bell Holdings Limited and its wholly owned subsidiaries A J Bell Management Limited, A J Bell Limited and A J Bell Securities Limited.

A J Bell Management Limited is authorised and regulated by the Financial Services Authority and is the scheme administrator of all A J Bell's Self Invested Personal Pensions (SIPPs). A J Bell Securities Limited is a member of the London Stock Exchange and is authorised and regulated by the Financial Services Authority. It is the plan manager for all of A J Bell's Individual Savings Accounts (ISAs) and provides A J Bell's Dealing Accounts.

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The companies listed in the adjacent table are all registered in England and Wales at Trafford House, Chester Road, Manchester M32 0RS.

## Contact details

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Information in this document is provided by the Investment Partner. Sippcentre cannot be held responsible for any statements made.

Company	Company Number	VAT Number
A J Bell Holdings Limited	4503206	833 5478 13
A J Bell Management Limited	3948391	759 3531 03
A J Bell Limited	3091664	639 0316 44
A J Bell Securities Limited	2723420	918 4226 21