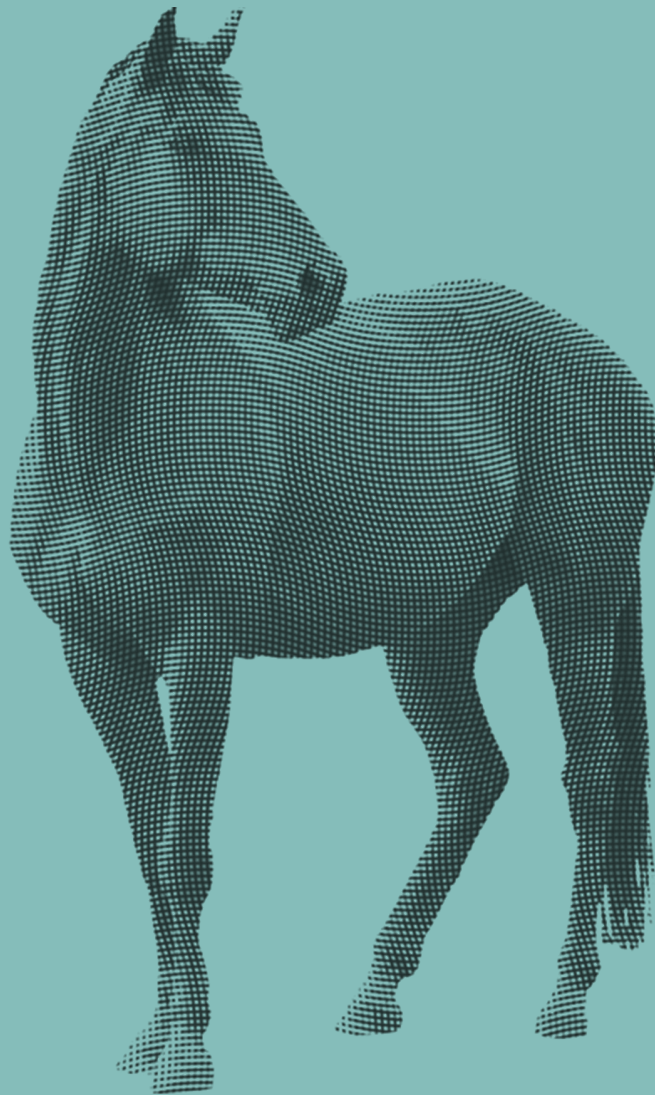


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# A GUIDE TO INVESTMENT MANAGEMENT

FINANCIAL ADVICE &  
WEALTH MANAGEMENT

2024



ESTATE  CAPITAL

*Learn why our  
portfolios consistently  
outperform industry  
benchmarks.*

- *Chartered Financial Advisers*
- *36 years professional experience*
- *Trusted, established and well resourced*

# *Co-ordinate your investments, grow capital and increase your income.*

The growth of personal assets through wise investment is the basis of financial security whether through use of investment portfolios, pensions or trust funds.

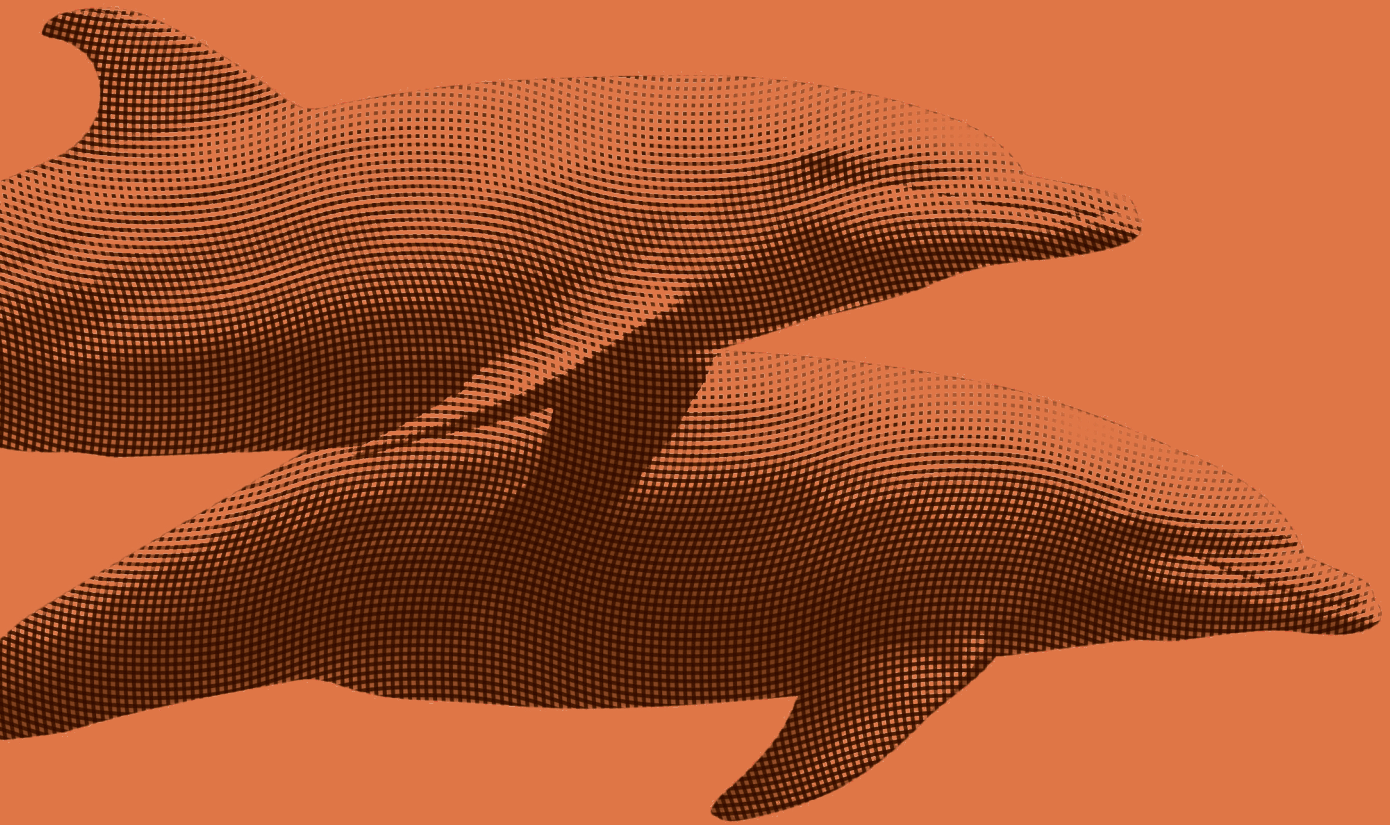
It is through the correct assessment and understanding of your financial needs that allow us to construct an investment portfolio that is ideally suited to you. This assessment includes your current financial position, your capital and income requirements throughout life as well as your attitude to the balance of risk and reward.

The objective is to provide attractive long term returns that support agreed investment and retirement objectives. Over time these needs and priorities will inevitably change and so the solutions need to adapt accordingly.

It is important that investors benefit not only from good returns but also are comfortable with the means by which they have been achieved. To this end we apply a rigorous due diligence and selection process. It is important that your attitude to risk and your investment selections are aligned and regularly reviewed.

Please remember that the value of an investment and the income received can go down as well as up. Past performance is not a guide to future returns.

*Understand some of the  
rationale behind our  
investment selections.*



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## INVESTMENT MANAGEMENT

### Investment Diversity

There is a wide range of asset classes across global markets available to investors. Modern portfolios bring together a diversity of assets such as equities, fixed interest securities, commercial property, natural resources, precious metals, and cash.

The balance of investments across differing asset classes is the primary driver of portfolio returns and diversified security.

An important decision when considering a suitable investment portfolio is the level of risk you are prepared to accept. Risk is the unavoidable feature of all investment, even cash, as, with time, it loses purchasing power against inflation. As investment takes place amid uncertainty, investors need to take account of risk in their search for growth.

Investors should consider the risk of a blended portfolio as a whole rather than the individual holdings in isolation, due to the fact that prices of assets change independently from each other ('non-correlation'). Therefore, in order to reduce overall risk, a portfolio should seek to diversify its holdings across various types of investments, alternative areas of business and throughout the world economy.

Differing asset classes will perform in different ways due to macro-economic changes. The non-correlation of assets offsets losses and underpins gains.

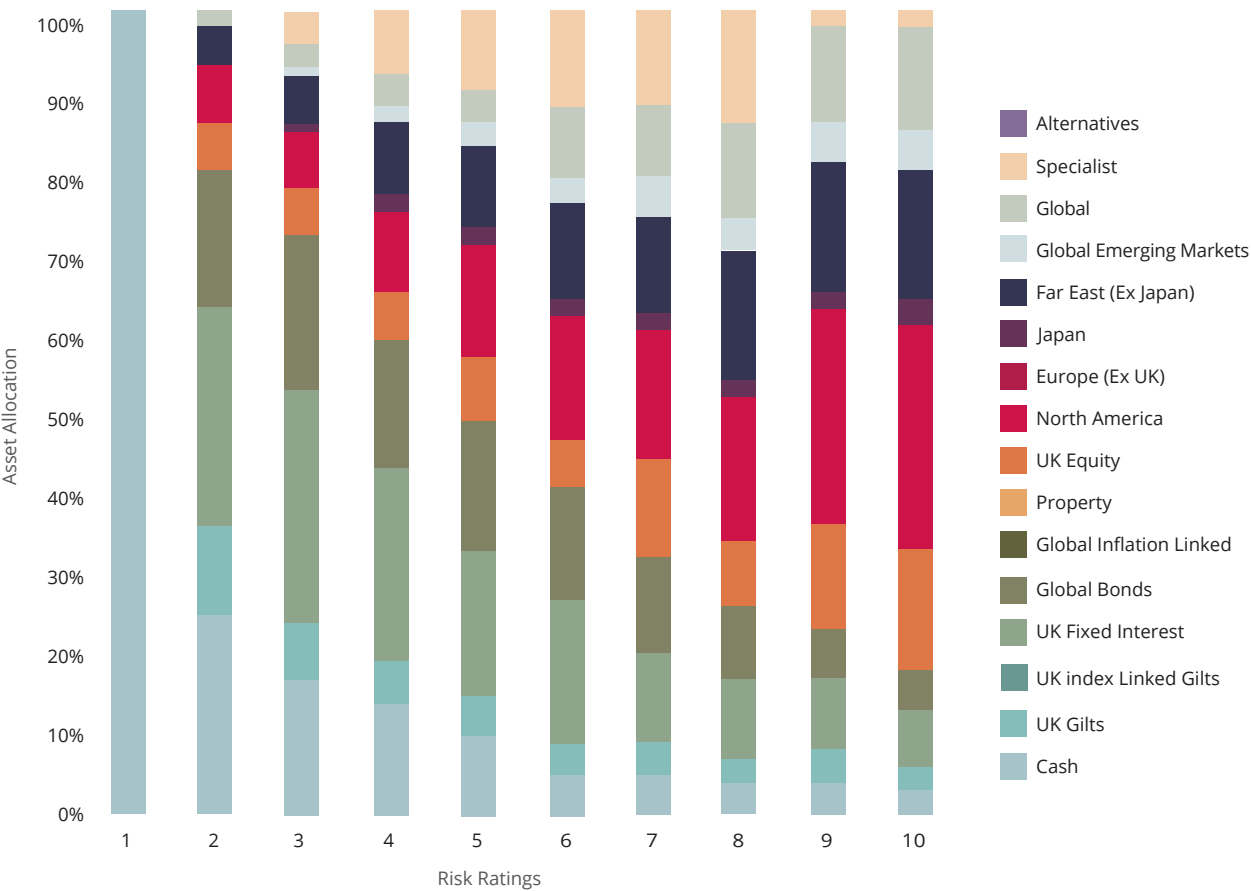
### Asset Allocation

It is commonly agreed from established academic research that asset allocation provides for more than 90% of total returns for a managed investment portfolio. Asset allocation is the unquestionable driver of portfolio performance, more important than market timing or fund selection.

*Make better informed  
investment decisions  
that are right for you.*

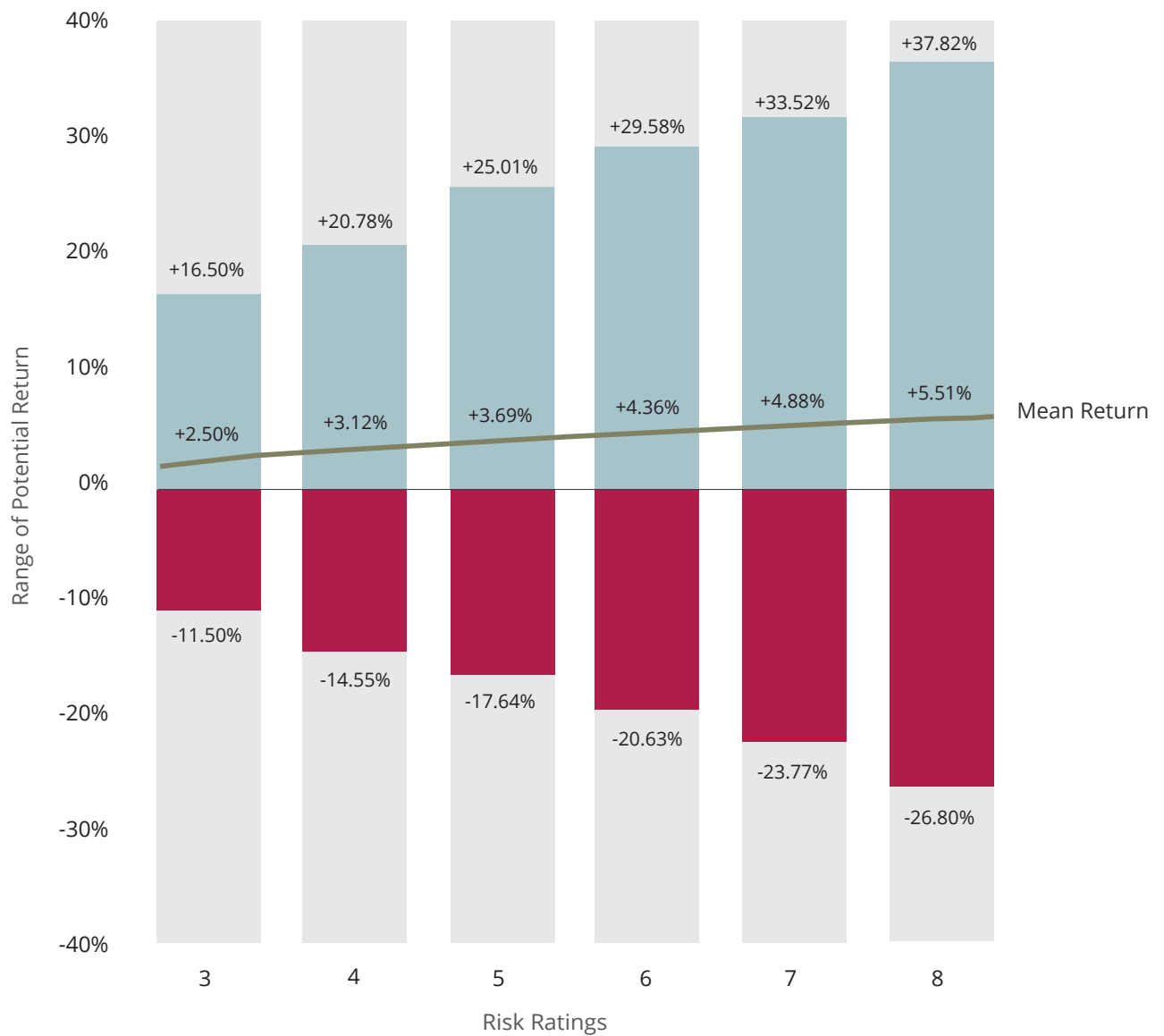
INVESTMENT MANAGEMENT

Indicative Risk Related Asset Allocation



## INVESTMENT MANAGEMENT

### Indicative Range Of Return



# *Maximise your returns with a level of risk you're entirely comfortable with.*

## Risk Related Asset Allocation

The most efficient long-term investment outcome in the ever-changing markets is often achieved using a blend of investments. A portfolio of diversified assets can shield against the effects of volatility and inflation.

For these reasons we have built and regularly update our own risk related asset allocation graph to create efficient portfolios. For any given level of risk a portfolio that delivers the maximum possible return is considered 'efficient'.

Our asset allocation is built using a mathematically modelled asset allocation tool powered by research from actuaries Willis Towers Watson, Morningstar, Vanguard and investment data from Financial Express. This modelling system offers us great accuracy to build and test the most efficient blend of assets for each risk tolerance.

## Risk Related Returns

Our asset allocation modelling system provides an indication, based upon the blend of assets for each risk tolerance of the anticipated future gross returns and a realistic range of expected returns for each portfolio. We use the historical rate of return and volatility for each asset class within a portfolio to predict the anticipated average annual return and range of volatility the portfolio may experience.

*Make better informed investment decisions that are right for you.*



# *Understand some of the rationale behind our investment selections.*

## Fund Management Rating Agencies

Although asset allocation is the main driver of return, we also wish to ensure our fund selection process is rigorous and successful. There are several companies that perform detailed due diligence appraisals of investment funds and their managers. These organisations have significant resources and high levels of access to investment groups and fund managers.

The quality of fund management will have significant influence upon likely future returns. We filter the entire listing of UK retail investment funds by preferring funds that are rated Gold, Silver or Bronze by Morningstar Analysts and are Rated by Rayner Spencer Mills Research.

## Morningstar Analyst Ratings <sup>TM</sup>

The Morningstar Analyst Ratings for investment funds are the summary expression of a forward looking analysis of the fund. Morningstar Analyst Ratings are assigned to funds on a five tier scale running from Gold to Negative. The top three ratings, Gold, Silver and Bronze all indicate that the analysts think highly of the fund. The differences between them correspond to the level of analysts' conviction in the funds ability to outperform its benchmark and peers within the context of the level of risk taken. The five pillars of success that funds are judged against are:-

- The quality of the investment team.
- Investment processes and performance objective.
- Parent organisation.
- Performance.
- Price.

Morningstar Analyst Ratings include passive funds in their ratings.

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## INVESTMENT MANAGEMENT

**Gold Rating** – These funds are the highest conviction recommendations and stand out as best of breed for their investment mandate. To earn a Gold rating, a fund must distinguish itself across all the five pillars of success that are the basis of the analysis.

**Silver Rating** – Funds that fall into this category are high conviction recommendations. They have notable advantages across several but perhaps not all of the five pillars.

**Bronze Rating** – These funds have advantages that clearly outweigh any disadvantages across the pillars, providing a conviction to award a positive rating.

Source: Morningstar website and publication

### Rayner Spencer Mills Research

Rayner Spencer Mills operate both a quantitative and qualitative measure in order to rate an investment fund. After initial screening for acceptable risk and performance characteristics, funds are judged upon:–

- Acceptable risk and reward parameters.
- Robust fund management processes.
- A strong management team.
- Total expense cost ratios.
- Fund size.
- Fund manager's background.
- Fund philosophy.
- Fund manager's process and resources.
- Overall risk control.

Rayner Spencer Mills include property funds in their ratings. Successful funds are awarded a **Rated** status. This rating is reviewed every three months.

Source: Rayner Spencer Mills website and publications.

### Square Mile Ratings

Square Mile provides independent research across the investment market. It is a research business which focuses on in-depth fund research. All funds selected by Square Mile must have a sound investment philosophy, a well-defined investment process, as well as the right fund manager and team in place. Their approach helps them to understand how each fund meets its objectives, and delivers its expected outcome through different market and economic cycles.

They will evaluate funds and then categorise them in the context of three outcomes:

- Growth – Investors who are building up their savings.
- Income – Investors who are seeking income from their investments.
- Preservation – Investors not aiming for capital growth, however this does not guarantee investments cannot go down.

The Square Mile fund selection process follows a number of criteria and considerations. All funds should be given a Square Mile rating of AAA, AA or A; passive funds with a rating are awarded an R for "Recommended"; a PP rating for "Positive Prospect" is given to some younger funds with shorter track records. Funds not meeting their stated performance objectives will be included and given a rating but only where the reasons for the underperformance is understood and deemed reasonable.

Source: Square Mile website

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## INVESTMENT MANAGEMENT

### Investment Performance

Consistent performance figures do not lie and quality fund management will express itself in above average and top quartile returns. We therefore point score quartile performance over 1 year, 2 years and 3 years, with a weighting to recent performance. The quartile performance measure gives us an indication of how a fund has compared within its sector.

We also seek to identify funds that have a consistent track record of providing above average returns. Our selection process is therefore designed to identify investment funds that are consistently successful rather than those where long term performance is a result of one or two year's speculative returns. We therefore measure actual average growth rates over 1 year, 3 years, 5 years and 10 years to identify and reward long term consistent performance.

The methodology does not simply identify the best performers but those who achieve their results in a solid and intrinsically valuable way.

5 Star	Top 10% of funds in sector
4 Star	Top 76-90% of funds in sector
3 Star	Next 51-75% of funds in sector
2 Star	Bottom 26-50% of funds in sector
1 Star	Bottom 25% of funds in sector

Source: Money Management and Financial Express Crown Fund Ratings

### Financial Express Crown Fund Ratings

The FE Crown Fund Rating™ enables investors to distinguish between funds that are consistently outperforming their respective benchmarks. The ratings take into account three key measures that influence overall performances:

- Stockpicking.
- Risk control.
- Consistent outperforming of relevant benchmarks.

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## INVESTMENT MANAGEMENT

### Active Investment Funds

Active investment managers will seek to outperform their sector average through their analysis and understanding of the market. Asset allocation, stock selection and market timing are key determinants.

Active management is implemented through either a growth or value strategy.

Growth funds seek outperformance through stock selection based upon growth potential and momentum.

Value funds seek outperformance through the selection of unpopular and undervalued stock that in time recover their true market value.

### Passive Tracker Funds

Passive funds replicate the stockholdings of an underlying index, such as the FTSE 100 or S&P 500. Since these funds track the composition and performance of the underlying index, there are low levels of management, analysis and trading activity and so the funds charges are much reduced.

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## INVESTMENT MEASURES

### Income Yield

The yield is the income returned to investors from the fund. The yield can be made up of dividends from shares, rent from property or bond interest payments. For income seeking investor's dividend and bond yields are important distributions.

### Volatility

We measure the three year average and cumulative volatility of a fund to help determine the relative risk. Volatility is the degree to which fund prices move. One that fluctuates wildly has high volatility while a fund that remains relatively stable has low volatility.

### Beta Ratio

Beta is a measure of sensitivity to market movement. The Beta Ratio compares the volatility of a fund to that of the market as a whole. The higher the Beta, the greater the risk taken as compared to the market.

### Alpha Ratio

Alpha measures the performance of a fund on a risk adjusted basis by gauging its performance against a market index. The excess return of the fund compared to the market index is the fund's Alpha Ratio. Alpha shows the added value that active investment management brings to the overall returns that are above and beyond that which the market in general provides.

### Information Ratio

The information Ratio measures a fund's ability to generate excess return relative to a sector benchmark and the consistency of that performance. The higher the Information Ratio, the better and more consistent the fund is at beating its sector benchmark.

### Technical Ratios

Performance is not the only consideration when selecting a single fund above its peers. We will wish to understand the fund's risk profile, volatility, maximum drawdowns, maximum gains and losses. We will measure Sharpe ratios which compare the return of the investment relative to its risk, Sortino ratios which are similar to Sharpe ratios but only considers relative downside risk, maximum drawdown which is the percentage difference between the peak and trough values and FE risk scores which are a measure of volatility relative to the UK leading 100 shares. All of these factors play a part in the overall selection process.

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## INVESTMENT SELECTION

### Fund Selection

An overall fund merit rating is provided by a total points score from a combination of fund management confidence factors from leading fund management ratings agencies, past quartile performances over three years, actual annual and average growth rates from the past one, three, five and ten years, FE Crown Ratings, Current yields, historic volatility as well as Beta, Alpha and Information Ratio's.

The combined scores provide us with an overall merit rating. Each fund that passes through our initial screening process receives a point score on our 'Short List'. Usually some 450 out of a possible 4000 funds make it to our 'Short List'. The highest scoring funds from each sector are then usually but not exclusively chosen for our 'Purchase List'. The 'Purchase List' is made up of some 130 funds from which some 45 then make it into our Portfolios.

### Performance Measures

In order to demonstrate the competency and success of our investment portfolios, we benchmark each portfolio against the most relevant sector average from the Investment Association (IA) Mixed Investment Sectors. The data collected gives a clear indication of success and relative performance against a recognised national performance measure. We publish our cumulative and discrete performances for the past five years every six months. We consistently outperform these national benchmarks.

### Portfolio Review

It is important that a risk related investment portfolio remains within the associated asset allocation range. With investments growing or falling at differing rates, it is possible for an allocation to fall out of balance. Likewise it is possible that a selected fund may not perform as well as expected or as it may have done in the past to achieve its selection. For these reasons we update our portfolio allocations and fund selections regularly.

### Discretionary Management

There are material benefits in using a discretionary service. A Discretionary Fund Manager can make ongoing investment decisions and portfolio changes without seeking authorization from you although we would discuss and review performance, asset allocation, risk, and costs on an ongoing basis.

Through using a Discretionary Fund Manager our investors will have a team of investment professionals constantly monitoring the underlying portfolio on an active basis. This means that they can act quickly when there are opportunities or concerns in the market. This will be achieved by investing in a range of different investment funds within your portfolio. The discretion means they will not seek your consent to the sale or purchase of any underlying investments and means you will achieve efficiencies within your investment in the hope that it will achieve greater returns or minimise losses.

# *Our Investment Solutions.*

We offer clients advice and access to a range of platform-based investment solutions that are designed to match the requirements of either capital accumulation, income taking decumulation, or ethical and sustainable investment. Our range of advised solutions come in the form of;

- The Estate Capital Investment Portfolios. These are managed on an Advisory basis.
- The Crossing Point Investment Portfolios. These are managed on a Discretionary basis.
- The whole of market access to external investment company and insurance company's products.

All our investment solutions are researched from the whole of market with each of the successful holdings meeting our due diligence and selection criteria. These criteria include performance, risk control, technical ratios, consistency, ratings, and cost. We will recommend, where appropriate, internal solutions to minimise overall costs to investors.

Estate Capital holds FCA investment advisory permissions and therefore these portfolios are

managed on an advisory basis. Crossing Point Investment Management holds FCA discretionary management permissions and therefore these portfolios are managed on a discretionary basis.

## The Estate Capital Investment Portfolios

The Estate Capital Investment portfolios were established in 2004 and have been continuously managed by Chris Davies. The portfolios comprise of five risk related strategies. The underlying assets are predominantly open-ended investment companies that are selected through thorough analysis of the leading funds in each asset class, geographic region, or industry sector. The strategies are updated, reviewed, and rebalanced every six months when a new edition of the portfolio is researched and published. All portfolios are benchmarked against the most relevant Investment Association (IA) national average.

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## ESTATE CAPITAL INVESTMENT PORTFOLIOS



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### CAUTIOUS PORTFOLIO

The Cautious portfolio is a blended growth strategy holding nearly equal passive and actively managed funds. It is aimed at medium to longer term investors, who seek a relatively cautious investment that has the genuine prospect of capital growth at a competitive cost.

The chosen investment funds can invest in UK and overseas equities, commercial property, commodities, fixed interest securities, alternative investments and cash. They are managed by leading fund managers to maximise total return whilst maintaining control of risk.

The Cautious Portfolio performance is benchmarked against the average performance of the IA Mixed Investment 0% - 35% sector, has an equity content of up to 35% and risk profile of 3 out of ten.



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### CONSERVATIVE PORTFOLIO

The Conservative portfolio is a blended growth strategy holding nearly equal passive and actively managed funds. It is aimed at medium to longer term investors, who seek above average capital growth from a cautious to balanced risk portfolio at a competitive cost.

The chosen investment funds can invest in UK and overseas equities, commercial property, commodities, fixed interest securities, alternative investments and cash. They are managed by leading fund managers to maximise total return whilst maintaining control of risk.

The Conservative Portfolio performance is benchmarked against the average performance of the IA Mixed Investment 20% - 60% sector, has an equity content of up to 45% and risk profile of 4 out of ten.





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### BALANCED PORTFOLIO

The Balanced Portfolio is a blended growth strategy holding nearly equal passive and actively managed funds. It is aimed at medium to longer term investors, who seek above average capital growth from a balanced risk portfolio at a competitive cost.

The chosen investment funds can invest in UK and overseas equities, commercial property, commodities, fixed interest securities, alternative investments and cash. They are managed by leading fund managers to maximise total return whilst maintaining control of risk.

The Balanced Portfolio performance is benchmarked against the average performance of the IA Mixed Investment 40% - 85% sector, has an equity content of up to 60% and risk profile of 6 out of ten.



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### STRATEGIC PORTFOLIO

The Strategic Portfolio is a blended growth strategy holding nearly equal passive and actively managed funds. It is aimed at medium to longer term investors, who seek above average capital growth from a balanced to speculative portfolio of mainly equity investments at a competitive cost.

The chosen investment funds can invest in UK and overseas equities, commercial property, commodities, fixed interest securities, alternative investments and cash. They are managed by leading fund managers to maximise total return whilst maintaining control of risk.

The Strategic Portfolio performance is benchmarked against the average performance of the IA Mixed Investment 40% - 85% sector, has an equity content of up to 70% and risk profile of 7 out of ten.



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### SPECULATIVE PORTFOLIO

The Speculative Portfolio is a blended growth strategy holding nearly equal passive and actively managed funds. It is aimed at medium to longer term investors, who seek above average capital growth from a speculative portfolio of mainly global equity investments at a competitive cost.

The chosen investment funds can invest in UK and overseas equities, commercial property, commodities, fixed interest securities, alternative investments and cash. They are managed by leading fund managers to maximise total return whilst maintaining control of risk.

The Speculative Portfolio performance is benchmarked against the average performance of the IA Mixed Investment 40% - 85% sector, has an equity content of up to 80% and risk profile of 8 out of ten.

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## INVESTMENT MANAGEMENT

### The Crossing Point Investment Portfolios

Crossing Point Investment Management Ltd is a discretionary investment management company offering a range of Model Portfolio Solutions aimed at medium to long term investors who seek capital growth or a sustainable income from a portfolio of leading investment funds.

Crossing Point was established out of collaboration between Estate Capital Investment Management and leading financial academics from Swansea University which focussed on a form of investment management using trend-following momentum theory and market sentiment indicators. Estate Capital Investment Management Ltd supported the academic research from 2015 until 2020 which led to successful MSc and PhD submissions. The major shareholders in Crossing Point are Estate Capital Investment Management Ltd.

The six strategies are managed by Tomiko Evans, Mike Buckle and Chris Davies and offer investors unique and attractive investment portfolios. The differing solutions offered by Crossing Point is to provide market leading low-cost discretionary portfolio management.

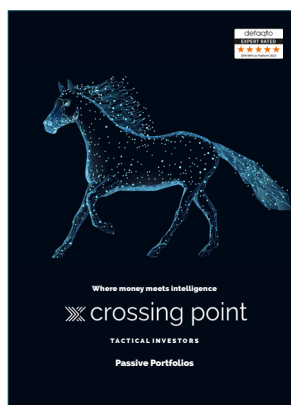
Each Crossing Point strategy is designed to deliver a specific investor outcome. Two sets of portfolios

are managed using trend following and market sentiment indicators, while the other four portfolios are managed on a traditional buy, hold, and rebalance basis. The range is listed below.

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## CROSSING POINT INVESTMENT PORTFOLIOS

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### PASSIVE PORTFOLIOS

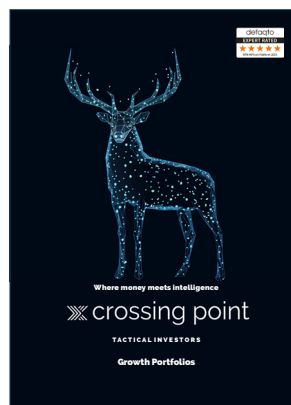
The Passive portfolios are “buy and hold” model portfolios which invest only in low-cost index tracking funds. The portfolios use a traditional diversified asset allocation model that is further refined and informed through our unique research into trend and market sentiment indicators on a quarterly basis. The portfolios provide capital growth across global equity and bond markets.

There are seven Passive portfolios which bring together index tracking funds from leading fund management groups covering all the major global markets.

This portfolio range provides diversity of assets and seeks capital growth across global equity and bond markets at a very low cost to the investor.

The Passive portfolios are designed to assist in efficient, reliable, very low-cost investment and pension accumulation strategies. There are seven risk related strategies and all portfolios are benchmarked against the most relevant Investment Association (IA) national average.

The Passive Portfolios are our default recommendation range.



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### GROWTH PORTFOLIOS

The Growth portfolios bring together a blend of low-cost equity and bond index trackers as well as leading active investment funds invested on a “buy and hold” basis. This blend seeks to bring the best of low-cost passive and leading active management into one portfolio range to provide a diversification of assets focused on capital growth at a competitive price. The portfolios use a traditional diversified asset allocation model that is further refined and informed through our unique research into trend and market sentiment indicators on a quarterly basis.

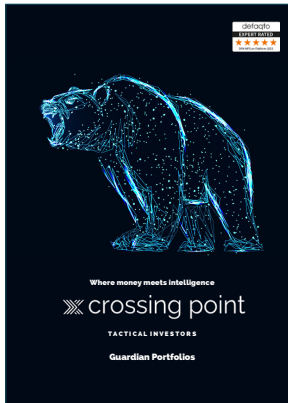
There are five Growth portfolios which bring together index tracking funds and active investment funds from leading fund management groups covering all the major global markets.

This portfolio range provides diversity of assets and seeks capital growth across global equity and bond markets at a low cost to the investor.

The Growth portfolios are designed to assist in efficient, reliable, low-cost investment and pension accumulation strategies. There are five risk related strategies and all portfolios are benchmarked against the most relevant Investment Association (IA) national average.

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## CROSSING POINT INVESTMENT PORTFOLIOS



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### GUARDIAN PORTFOLIOS

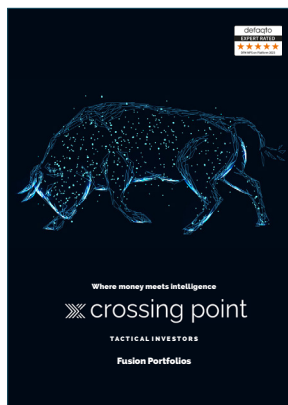
The Guardian Portfolios seek to protect capital assets and are particularly aimed at investors taking income from a pension fund. These portfolios move away from traditional buy and hold strategies by using advanced algorithms that monitor and signal when to buy, hold or sell a range of index tracking funds, thus allowing the portfolio through tactical trading to fully participate in up markets and reduce or remove equity exposure in down markets. The portfolios provide a more smoothed consistent return at lower risk and lower cost.

The portfolios are monitored daily but updated normally monthly if trading's are signalled. During periods of market stress trades may be much more reactive and frequent.

There are five Guardian portfolios which bring together low-cost index tracking funds from leading fund management groups covering all the major global markets.

This portfolio range provides diversity of assets and seeks capital growth across global equity and bond markets at a low cost to the investor.

There are five risk related strategies and all portfolios are benchmarked against the most relevant Investment Association (IA) national average.



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### FUSION PORTFOLIOS

Fusion Portfolios are a blended growth strategy that invests into both active and passive investment funds. These portfolios are monitored daily but updated, reviewed, and rebalanced as required. The portfolios benefit from the investment research used in the Guardian Portfolios to signal when to hold assets.

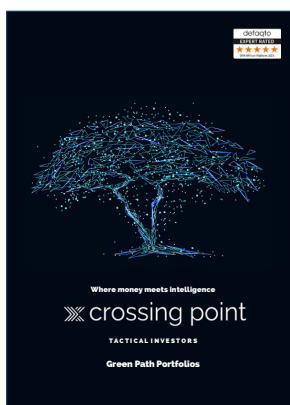
There are five Fusion portfolios which bring together low-cost index tracking funds and active investment funds from leading fund management groups covering all the major global markets.

This portfolio range provides diversity of assets and seeks capital growth across global equity and bond markets at a low cost to the investor.

There are five risk related strategies and all portfolios are benchmarked against the most relevant investment Association (IA) national average.

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## CROSSING POINT INVESTMENT PORTFOLIOS



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### GREEN PATH PORTFOLIOS

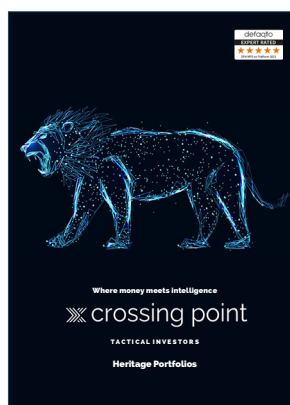
Green Path Portfolios are designed for ethically minded investors requiring capital growth and offer a range of three risk related portfolios, where the underlying assets are low-cost passive index tracking funds or exchange traded funds.

These funds fully comply with established environmental, ethical, and social (ESG) selection criteria for sustainability. We monitor the ethical integrity of the underlying funds using established national ratings

This portfolio range provides diversity of assets and seeks capital growth across global equity and bond markets at a low cost to the investor.

The portfolios are monitored daily but updated, reviewed, and rebalanced as needed.

There are three risk related Green Path strategies and all portfolios are benchmarked against the most relevant Investment Association (IA) national average.



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### HERITAGE PORTFOLIOS

Heritage Portfolios are capital accumulation strategies using the growth potential of closed ended investment companies, otherwise called Investment Trusts. Investment Trusts were first established in the Victorian period and have enjoyed decades, if not centuries, of investment success.

The Heritage portfolios bring together a blend of leading investment trusts and low-cost fixed interest index trackers invested on a “buy and hold” basis. This blend seeks to bring the best of low-cost passive and leading active management into one portfolio range to provide a diversification of assets focused on capital growth at a competitive price.

The portfolios use a traditional diversified asset allocation model that is further refined and informed through our unique research into trend and market sentiment indicators on a quarterly basis. Investment trusts often trade at a discount to the underlying value of their holdings.

There are four Growth portfolios which bring together low-cost index tracking funds and active investment trusts from leading fund management groups covering all the major global markets.

This portfolio range provides diversity of assets and seeks capital growth across global equity and bond markets at a competitive cost to the investor.

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## INVESTMENT MANAGEMENT

Estate Capital therefore offers a central investment service that combines both the advisory managed portfolios of Estate Capital and the discretionary managed portfolios of our sister company Crossing Point.

If clients have objectives that are not fully met by either the Estate Capital or Crossing Point range of investment portfolios, we will use our independent status to seek solutions from other providers, investment managers or insurance companies.

It is important to remember that the value of an investment and the income received from an investment can go down as well as up. Changes in exchange rates or taxation may have an adverse effect on the price, value, or income of the investments. Investment returns may be constrained by charges levied and inflation may reduce the value of investments.

### Our Interest in Crossing Point Investment Management Ltd.

Estate Capital Investment Management Ltd which is the parent company of Estate Capital Financial Management Ltd part funded the academic research that underpins the Crossing Point investment process and is a 41% shareholder. Christopher Davies the Investment Director

of Estate Capital Financial Management Ltd is Chairman of the Board and a Director of Crossing Point Investment Management Ltd. Estate Capital Investment Management Ltd also invested a further £20,000 in 2018 to establish the company.

Our shareholding does not alter our regulatory responsibility to provide you with impartial advice and will not influence our advice to you as we independently conduct full and fair comparison due diligence which is available to you on request. We will be happy to discuss any queries that you may have regarding this relationship at any time.

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## FREQUENTLY ASKED QUESTIONS

### What Risk is involved with Investment?

All investment carries risk. We can manage risk to acceptable levels of volatility through the blending of different types of assets that behave in different ways. Asset allocation can give investors' confidence about the likely future range of returns and anticipated average likely return for each risk category of portfolio. We publish these returns every six months.

### What returns can I expect?

Each portfolio has a published anticipated average rate of return. This figure is the gross annual anticipated return but is not guaranteed. We publish our past five years cumulative and discrete performance as measured against the most relevant national risk related benchmark every six months. We are pleased to report that our portfolios consistently outperform the recognised national benchmarks.

### What is the minimum term to hold an investment?

We recommend that investors stay invested in our portfolios for a minimum of five years. This is due to the nature of investment and the time needed to participate in an economic growth cycle.

The longer an investment portfolio is left to grow the more the compounding growth factors will improve overall returns. The earlier an investor starts to save for a retirement, the lower the investment demands over time and the higher the maturity value that is likely to accumulate over time.

Investors can access their capital from the portfolios over the course of the investment, but it may come at a penalty.

### What is the minimum amount I can invest?

The minimum amount of money one can invest with Estate Capital is £5,000 single payment or £100 pm regular contribution. There are no maximums.

### What am I committed to?

All our portfolios comprise of daily traded funds so your commitment to an investment is simply as long or as short as you wish. For monthly savings the same applies. However, due to initial charges, we recommend an investment is made for at least five years to begin with, so that the money has a chance to recoup the effect of said charges, and is provided with an opportunity to generate some capital growth in real terms.

### What are the charges associated with investing?

Our ongoing advice, service and investment management charges are between 0.5% or 0.75% per annum depending upon the size of the portfolio we manage. On top of our fees are the custodial charges levelled by the investment platform. These range between 0.1% and 0.35% per annum. The selected funds will also charge for their investment expertise and management. These costs range from 0.07% to 0.85% depending upon the specific fund.

### What are the charges associated with using Crossing Point Investment Management?

The discretionary investment management fees that Crossing Point charge are either 0.15% or 0.30% depending upon the portfolio selected.



*We take responsibility for  
people's life savings. A  
responsibility we take very  
seriously.*

Financial Advice & Wealth Management



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