RiskTailors

risktailors.com

RiskTailors

Model portfolios to suit you

Quality doesn't have to be expensive nor complicated

With RiskTailors we have brought years of macroeconomic and fundamental business advisory expertise together and offer IFAs access, on an agent-as-client-basis, to competitively priced model portfolios which aim to be resilient to specific risks. Our approach integrates macroeconomic, market, corporate and risk preferences to generate portfolios with lower volatility and better risk- adjusted returns when they matter most.

Our products equip your financial planning expertise with risk rated products which enable you to match your individual client's appetite for risk at optimized levels of controlled volatility.
RiskTailors seeks to manage risk and volatility through its proprietary models and processes. This allows financial advisors to focus on their important client relationships.

The RiskTailors difference

Why RiskTailors?

Leveraging on the proprietary intelligence of Fathom Consulting

Risk rating makes our products easy to use for financial advisors

Unique approach of providing portfolio solutions tailored to multi dimensional risk preferences (loss aversion, attitude and sensitivity to extreme events)

Ad-hoc support with research and insights to boost your client conversations

Peace of mind for financial advisors who can focus on their most valued client relationships

Eight risk optimized portfolios seeking to provide market-beating returns according to personal preferences

Attractive cost structure

Responding to the FCA request of providing clients with products that are easy to understand

The leadership team

Andrea Zazzarelli
Head of Research

~20 years experience in financial market analysis

Stefano Del Zompo, CFA
Head of Operations

~20 years experience in credit, banking, advisory

Kevin Ronaldson
Head of Business Development

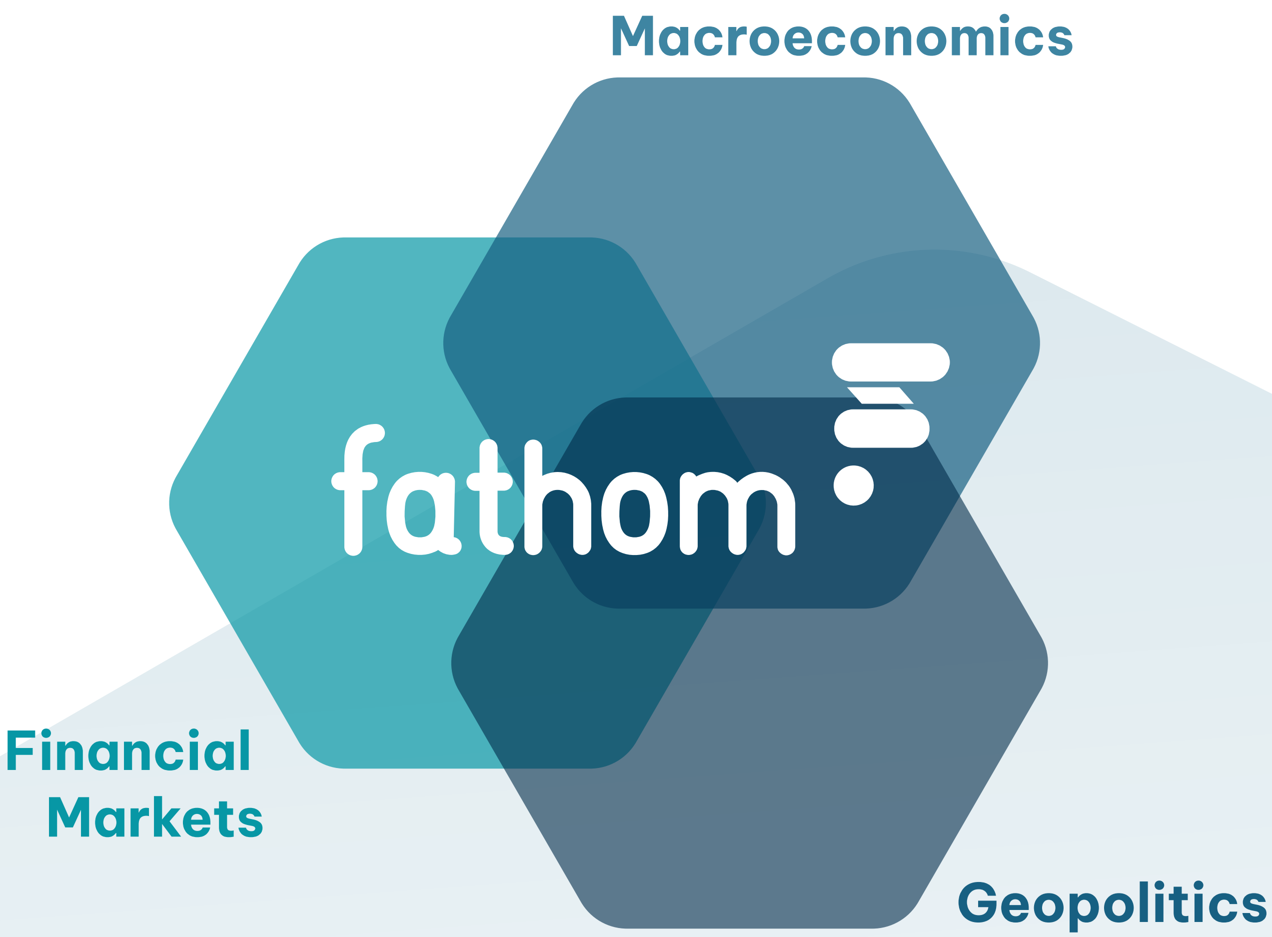
30 years experience in financial services

Who we are

RiskTailors originates from a partnership between Fathom Consulting, Eleo Capital and Kevin Ronaldson.

Since the 1990s, Fathom has positioned itself at the three-way intersection between macroeconomics, financial markets, and geopolitics. Fathom sees these elements as inextricably linked and understanding the connections between them is essential in gaining intelligent global insight.

RiskTailors' model portfolios give exclusive access to Fathom Consulting's expert knowledge, independent insights and industry-leading tools. Our products have been specifically designed to be resilient to a range of market outcomes and provide more stable risk-adjusted outcomes for your clients.



Our unique approach

Portfolios optimised for multiple sources of risk

Top value and among the lowest charges in the industry

8 portfolios to fit a variety of risk profiles

RiskTailors

Innovative portfolio construction, first-class fund and asset selection

Expert support for your client reviews

A wealth of experience at your service

Our performance

Benchmark-beating simulated performance as of September 2022

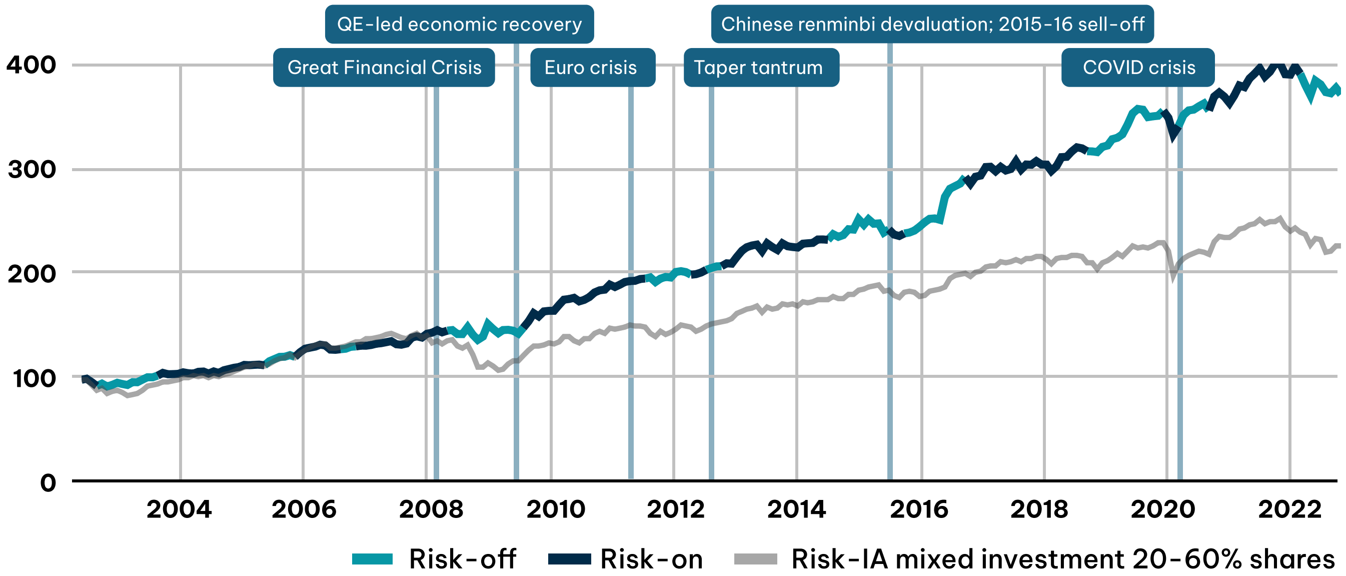
RiskTailors product	Average 5-year annual return		5-year volatility		Max 5-year loss	
	RiskTailors	Benchmark	RiskTailors	Benchmark	RiskTailors	Benchmark
High wealth preservation; return focused	4.3%	-0.3%	5.4%	6.1%	-5.8%	-13.4%
High wealth preservation; risk focused	2.1%	-0.3%	4.8%	6.1%	-7.5%	-13.4%
Wealth preservation; smooth journey	5.6%	-0.3%	7.0%	6.1%	-9.3%	-13.4%
Balanced; risk focused	2.5%	0.8%	5.1%	8.4%	-9.1%	-13.7%
Balanced; smooth journey	4.5%	0.8%	6.2%	8.4%	-7.5%	-13.7%
Reward; return focused	7.6%	0.8%	7.1%	8.4%	-9.6%	-13.7%
Reward; smooth journey	5.8%	0.8%	6.7%	8.4%	-8.4%	-13.7%
High reward; return focused	8.7%	2.3%	9.1%	10.4%	-12.4%	-16.2%

Source: LSEG Refinitiv, RiskTailors

RiskTailors has created the innovative and cost-efficient Tracker+ portfolio range. This set of portfolios is built around our rigorous, industry-leading asset allocation process and implemented through passive and cost-effective instruments.

Example: RiskTailors balanced, smooth journey portfolio

The chart below shows the backtested performance of one of Risktailors portfolios over a 20 year period showing better returns and significantly smoother performance. Each Risktailors portfolio is built by placing macroeconomic and market risks at the centre of a rigorous process designed to deploy a different risk-on or risk-off allocation depending on the prevailing market conditions.



Total returns index, 01/05/2002 = 100. Source: LSEG Refinitiv, RiskTailors

These figures refer to simulated past performance and past performance is not a reliable indicator of future performance. Product performance is shown net of transaction fees. Average transaction fee of 11.18 basic points per annum to November 2022

Our portfolios

RiskTailors has curated a range of products to enable financial advisers to offer the best fit portfolio to their clients. We understand that one size doesn't fit all and offer 8 tailored solutions with specific risk profiles.

When financial advisers are determining the appropriate risk bracket (Sizing) for a client this will depend on the amount invested, the client's age, their goals and the market risks. Within that bracket the financial adviser can suggest multiple approaches depending on their client's personal preferences (Fitting)

Less risk / lower return — *Higher risk / higher return*

Risk *(your size)*	**High wealth preservation**		**Wealth preservation**		**Balanced**		**Reward**		**High reward**	
Equity	Max: 15%	Min: 13%	Max: 35%	Min: 10%	Max: 60%	Min: 25%	Max: 60%	Min: 25%	Max: 85%	Min: 40%
Precious metals	Max: 45%	Min: 0%	Max: 45%	Min: 0%	Max: 45%	Min: 0%	Max: 45%	Min: 0%	Max: 45%	Min: 0%
Gilts	Max: 30%	Min: 15%	Max: 35%	Min: 15%	Max: 50%	Min: 20%	Max: 30%	Min: 15%	Max: 30%	Min: 0%
Corporate fixed income	Max: 65%	Min: 45%	Max: 65%	Min: 40%	Max: 40%	Min: 10%	Max: 35%	Min: 15%	Max: 35%	Min: 0%

The performance figures refer to simulated past performance and this simulated past performance is not a reliable indicator of future performance.

Preference *(your fitting)*	High wealth preservation	Wealth preservation	Balanced	Reward	High reward
	Return, Risk	Smooth	Risk, Smooth	Return, Smooth	Return

Return focused portfolios

'Return focused' portfolios aim to beat their respective benchmarks with a specific focus on delivering the highest level of returns within its risk category.

Risk focused portfolios

'Risk focused' portfolios aim to beat their respective benchmarks with a specific focus on the mitigation of the probability of incurring large losses.

Smooth portfolios

'Smooth' portfolios aim to beat their respective benchmarks with a specific focus on delivering the highest level of risk-adjusted returns and diversification.

The unique RiskTailors advisory process

The IFA-RiskTailors partnership

Client satisfaction

Our aim is to provide a questionnaire that will allow financial advisers to add value and insight into their investment advice process so they can maximise their client satisfaction. We will consider any feedback from financial advisers regarding the model portfolios and our portfolios are continuously updated to reflect changes in market conditions.

RiskTailors investment process

RiskTailors has developed an institutional-grade investment process placing macroeconomic, market and client risk firmly at its core.

Portfolio construction

Macro Risk **Market Risk**

Our expert knowledge, cutting-edge modelling tools, insight and experience give us an integrated understanding of the macroeconomic and market risks.

Client preference

Questionnaire **IFA input**

Through our proprietary questionnaire, financial advisers can infer individuals' preferences for risk over certainty, assess investors' level of pessimism and their sensitivity to extreme events. This, added to the IFA's understanding of their clients' personal needs and goals, allows us to fine-tune the profiles of the model portfolios

Perfectly 'fit' risk-rated portfolios

Our investment products directly integrate market and macro-economic risks and there are 8 different models with varying risk appetites. The resulting portfolios are built to deliver better risk adjusted returns than traditional solutions and the opportunity for IFAs to more closely tailor their services to their client preferences.

Personal service

RiskTailors is uniquely placed to address the needs of both IFAs and their clients:

We provide advisors and their clients access to regular macroeconomic insights trusted by some of the most influential financial institutions and governments around the world

We deliver forward-looking updates about what is driving our investment decisions, not just a narrative about what has already happened

We provide a quarterly review of the rationale underpinning our portfolio changes at both the strategic asset allocation and asset selection level.

We offer an intuitive proprietary questionnaire so that financial advisers can assess if there has been a change in their client's preferences. This provides a further opportunity for the advisor to stay in touch with his client and gain a deeper understanding of his needs.

Some of the clients using Fathom Consulting's services include:

BAILLIE GIFFORD | Federated Hermes | LSEG | octopus investments

Where you can find us

To find out more contact
enquiries@risktailors.com

Coming soon to

transact

Disclaimer

This document is only aimed at professional advisers and regulated firms only and should not be passed on to or relied upon by any other persons. It is not intended for retail investors, who should obtain professional or specialist advice before taking any action.

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Risk Tailors Limited is authorised and regulated by the Financial Conduct Authority (FRN: 926570).

Appendix

Product performance as of 11/2022 (%)	YTD	2021	2020	2019	2018	2017
High wealth preservation; return focused	-4.38	-0.37	8.91	10.79	3.96	4.09
Benchmark	-10.25	2.94	3.28	8.77	-3.41	4.94

**Product performance is shown net of transaction fees. Average transaction fee of 3.52 basis points per annum to 11/2022*

Product performance as of 11/2022 (%)	YTD	2021	2020	2019	2018	2017
High wealth preservation; risk focused	-6.42	0.84	5.98	6.45	2.08	3.57
Benchmark	-10.25	2.94	3.28	8.77	-3.41	4.94

**Product performance is shown net of transaction fees. Average transaction fee of 1.60 basis points per annum to 11/2022*

Product performance as of 11/2022 (%)	YTD	2021	2020	2019	2018	2017
Wealth preservation; smooth	-7.52	12.05	3.90	13.08	3.73	6.27
Benchmark	-10.25	2.94	3.28	8.77	-3.41	4.94

**Product performance is shown net of transaction fees. Average transaction fee of 7.12 basis points per annum to 11/2022*

Product performance as of 11/2022 (%)	YTD	2021	2020	2019	2018	2017
Balanced; risk focused	-7.77	4.53	6.71	8.69	0.27	3.69
Benchmark	-9.35	7.38	2.40	12.06	-5.25	7.12

**Product performance is shown net of transaction fees. Average transaction fee of 2.77 basis points per annum to 11/2022*

Product performance as of 11/2022 (%)	YTD	2021	2020	2019	2018	2017
Balanced; smooth	-5.77	7.36	6.31	10.92	2.76	5.06
Benchmark	-9.35	7.38	2.40	12.06	-5.25	7.12

**Product performance is shown net of transaction fees. Average transaction fee of 11.18 basis points per annum to 11/2022*

Product performance as of 11/2022 (%)	YTD	2021	2020	2019	2018	2017
Reward; return focused	-4.55	12.34	7.56	13.85	5.52	7.06
Benchmark	-9.35	7.38	2.40	12.06	-5.25	7.12

**Product performance is shown net of transaction fees. Average transaction fee of 10.22 basis points per annum to 11/2022*

Product performance as of 11/2022 (%)	YTD	2021	2020	2019	2018	2017
Reward; smooth	-7.54	10.10	7.39	12.34	4.35	6.55
Benchmark	-9.35	7.38	2.40	12.06	-5.25	7.12

**Product performance is shown net of transaction fees. Average transaction fee of 8.79 basis points per annum to 11/2022*

Product performance as of 11/2022 (%)	YTD	2021	2020	2019	2018	2017
High reward; return focused	-3.81	17.56	4.69	16.21	5.07	10.56
Benchmark	-9.37	11.03	3.66	15.65	-6.42	10.06

**Product performance is shown net of transaction fees. Average transaction fee of 11.85 basis points per annum to 11/2022*