

BLACKWOOD
ASSET MANAGEMENT



An introduction to
Discretionary Model Portfolios



WHO IS BLACKWOOD ASSET MANAGEMENT LTD?

BLACKWOOD is a UK based asset manager that has the discretionary capabilities and investment strengths of a major financial institution, coupled with the focus and expertise of a boutique company.

ORIGINS

BLACKWOOD was the concept of Elevation Investment Management Ltd, a leading firm of regional Independent Financial Advisers (IFA).

Elevation's intention was to bring their clients and IFAs closer to the fund management process. So Elevation set out to find a Discretionary Fund Manager (DFM) that had the vision, desire and necessary expertise to work with Elevation. This led to the formation of BLACKWOOD ASSET MANAGEMENT as a joint venture between Elevation Financial Group Ltd and SORBUS PARTNERS LLP.

LOOKING FORWARD

The award winning team at SORBUS PARTNERS LLP has been working on investment management for private clients for decades. They are financially stable, possess sound judgement and could see the mutual benefits of partnering with Elevation Investment Management.



WHO MANAGES THE MONEY?

BLACKWOOD ASSET MANAGEMENT LTD is a trading style of SORBUS PARTNERS LLP who are a boutique fund manager that usually only advises Ultra High Net Worth clients. The formation of BLACKWOOD enables this investment expertise to be available to Elevation's clients.

WHICH PORTFOLIO DO I INVEST IN?

BLACKWOOD does not provide advice – your IFA at Elevation will help you decide which portfolio is most appropriate based upon their discussions with you.

Each portfolio consists of a carefully selected choice of funds that are designed to provide the best return for the risk you are prepared to take.

The portfolios will also partially invest in the SORBUS VECTOR FUND, which is a “high conviction - high reward” fund that invests into a small number of specially selected equities. This fund has an excellent track record and is a reflection of SORBUS's investment skill.

WHAT DOES EACH PORTFOLIO CONSIST OF AND HOW MUCH DO THEY COST?

Each portfolio consists of a range of active and passive funds that are managed in line to Elevation's risk assessment tool, Dynamic Planner.

BLACKWOOD ASSET MANAGEMENT charges 0.25% + VAT per annum.

The cost of each portfolio will vary from time to time as funds are bought and sold, but will typically be:

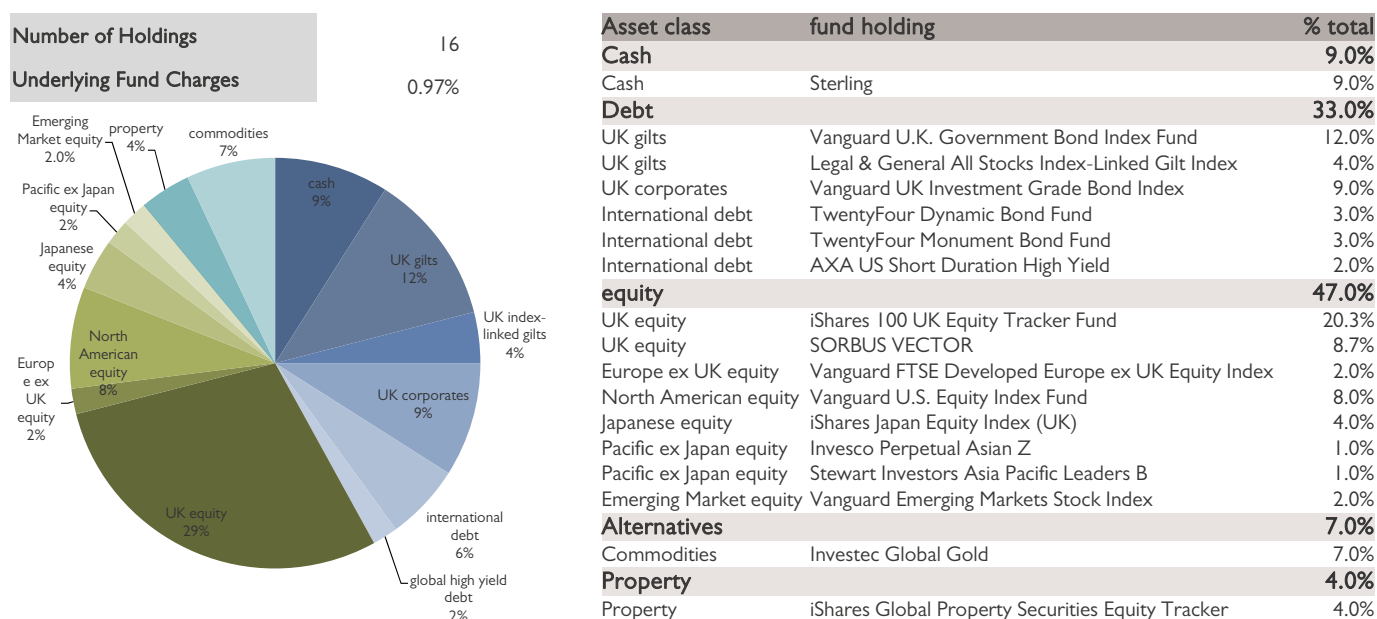
Portfolio Name	Dynamic Planner Target Risk	Fund Ongoing Cost Figure (OCF)	Fund Transactional & Incidental Charges	Blackwood Charge (inc VAT)	Total
Blackwood Model 3	Risk 3	0.27%	0.16%	0.30%	0.73%
Blackwood Model 4	Risk 4	0.30%	0.25%	0.30%	0.85%
Blackwood Model 5	Risk 5	0.34%	0.33%	0.30%	0.97%
Blackwood Model 6	Risk 6	0.35%	0.37%	0.30%	1.03%
Blackwood Model 7	Risk 7	0.25%	0.27%	0.30%	0.82%

In addition to the above, you may incur costs for products or financial advice received, which will be disclosed to you by your Financial Adviser.



SAMPLE PORTFOLIO

Below is a sample of the portfolio of funds previously held in 'Model 5'



WHY SHOULD YOU CONSIDER A MODEL PORTFOLIO?

Deciding where to put your money is not an easy thing to do as can be seen from the sector by sector results from 2006 to 2017. (Source: LGIM)

Rank	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
1	Europe ex UK Equity	EM Equity	Gilts	EM Equity	Asia ex Japan Equity	Gilts	Europe ex UK Equity	North American Equity	North American Equity	Japanese Equity	EM Equity	EM Equity
2	Property	Asia ex Japan Equity	International Bonds	Asia ex Japan Equity	EM Equity	Property	Asia ex Japan Equity	Europe ex UK Equity	Property	Property	North American Equity	Asia ex Japan Equity
3	EM Equity	Europe ex UK Equity	Japanese Equity	UK Equity	North American Equity	International Bonds	UK Corporate Bonds	Japanese Equity	Gilts	North American Equity	Asia ex Japan Equity	Europe ex UK Equity
4	UK Equity	International Bonds	UK Corporate Bonds	Europe ex UK Equity	Japanese Equity	UK Corporate Bonds	EM Equity	UK Equity	UK Corporate Bonds	Europe ex UK Equity	Japanese Equity	Japanese Equity
5	Asia ex Japan Equity	North American Equity	North American Equity	UK Corporate Bonds	UK Equity	North American Equity	UK Equity	Property	International Bonds	International Bonds	Europe ex UK Equity	UK Equity
6	International Bonds	UK Equity	Property	North American Equity	Property	UK Equity	North American Equity	Asia ex Japan Equity	EM Equity	UK Equity	UK Equity	North American Equity
7	North American Equity	Gilts	Europe ex UK Equity	International Bonds	UK Corporate Bonds	Japanese Equity	International Bonds	UK Corporate Bonds	Asia ex Japan Equity	Gilts	UK Corporate Bonds	Property
8	UK Corporate Bonds	UK Corporate Bonds	UK Equity	Property	Gilts	Asia ex Japan Equity	Japanese Equity	International Bonds	Japanese Equity	UK Corporate Bonds	Gilts	UK Corporate Bonds
9	Gilts	Property	Asia ex Japan Equity	Gilts	Europe ex UK Equity	Europe ex UK Equity	Gilts	Gilts	UK Equity	Asia ex Japan Equity	International Bonds	Gilts
10	Japanese Equity	Japanese Equity	EM Equity	Japanese Equity	International Bonds	EM Equity	Property	EM Equity	Europe ex UK Equity	EM Equity	Property	International Bonds

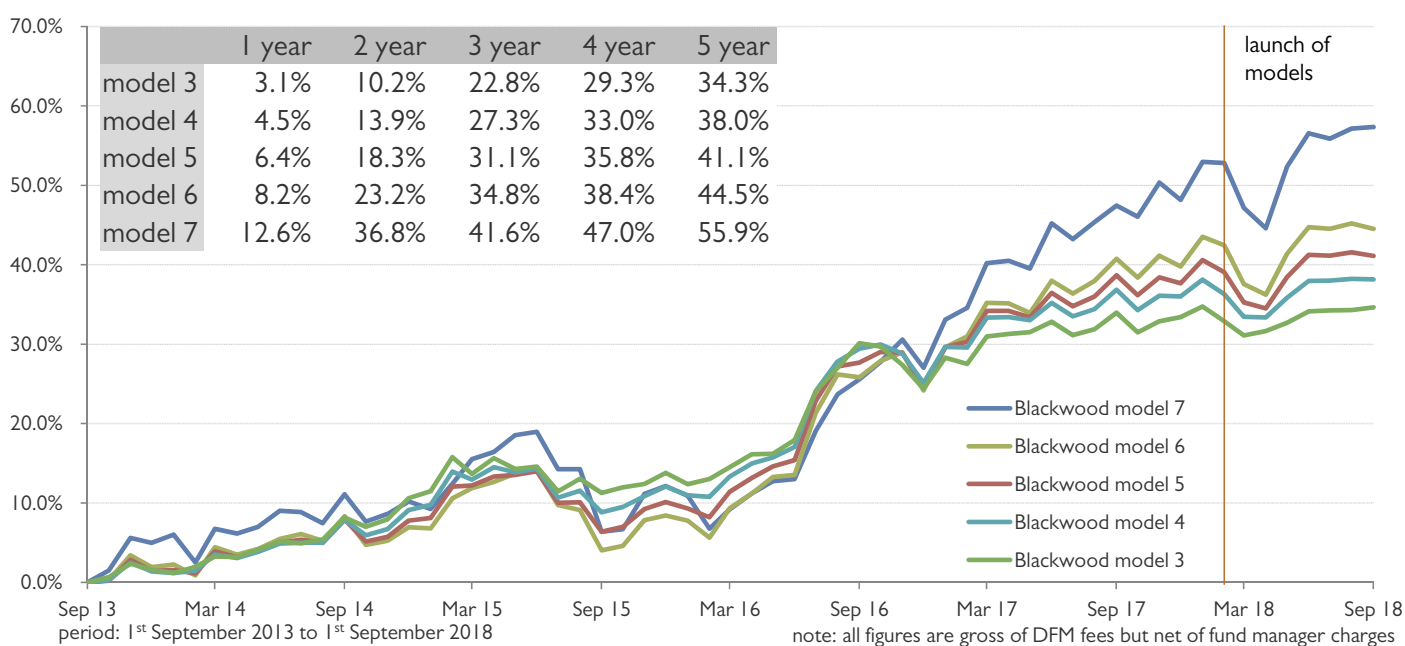
This shows the top sector in 2017 was Emerging Market equity, which notably had been both the best and worst performing sector over the previous years — what a ride!

A DFM picks the sectors to be invested in, and which underlying funds to buy and sell — all with reference to your attitude to risk and the ever changing market conditions.



5 YEAR PERFORMAMCE OF BLACKWOOD MODELS (BACKDATED)

As these models were launched on 25th January 2018 there are no historic performance figures. To provide some guidance on how the models would have performed we have provided backtested performance (below) for the five year period to the 1st September 2018. Prior to the launch of the models the performance figures are based on the strategic (long term) asset allocation and the underlying index returns of the funds currently constituting the models.



Past returns are not a guide to future performance. The asset allocation of the models can at any time and for an extended period of time differ significantly from the strategic asset allocations. This is a reflection of the active management decisions taken to adjust to dynamic investment and market conditions.



MAX THOWLESS-REEVES
DIRECTOR

Max is a former Executive Director of UBS Wealth Management. He is a Chartered Fellow of the Chartered Institute for Securities & Investment (CISI), for whom he also acts as an External Specialist for their Advanced Wealth Management programme.

He is Executive Chairman of DivideBuy – one of the fastest growing fintech firms in Europe, a Non-Exec Director of IndigoVision plc and a Visiting Teaching Fellow at Aston Business School.

He has an MBA from Warwick Business School.



SUSANNAH MAISTER-GRAY
DIRECTOR

Susie has over 15 years experience in wealth management and structuring both for domestic and international high net and ultra high net worth clients.

She is one of the only individuals to be both a Chartered Fellow of the Chartered Insurance Institute (CII) and a Chartered Investment Manager (CISI). She has a special interest in cohesive wealth management and model portfolios. Susie also has a Postgraduate Diploma in Legal Practice, and is a member of the Society of Trust and Estate Practitioners.



RICHARD FARMILOE
DIRECTOR

Richard has developed his investment methodology over a 29 year career within the industry and has accumulated an outstanding personal investment track record upon which the VECTOR strategy performance is based.

His approach combines an encyclopaedic knowledge of the smaller company environment and a rigorous and disciplined investment process. He is a Chartered Fellow of the Chartered Institute for Securities and Investment (CISI) and a Chartered Wealth Manager.



TONY SMITH
DIRECTOR

Tony has many years of successful experience in the IFA field, both as a qualified financial adviser and in building IFA practices and client service propositions.

Tony established and grew Perspective Financial Management Ltd from 1995 until its sale in 2008 to Perspective Financial Group. Tony founded Elevation Financial Group in 2011, which now has offices in London, Birmingham and Nottingham.



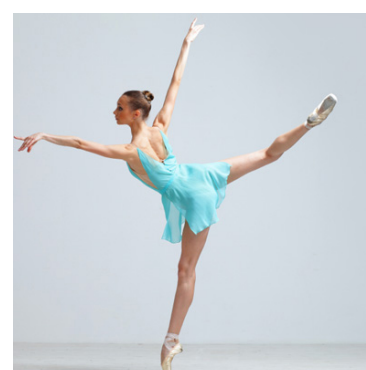
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Futures, derivatives and options trading in particular is considered risky. Past performance of an investment is no guarantee for its future performance. Additional information will be made available upon request. The value of your investment can go down as well as up so you may get back less than you originally invested. Some investments may be subject to sudden and large falls in value and on realisation you may receive back less than you invested or may be required to pay more. Changes in foreign exchange rates may have an adverse effect on the price, value or income of an investment. BLACKWOOD ASSET MANAGEMENT does not provide tax advice and we would recommend that you take direct financial and/or tax advice as to the implications (including tax) of investing in any of the products mentioned herein (The Financial Conduct Authority does not regulate taxation advice).

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