

*"A Wealth Management Service to help you achieve your financial goals, save you time and stress and offer absolute peace of mind."*

## **Managing Investments**

- We construct, monitor and manage a collection of investments for clients in individual accounts for them like ISAs, Pensions, Bonds and Portfolios. We manage £225million presently with a successful record since 1985.
- We're staunchly independent and do not simply buy investments from a parent Company or sell our own 'funds' – we don't have any! Instead, we select the best opportunities from the whole market. It makes no difference to us; it is what we believe is best for you. If we think a company or fund is best, then you can have it. It's as simple as that! We only buy things tradeable on the London Stock Exchange or regulated funds.
- This includes shares, Funds, Unit and Investment Trusts, ETFs, Bonds, cash, commodities like metals and agricultural products, precious metals like gold or silver, loan stocks, insurance markets, renewable energy funds, commercial property funds, private equity funds, biotech funds, other 'alternative' assets and currencies.
- This is perfect for clients who are wise enough to see the value in passing daily oversight of their longer-term investments to a specialist investment management firm which is experienced, trustworthy and competent.
- We are firm believers in the need to diversify when building investment portfolios, to give you access to multiple opportunities but also limiting harm when things go wrong (which, sadly, will happen, no matter how hard anyone tries). Too much with one fund, one company, one type of investment or just a few funds is unwise, as hindsight can prove that that can be very dangerous. The biggest exposure we have to any one asset presently is around only 2% of our total client assets!
- Very big firms cannot always do what you might think they can. Most large firms can't trade the special smaller opportunities where sometimes best value can lie due to the sheer size of what they manage. That means they can be prevented from dealing in such funds as we can and that can limit their flexibility, resulting in restricted ranges of investments from which they can select.

## **Administration**

- We use the services of independent, specialist administrators for buying and selling, opening and closing accounts, subscriptions and withdrawals, distributing or reinvesting income and sending quarterly valuations to clients. 5 April statements include all necessary information for the completion of your tax returns.
- Originally our highly sophisticated administration system was designed for us. It is very advanced in the market, in what we can do in trying our best to improve your overall returns, cut your costs and best manage and diversify to help limit risks.
- Clients' underlying assets are held either on separate Client Trust Bank accounts or in the independent nominee names of our independent custodians (our largest is Platform Securities, a subsidiary of the global giant, FIS Wealth as a Service Group).
- So, all investments belong to clients, never forming part of our assets, nor the assets of any administrator or custodian. This gives clients absolute protection, regardless of what happens to these companies, ourselves or key staff within them.

## **Dealing**

- We deal at any time the market is open, providing optimum flexibility and opportunity. Often, investment administrators and funds only deal for you at limited times of the day.

- At any time, we can see what we need to buy/sell so all clients would have the required proportionate holdings just for them, based on the values of all their other investments the night before. At our discretion, we may then proceed and by bulk trading, we should be able to secure preferable terms for you.
- The systems can also identify how much of any asset we need to sell for clients (needing to raise money) and what we might require for other clients. We can then “cross” the transactions, giving better terms than the market can offer and the seller and buyer can frequently receive the same price.
- We negotiate attractive terms through our market presence. We also access new opportunities as they come to market. Invariably, prices overall can be superior to those attained by private investors on the open market.
- We often build holdings slowly and over a lengthy period, to buy what we want and at prices we like and similarly when we come to sell. Many bigger firms would struggle to do that to the extent we can and usually they must also avoid smaller quoted funds altogether, as those cannot cope with hundreds of millions of pounds at a time – to our clients’ benefit!

## Costs

- There are no initial or subscription charges whatsoever for you to add capital to any of our managed accounts. There is no commission paid to us by any investment institution to buy their products, nor paid by us, to staff or anyone else either.
- For the tremendous systems provided to you, we apply an excellent-value, VAT-free, fully transparent annual management fee. We charge no additional performance fees. In fact, whatever we charge, we set an informal goal to try to use our dynamic management to ‘beat’ these fees (and more!) through the special facilities, dealing systems and opportunities we can pursue for you!
- Fair, capped, percentage-based fees apply (without minimum levels!) on buying/selling although we hope to keep investments for sensibly long periods, so these are not big overall costs. We sell when something fulfils what we hoped – or something more attractive comes along!
- Effectively we hope that when clients subscribe funds, they feel they have become members of an exclusive and Elite Club, additionally qualifying for free advice and guidance on the capital we manage for them (and plenty more help besides, including tax, investment and estate planning). To receive the equivalent guidance elsewhere could easily add at least another 2-3% to your overall annual costs but we are delighted to offer you our professional (and we trust friendly) services in regard to what we are managing for you without any further cost, as part of our discretionary management relationship (see our full terms of course).

## What do our clients say?

*“We would also like to thank you and your firm, for looking after our interests since 1994 and through we are sure some very difficult years in that time. it is always very nice to deal with a local company that we can be sure is always acting in their clients’ best interests.” TR, Barnstaple June 2023*

*“I would like to thank you for all the help, guidance and support you, and your company, have given me and I will highly recommend you to anyone.” RK, Staffordshire, June 2022*

*“I have been very impressed with your policy of a diversified portfolio which spreads the risks over a period of time...” SL, Devon, June 2022*

*“We're impressed with how our investments are standing up to tough times! Thanks for your good work and for keeping in touch.” JA, Yorkshire, Apr 2022*

*“Thanks for continuing to provide a steady hand to guide our investments. We continue to be very happy with the way that things are managed at Milton’s.” EJH, Essex, Mar 2022*

This is a financial promotion. The value of market investments and their income can fall as well as rise and you may get back less than you originally invested. Past performance is not a guide to future performance.

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