

# About us

Please read the important  
information section

Founded in 1881, Smith & Williamson has been actively involved in investment management for over 100 years. Below is a snapshot of our services.

## Investment management

- Our Dublin Investment office was officially opened in March 2011, and we have other investment offices in Belfast, Birmingham, Bristol, Glasgow, Guildford, Jersey and London.
- We have over 170 qualified investment managers, with around 490 people in the investment department.
- We have around £21.8bn/€24.5bn of funds under management and advice as at 30 June 2019.
- We cover a range of managed funds, including OEICs and unit trusts.
- Our hard work and dedication is reflected in our track record of supportive and satisfied clients, as well as the numerous awards we have won for excellence.

## Why choose us?

- All clients have individual requirements, which is why we provide a bespoke approach to advice and the day-to-day management of your assets.
- You will have direct access to the investment managers who manage your money.
- We work with you to agree a financial plan that takes into consideration your short, medium and long-term goals.
- We avoid taking unnecessary risks and prefer to adopt a flexible approach that allows us to respond swiftly to changing market conditions.
- We have an impressive, independently analysed investment track record.
- We offer a competitive and transparent fee structure.
- Our excellent administration, reporting and client services are tailored to your requirements.

Past performance is not a guide to future performance.

## The Smith & Williamson group

- We have around 1,700 people in 12 offices across the UK, Ireland and Jersey.
- Our services include access to tax advice and tax-efficient investments, a private bank and custodial services.
- Our private client tax team is multi award-winning.
- We are majority owned by current or former directors, partners and staff (c.69%) meaning our interests are aligned with those of our clients.

### Private client investment team

t: +353 1 500 6500



Best HNW Team  
Smith & Williamson

## Our investment style and risk-adjusted performance as at 30 June 2019

- We offer a collegiate investment process that enables a flexible, proactive approach.
- We have consistently outperformed most competitors without taking on significantly more risk.
- Our performance has been independently assessed by Asset Risk Consultants Limited (ARC) – a means of placing investment performance into context with peer group managers.

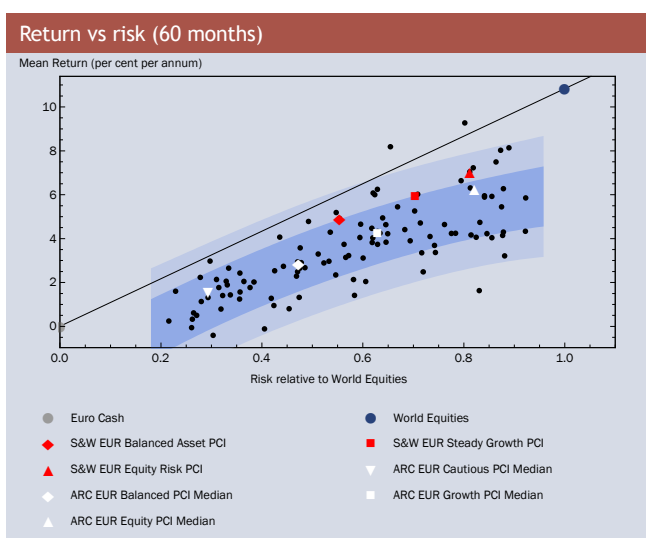
### Percentage Return Data – S&W Index

Discrete years ending 30 June 2019	2015 %	2016 %	2017 %	2018 %	2019 %
S&W Euro Steady Growth Index	18.26	-6.82	11.09	3.07	4.55
S&W Euro Equity Risk Index	20.29	-7.81	13.96	4.87	4.71
S&W Euro Balanced Asset Index	12.95	-4.02	8.64	2.97	4.27
S&W Euro Cautious Index	N/A	-1.99	4.44	0.75	1.95

### Relative Percentage Return Data – S&W Index Relative to ARC PCI

Discrete years ending 30 June 2019	2015 %	2016 %	2017 %	2018 %	2019 %
Euro Steady Growth Index	8.48	-0.95	1.90	0.28	1.49
Euro Equity Risk Index	8.47	-0.22	1.76	0.21	0.27
Euro Balanced Asset Index	6.87	0.37	2.59	1.80	2.61
Euro Cautious Index	N/A	-0.23	0.93	0.93	0.55

- On the return vs risk chart below, Smith & Williamson returns are denoted in red, our peers are denoted in black and the ARC median returns are denoted in white.
- The chart indicates top quartile, average risk-adjusted returns over 5 years in the EUR Steady Growth and EUR Equity Risk categories, relative to the ARC peer group.



Past performance is not a guide to future performance.

## Important information

Investment does involve risk. The value of investments can go down as well as up. The investor may not receive back in total the original amount invested. Past performance is not a guide to future performance.

Our offices: London, Belfast, Birmingham, Bristol, Cheltenham, Dublin (City and Sandyford), Glasgow, Guildford, Jersey, Salisbury

Smith & Williamson Investment Management LLP Authorised and regulated in the UK by the Financial Conduct Authority, and regulated in Ireland by the Central Bank of Ireland for conduct of business rules. Smith & Williamson International Limited Regulated by the Jersey Financial Services Commission. Smith & Williamson Investment Management (Europe) Limited is regulated by the Central Bank of Ireland.

The Financial Conduct Authority does not regulate all of the products and services referred to in this document.

ARC Private Client Indices (“PCI”) are based on historical information and past performance is not indicative of future performance. PCI are computed using a complex calculation and the results are provided for information purposes only and are not necessarily an indicator of suitability for your specific investment or other requirements. ARC does not guarantee the performance of any investment or portfolio or the return of an investor’s capital or any specific rate of return. ARC accepts no liability for any investment decision made on the basis of the information contained in this report. You should always complete your own analysis and/or seek appropriate professional advice before entering into an agreement with any PCI Data Contributor. The content is the property of ARC or its licensors and is protected by copyright and other intellectual property laws. Use of the information herein is governed by strict Conditions of Use as detailed on [www.assetrisk.com/pci](http://www.assetrisk.com/pci).

We have taken great care to ensure the accuracy of this publication. However, the publication is written in general terms and you are strongly recommended to seek specific advice before taking any action based on the information it contains. No responsibility can be taken for any loss arising from action taken or refrained from on the basis of this publication.

© Smith & Williamson Holdings Limited 2019. Code: 142419hp.

[smithandwilliamson.com/en-ie](http://smithandwilliamson.com/en-ie)

Source: Asset Risk Consultants PCI [www.assetrisk.com](http://www.assetrisk.com).

Data supplied and independently assessed quarterly by ARC – this exercise is undertaken to assess risk-adjusted performance of our portfolios submitted monthly, based on the proprietary ARC indicators. Please note that the ARC figures are complex calculations based on averages and are not indicative of the future performance of any specific portfolio.

At 30 June 2019, 6 of the Client Portfolios with monthly returns submitted to ARC were categorised in the Cautious category. 19 of the Client Portfolios with monthly returns submitted to ARC were categorised in the Balanced Asset category. 120 of the Client Portfolios with monthly returns submitted to ARC were categorised in the Steady Growth Asset category. 148 of the Client Portfolios with monthly returns submitted to ARC were categorised in the Equity Risk category. The figures, based on 16 (Cautious) 24 (Balanced Asset), 23 (Steady Growth), and 17 (Equity Risk) discretionary private client managers contributing real portfolio performance data to ARC, provide an objective means of placing investment performance into context with our peer group investment managers.

Smith & Williamson’s inclusion in the ARC Euro Steady Growth and Equity Risk performance assessment began in 2013, as such the performance data for these indices is not available prior to this. The ARC Euro Cautious and Balanced Asset assessment began in 2014 so we do not have sufficient data to include them on the 60 month Return vs Risk chart.