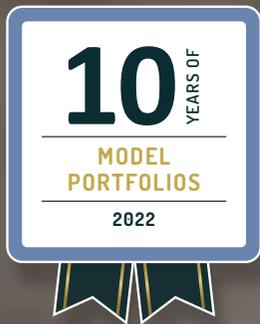


# CASTLEFIELD SUSTAINABLE MODEL PORTFOLIOS



THE THOUGHTFUL INVESTOR



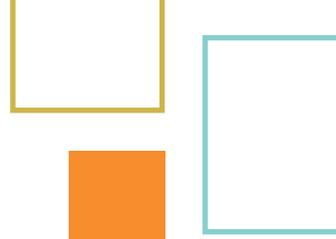
John Eckersley  
Founder & Senior  
Partner

Castlefield adopts a unique approach to looking after money, reflecting the individual objectives of all kinds of clients - from private individuals and the businesses they own and work for, to the not-for-profit organisations they help to run.

What sets us apart is that we work closely with our clients to help them to define what 'responsible' investment means to them. We then interpret the results in practical ways which never ignore the need for real-world financial outcomes.

Our dedicated team is committed to achieving sustainable growth through independence and innovation, respect, responsibility and a highly personalised service. As an employee-owned business, we can ensure that everything we do reflects not only the values we share as co-owners of our own business, but the principles that are important to our clients too.

That's why we're known as 'the thoughtful investor'<sup>®</sup>



*What we're about:*

## **SPREADING RISK, INVESTING RESPONSIBLY AND SUSTAINABLY**

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When faced with the challenge of finding the best home for a lump sum investment, serious investors have long recognised that a good long term return can be obtained by spreading the available capital widely, to gain exposure to varied and complementary underlying investment types. This approach is in contrast simply to concentrating on a single investment or narrow range of similar investments. History has shown that this 'portfolio approach' has been key to reducing risk, whilst still allowing an invested sum to produce a much better return than typically could be obtained by restricting investment to assets offering more guaranteed returns – like fixed interest investments or cash deposits.

Not only that, but investors with the long term firmly in mind recognise that it's vital to invest to take advantage of the potential for both capital and income to grow at a rate greater than general inflation. Otherwise, what can seem a significant capital sum today, over time, is guaranteed to lose its purchasing power.

If, like many, you feel that you simply don't have the skill, the time or the inclination to construct and actively manage your own investment portfolio then employing an experienced, like-minded professional team is a sensible option.

Today, more and more investors recognise that managing the risk of investing for the long term involves far more than simply identifying investments which seem to offer attractive current financial returns. Modern investment sees the investor as willing to take a responsible approach to asset ownership, taking account of the full range of investment risks, including those broadly categorised as environmental, social or governance-related ('ESG') in nature. In simple terms, companies which operate with insufficient or no regard to

these important factors are increasingly likely to be required to compensate stakeholders other than their ordinary shareholders for their failings. The potential financial impact of this oversight is easy to acknowledge. This makes a responsible investment approach the right approach for the sensible investor looking for good long term returns.

Beyond this core approach, we believe that investing in businesses whose products and activities can be seen as sustainable offers the opportunity to invest in the winning investments of the future.

If you wish to invest for the long term, are happy to trust a professional team to look after your money and recognise the benefits of investing both responsibly and sustainably, then one of the Castlefield Sustainable Model Portfolios ('the Model Portfolios') could well be right for you. As your financial adviser will explain, the Model Portfolios are a form of discretionary investment management service, available exclusively via the third-party investment platform they will have recommended to you. The Model Portfolios are only available to clients who benefit from an existing and ongoing relationship with a financial adviser.

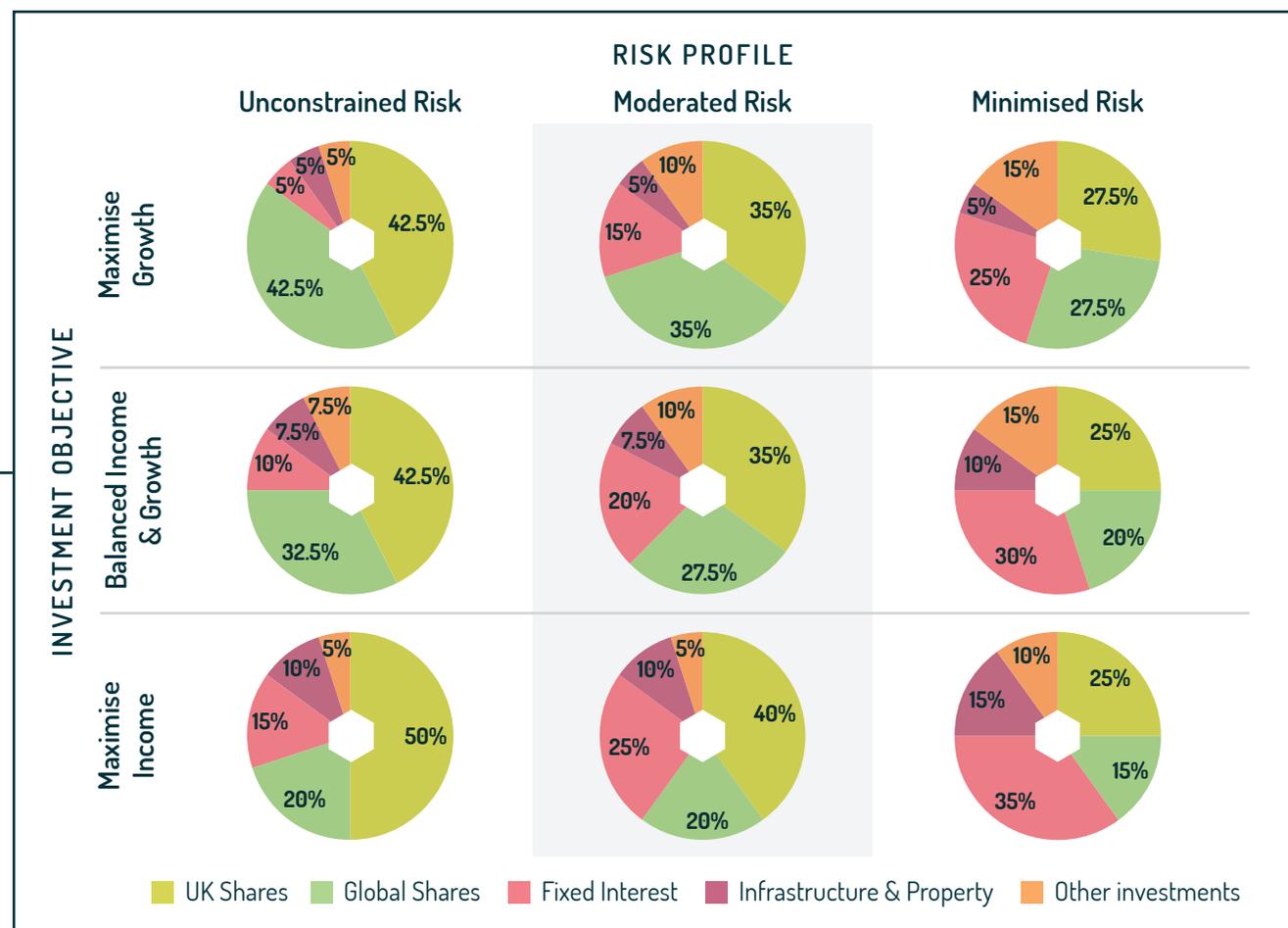
*“Investing in businesses, whose products and activities can be seen as sustainable, offers the opportunity to invest in the winning investments of the future.”*

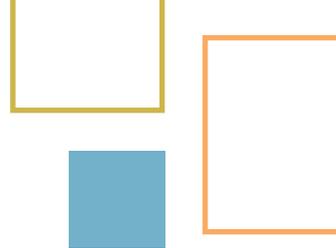
Introducing the...

## CASTLEFIELD SUSTAINABLE MODEL PORTFOLIOS

THE ANSWERS TO LONG TERM INVESTMENT NEEDS

Each of the Model Portfolios is aimed at investors who are comfortable with an investment time horizon of at least five years. For a fuller understanding of the trade-off between potential investment returns and associated risks, please read our separate brochure called ['Risk & Reward: An Explanation'](#).





To achieve the Model Portfolios' objectives (see page 4), our in-house team will invest each portfolio in a range of other collective investment funds – some managed directly by the same in-house team and some representing carefully selected funds managed by other highly regarded investment houses. The range of investments chosen by the team is wide and includes exposure to the likes of both UK and globally listed shares, fixed interest securities and other complementary investments, such as commercial property funds and specialist funds; all with the aim of each portfolio individually offering an efficient and effective balance between risk, potential return and total cost. Each in accordance with its own investment objective. From time to time, the proportion allocated to each type of investment or asset class will vary in response to changing market conditions and the resulting active decisions taken on your behalf by our experienced investment team. As research has shown, the biggest factor in achieving good long term returns is the effective management of a portfolio's exposure to broad categories of investment (like shares on the one hand or fixed interest securities on the other), rather than the choice of any one individual share or security. So, a Model Portfolio offers you an effective means of accessing actively managed, multi-faceted portfolio management in one place. Not only that, but our Model Portfolios combine our proprietary B.E.S.T responsible investment approach with provide a focus on funds and other investments with a 'sustainability' theme. In effect, beyond your financial adviser's initial advice to invest in one of the Model Portfolios, all of the subsequent difficult choices are taken care of. Your financial adviser will then help to decide whether the Model Portfolio you've chosen remains suitable for you over time.

Contrary to what less sophisticated investors would have you think, there really is no reason why a portfolio with a responsible and sustainable objective need provide you with anything other than a respectable return. Quite the contrary. Some of the best performing portfolios are actually ones with objectives which aim to go beyond providing simply a financial return. Don't just take our word for it – a recent independent survey analysed the performance of sustainable funds, across seven fund categories, over the past ten years and found that the returns matched or beat those of traditionally-invested funds in all categories.<sup>1</sup>

There's no reason why you should have to compromise personal values and beliefs to achieve your financial goals – a view we share at Castlefield. Investing in this way is not new to us. Indeed, it's why we're known as 'The Thoughtful Investor', in turn reflecting our status as an investment manager widely recognised for our expertise in responsible and sustainable investment.

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1. Morningstar Report: 'How does European sustainable funds' performance measure up?' June 2020.

## THE B.E.S.T SYSTEM

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*“We’ve developed a proprietary investment selection system to assess the merits of competing investment choices.”*

A key part of how we invest money involves taking an active initial and ongoing stance with respect to what we perceive as non-financial critical success factors – broadly grouped into environmental, social and governance (ESG) criteria. We believe that our approach to the application of ESG criteria is one of the main strengths of our investment approach, as they’re not simply additional to but rather embedded in our investment process. Our premise is that the long term investment returns produced by our methodology will, at the very least, be equivalent to those produced by alternative, non-ESG approaches. Beyond this, we believe that the B.E.S.T approach can on average reduce the risk of investment in shares, as we seek to identify companies whose management teams are attuned to a full range of business risks, in areas such as the environment or the treatment of their workforce. Businesses which avoid problems in these areas also avoid the inevitable adverse publicity which so often rapidly impacts on the value of their shares.

With this in mind, we’ve developed a proprietary investment selection system to assess the merits of competing investment choices. It’s used across all types of assets – from investment in individual shares within the funds we manage ourselves to collective investment funds run by other carefully selected third parties. It provides a consistent framework for assessing all investment opportunities we consider. The B.E.S.T system is a responsible investment process which incorporates four main criteria to assess both financial and non-financial attributes, which we believe will affect long-term investor

returns. It’s unlikely that an equal weighting can or should always be applied to each factor and indeed, in the case of third party funds, as we don’t manage their underlying investments ourselves, some may not be able to meet all four elements of the B.E.S.T process. That’s why, wherever possible, we prefer the direct control of our own in-house managed funds. We’d be happy to provide more information about B.E.S.T upon request.

**B**

### **BUSINESS & FINANCIAL:**

- What kind of returns or performance target does the investment aim to achieve?

**E**

### **ENVIRONMENTAL & ECOLOGICAL**

- What is our assessment of any claims made on an environmental theme?

**S**

### **SOCIAL INFLUENCE**

- Does the investment aim/claim to have a social influence and if so, how?

**T**

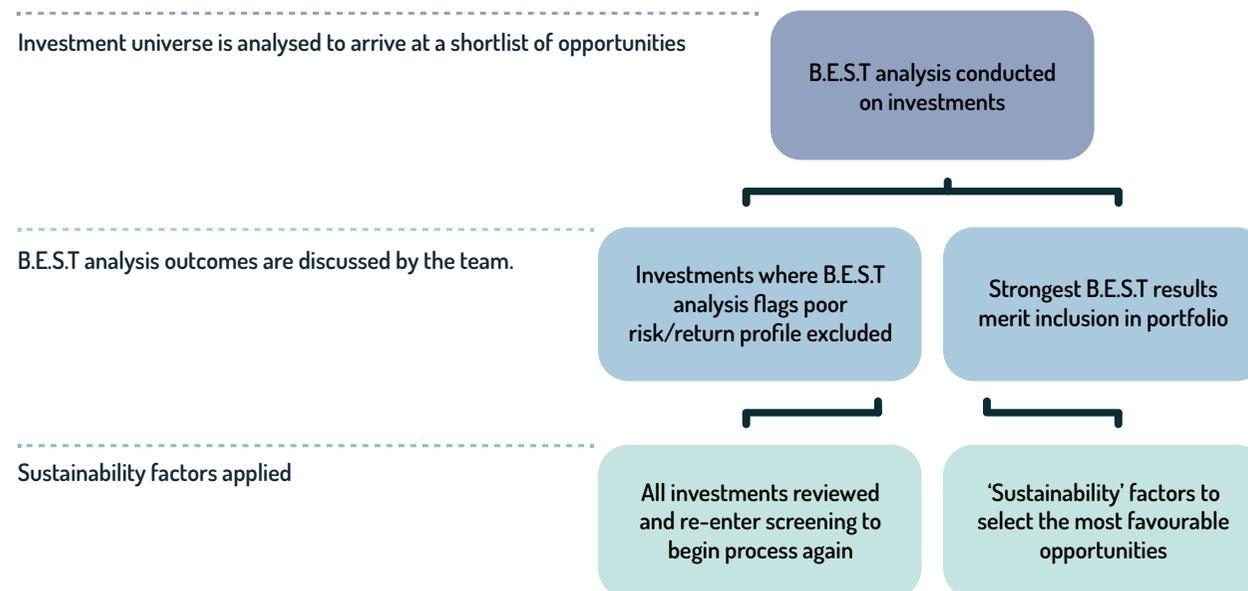
### **TRANSPARENCY & GOVERNANCE**

- Are the aims observable and/or measurable?
- Can we understand how it’s supposed to generate the expected returns?
- Does the investment arrange its affairs in line with accepted standards?

*A breakdown of...*

## THE B.E.S.T PROCESS PUT TO WORK

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*Could you be...*

## THE IDEAL INVESTOR?

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The Model Portfolios are ideally suited to an investor who:

- Has a lump sum they wish to invest over the long-term and has the benefit of ongoing advice from a trusted financial adviser
- Understands that the value of their portfolio may go down as well as up and that they may not get back the amount they originally invested
- Is looking for a diversified portfolio which, depending on the Model Portfolio chosen, will offer a combination of current and future income plus the prospect of long term capital growth
- Wants their investment to be managed carefully by an experienced team of investment managers with the support of a larger team
- Wants their investment team to apply a sophisticated approach to responsible and sustainable investment

*Taking seriously our role as...*

## STEWARDS OF YOUR MONEY

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As your appointed investment manager, we take our stewardship responsibilities very seriously. We understand that effective engagement with companies goes hand in hand with delivering better risk-adjusted returns for our investors. We're signatories to several codes of conduct, including the Financial Reporting Council (FRC) Stewardship Code, as well as being a founding signatory of the Workplace Disclosure Project, an investor initiative to encourage companies to publish more detailed information about the working conditions of their employees and the treatment of workers in their supply chains. We're also a member of Business Benchmark on Farm Animal Welfare (BBFAW), a coalition established to drive up animal welfare standards in global supply chains. We play our part in the growing network of sustainable and responsible investment firms, seeking to collaborate with other like-minded investors wherever they share our own concerns. Our voting guidelines are published on our website, which are in turn reviewed and refreshed annually, alongside a comprehensive analysis of how we have voted at the annual general meeting of each company of which our investors are a shareholder.

We've also established an independent External Advisory Committee to provide impartial oversight of how we incorporate ESG factors into our investment decision-making and how we engage with the companies and third party funds we invest in on your behalf. The committee is made up of external members and meets regularly to review current and prospective holdings in the Model Portfolios. Not with the purpose of second guessing our investment decisions but with a view to ensuring that we remain true to our stated aims and the way in which they're implemented in real-world conditions.

*Working with...*

## LIKE-MINDED INVESTMENT MANAGERS

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Whilst we recognise that money under our own direct control (via funds which our own team manage) offers the best opportunity to bring both our investment and stewardship skills to bear, we do take advantage of investing in collective funds managed by other, third party investment houses. As you would imagine, careful due diligence is essential when selecting these funds to ensure that their approach is consistent with our B.E.S.T process, whilst providing the acceptable financial returns we seek. We select and monitor third party-managed investment funds, each of which offers a complementary type of exposure or area of expertise to our own direct contribution. This is in recognition of the fact that no one investment house can consistently be the best at managing all types of assets over all time periods. Prospective and current fund managers selected by us are asked to submit themselves to detailed questioning about how their fund is managed. Apart from the effort required to select and manage other funds, our skills are concentrated on the overarching role of taking active decisions about the precise mix of assets and types of investment in the Model Portfolios. The result is a methodology which hopes to produce an overall return which is acceptable to you as an investor, whilst minimising the risk of this return not being achieved. As such, we're always looking to balance expected return with the risk taken.

*“Careful due diligence is essential when selecting these funds to ensure their approach is consistent with our B.E.S.T process.”*

## QUESTIONS AND ANSWERS

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### How much can I invest?

Any minimum investment will depend on the amount permitted by the investment platform your financial adviser has recommended you use in order to access your chosen Model Portfolio. Whilst there is no maximum per se, your financial adviser will talk to you about any possible tax consequences of investing a very large sum via a Model Portfolio. (See below under 'What about tax?') Also, whilst the Model Portfolios are designed for lump sum investment, the investment platform you use may permit monthly contributions. Please speak to your financial adviser to find out precisely what is possible in your own case.

### How much should I invest?

This depends entirely on you as an individual investor. You should work closely with your usual financial adviser to establish how much you should invest into one of the range of nine possible Model Portfolios.

### How will you take my personal values and concerns into account?

We'll use our B.E.S.T methodology so as to invest only where we see clear environmental, social and governance benefits. Where we have direct control over the shares of our investors, we'll engage with companies and vote on resolutions at each investee company's annual general meeting. We'll also work closely with the managers of any third party collective investments we select, to make sure that their activities are aligned with our own views, as far as practically possible.

### What are the charges?

Our portfolio management charge, covering the active management of the Model Portfolio you choose, is just 0.10% pa (plus any VAT which may be due). In addition, the funds held within each Model Portfolio carry their own charges. The investment platform your financial adviser recommends you use to access a Model Portfolio will also charge you for holding and administering the investments represented by the Model Portfolio you choose. Your financial adviser will give you a full breakdown of all these costs as well as explaining their own fees separately.

### How are the underlying investments selected?

Please refer to 'The B.E.S.T System' section, on pages 6-7 of this brochure, where a summary is provided covering how we select investments.

### Can a Model Portfolio be held within a Stocks & Shares ISA?

Yes, the investment platform you choose will invariably offer an ISA option. However, to be sure, please speak to your financial adviser to confirm this direct to you.

### How will I know the value of my investment?

Your financial adviser will explain how to access a valuation provided by the investment platform they have recommended to you and through which the Model Portfolio will be held.

## When can I access my investment?

You should have access to your investment at all times, but this will depend on the terms and conditions applied by the investment platform you use. Your financial adviser will be able to provide full details of how to access your Model Portfolio. So, if your circumstances change, you should be able to cash in your investment completely, make additional contributions to it, or withdraw part of your Model Portfolio investment as you wish. Be aware, however, that the Model Portfolios are intended as a long-term investments, as the cost associated with your initial investment could well outweigh the benefits if you try and realise your investment in the short-term. Also, the value of the capital returned to you at any time will depend on the value of the underlying investments held by the Model Portfolio you're invested in, on the day they're actually sold. This value could be less than or more than your original investment.

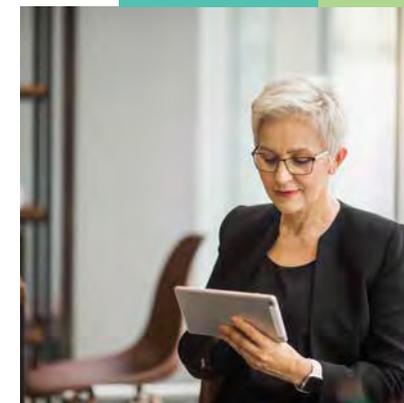
## How often will I receive my income?

Investment platforms tend to offer flexibility in terms of whether any income generated by your Model Portfolio is paid out regularly to you or reinvested in order to enhance the value of the investment. Your financial

adviser will explain what's possible and advisable in your own particular circumstances.

## What about tax?

Your financial adviser will explain the possible impact of the likes of Income Tax and Capital gains Tax (CGT) on you. As the day-to-day management of a Model Portfolio involves the selling of investments from time to time, this may result in us generating a realised capital gain on your behalf. Depending on the size of this gain, if any and the amount of any unused annual personal CGT Allowance you're entitled to, this could result in a charge to CGT, which you'll have to pay directly to HMRC after the end of the tax year concerned. As a very simple rule of thumb, the likelihood of becoming liable to CGT in this way increases with the size of the initial investment you make in a Model Portfolio. The precise outcome is impossible to predict, but your financial adviser will be able to talk to you about the factors which influence the possible outcome. If you and your financial adviser feel that this risk is unacceptable then for larger sums a more bespoke discretionary investment management service is an option. Please speak to you adviser about the best option in your own circumstances.



*Make sure you know the...*

## RISKS

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Don't forget that past performance is not a reliable indicator of future results and that the value of shares and the income from them can go down as well as up.

In addition, where an investment involves exposure to a foreign currency, changes in rates of exchange may cause the value of the investment and the income from it to go up or down, irrespective of the change in value of the investment in local currency terms.

An investment in one of the Model Portfolios should be considered as long term, due to the underlying exposure to listed company shares and similar assets.

You should not invest in a Model Portfolio except on the basis of formal financial advice from your existing financial adviser. They will assess your personal financial circumstances and decide whether an investment is suitable for you.

*Taking the...*

## NEXT STEPS

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To understand fully how one of the Model Portfolios will help you to achieve your goals we suggest that you discuss its features and benefits with your financial adviser. If you jointly decide that you would benefit from making an investment, we look forward to being of service to you.

### GET IN TOUCH

**Telephone:**

Private Individuals  
0161 233 4551

Professional Investors  
0161 974 0407

**Email:**

[enquiries@castlefield.com](mailto:enquiries@castlefield.com)





THE THOUGHTFUL INVESTOR

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This document and the services referred to in it are provided by Castlefield Investment Partners LLP (CIP).

CIP is not an Independent Financial Adviser (IFA) nor a Financial Planner. It is therefore important that you have already reached a decision as to the basic suitability of this service before committing to it. This decision should be reached with reference to your overall financial affairs. An IFA or other financial adviser will be able to assist you with this decision. Please note that the Model Portfolios may only be accessed via a third party investment platform of which you will also need to be a client and such platforms require you to be an existing client of an IFA or similar financial adviser.

This document contains references to tax. Please note that the FCA does not regulate some forms of tax planning.

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Please remember that the value of investments and the income derived from them can go down as well as up and you may not recover the amount of your original investment. Past performance is not necessarily a guide to future performance. Therefore, any decision to make an investment should not solely be based on an assessment of past performance figures.

Please also bear in mind that the information in this document is not intended as an offer or solicitation to buy or sell securities or any other investment or banking product, nor does it constitute a personal investment recommendation.

Finally, to avoid this small print section becoming longer than the preceding body of the brochure, please refer to our website for other important information before reaching any final decision to engage our services: [www.castlefield.com](http://www.castlefield.com)