

DEFENSIVE STRATEGY INVESTMENT POLICY SUMMARY



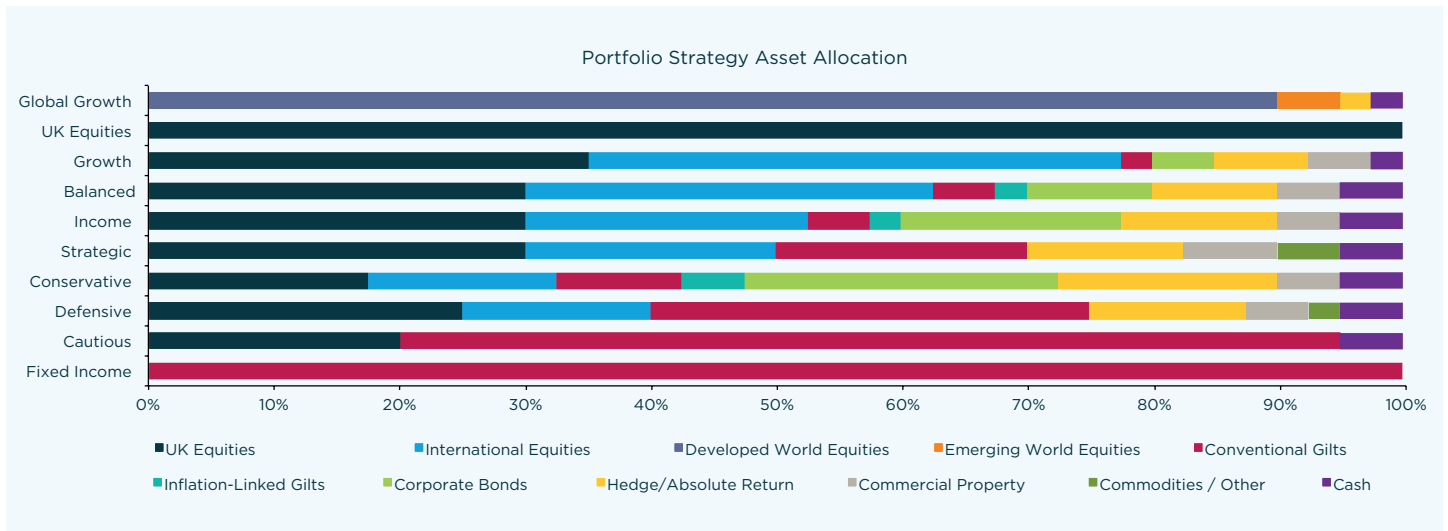
QUILTER CHEVIOT
INVESTMENT MANAGEMENT

INVESTMENT OBJECTIVE

The primary objective of the Quilter Cheviot Defensive Strategy is to grow the capital value of the portfolio as well as generating some degree of income.

STRATEGY

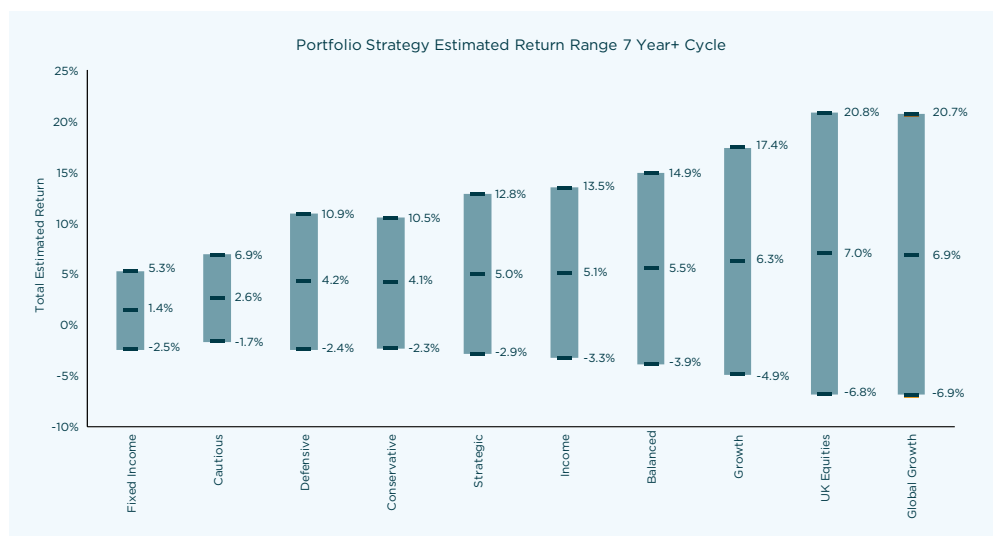
The Quilter Cheviot Defensive Strategy is a diversified portfolio comprising fixed interest, domestic and international equities. Equities will provide the opportunity for your capital to grow over time as well as dividend income. Fixed interest will provide stability of capital and a regular level of income. We will include an allocation to other types of investment such as commercial property, absolute return or hedge funds, structured products, private equity and commodities (sometimes collectively referred to as 'alternatives'). We shall blend the growth, income and risk characteristics of these investments in your portfolio to aid diversification. Exposure to specialist areas will usually be achieved via collective funds.



As at 30/06/2018

ESTIMATED RETURNS

Portfolio managers use estimates of the long-term future returns of different types of assets to construct balanced portfolios. Not surprisingly, the riskier investments, such as equities, are usually forecast to produce the highest rates of return but history shows that the outcome can vary quite widely compared with expectations. There are various technical ways of measuring the expected outcomes used by industry professionals but, to simplify matters, Chart 1 translates these into annual return ranges for different portfolio strategies. The Defensive Strategy has an estimated annual return of 4.2% over the longer term. Using future expectations of risk, the range of outcomes could be as high as 10.9% or as low as -2.4% per annum.

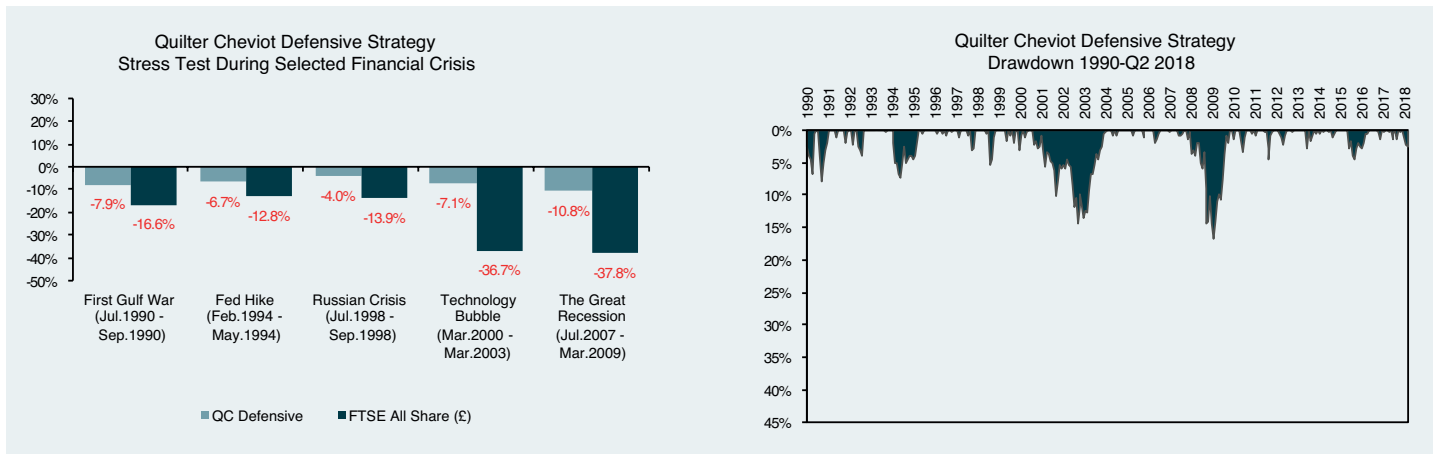


Quilter Cheviot, 30/06/2018, figures source Datastream, 30/06/2018

Forecasts are not a reliable indicator of future performance. Source: Quilter Cheviot, 30 June 2018.



QUILTER CHEVIOT
INVESTMENT MANAGEMENT



Source of FTSE data Datastream, 30/06/2018

Source of FTSE data Datastream, 30/06/2018

Past performance is not a guarantee of future returns. Source: Quilter Cheviot, 30 June 2018.

RISK

Having looked at the potential future returns, we need to consider how the Strategy might react in adverse conditions. By their nature these are largely unpredictable in terms of both extent and timing but investors are particularly sensitive to these events and the publicity surrounding them. For illustration we have taken five such events in the last 30 years when the FTSE All Share index (£) has fallen by more than 10%.

In the bar chart above, each bar shows how the FTSE All Share Index (£) and the Defensive Strategy responded to each event.

The portfolio stress test is good for illustrating how a portfolio has reacted under specific events but does not provide a complete picture. This is where the concept of peak to trough drawdown fits in.

Drawdown illustrates the peak to trough movement and also helps to provide an indication of the time taken to recover back to previous levels.

The drawdown chart above shows the drawdown for the Defensive Strategy over the last 30 years. During severe market downturns, the Defensive Strategy was down around -16.7% peak to trough.

Benchmark: Quilter Cheviot Defensive Index

SUMMARY

The Quilter Cheviot Defensive Strategy is a diversified portfolio comprising a range of asset classes. It is one of our core strategies, which range from 100% fixed income to 100% global equity with differing risk and return profiles.

Selected holdings are researched by our dedicated team of research Analysts and Investment Managers. Your Investment Manager has the flexibility, within a controlled framework, to tailor your portfolio with regard to asset allocation and security selection, in order to accommodate your investment requirements.

QUILTER CHEVIOT

Head Office
One Kingsway
London WC2B 6AN

Please contact our Marketing Department on +44 (0)20 7150 4000 or email marketing@quiltercheviot.com

Investors should remember that the value of investments, and the income from them, can go down as well as up and that past performance is no guarantee of future returns. You may not recover what you invest.

Quilter Cheviot Limited is registered in England with number 01923571, registered office at One Kingsway, London WC2B 6AN. Quilter Cheviot Limited is a member of the London Stock Exchange, authorised and regulated by the UK Financial Conduct Authority. Quilter Cheviot Limited (DIFC Representative Office) operates in Dubai as a Representative Office at Unit 12, Level 13, The Gate Building, PO Box 121208, Dubai, UAE. DIFC Registered Number 2084. Quilter Cheviot Limited (DIFC Representative Office) is regulated by the Dubai Financial Services Authority as a Representative Office. DFSA Reference Number F03378. Quilter Cheviot Limited has established a branch in Dublin, Ireland with number 904906 and regulated by the Central Bank of Ireland for conduct of business rules and is regulated under the Financial Services (Jersey) Law 1998 by the Jersey Financial Services Commission for the conduct of investment business and funds services business in Jersey and by the Guernsey Financial Services Commission under the Protection of Investors (Bailiwick of Guernsey) Law 1987 to carry on investment business in the Bailiwick of Guernsey. Accordingly, in some respects the regulatory system that applies will be different from that of the United Kingdom.

