

About Cornelian

Cornelian Asset Managers is an independent company owned and controlled by the directors and employees. In addition to ownership of the business, many of our investment managers have personal savings invested with the company and our interests are closely aligned with those of our clients. We take our name from the Cornelian stone, a semi-precious gemstone to which is attributed the power to improve analytic abilities and clarify perception: two qualities on which we pride ourselves.

We have built our business through our expertise in constructing and implementing broadly based investment portfolios covering many types of assets, designed to add real value to clients in line with their investment and risk objectives.

Objective

We aim to achieve investment performance that delivers a real return for clients and matches or exceeds their expectations, but only through exposure to an appropriate and agreed level of risk.

Our Team

Our investment team is recruited predominantly from the world of institutional investment and we pride ourselves on bringing institutional quality investment disciplines to the construction of overall portfolios for private clients. The members of our team have an average of over 17 years investment experience.

Our Philosophy

We believe that active management is important both when deciding and reviewing at the strategic asset allocation level and also in selection and review of underlying investments. A clear focus on managing risk and the appropriate risk level selected by a client is a fundamental element in our decision making. We seek to deliver investment performance and management of risk through diversification, rigorous selection of investments and frequent monitoring.

Our Investment Process

Our investment team draws upon internal and external research to develop a view of each asset class and the level of risk and opportunity it presents. This information together with an understanding of the clients' investment and risk objectives enables the construction of a portfolio that represents our view of the optimum asset mix for that client, taking account of the inherent risk characteristics of the asset classes and how these might be expected to change. Although changes at the strategic asset class level are not frequent we believe that a regular review is essential and re-alignment is necessary from time to time.



The Cornelian Discretionary Platform Portfolios

Multi-asset portfolios designed to meet the personal investment objectives of your client

The Cornelian Discretionary Platform Portfolios are a range of actively managed, unconstrained portfolios designed to align with your client's investment objectives and the amount of risk they feel comfortable with.

The Portfolios are actively managed to align with different risk profiles and invest in a wide range of different assets, helping you to select the most appropriate investment for your client's requirements.

We have extensive experience in creating portfolios to meet the needs of clients and use a wide range of underlying investments to provide the broad diversification across geography and type of investment required to fulfill the objectives of the portfolios.

Overview

Why are these portfolios unconstrained?

Many funds are placed within the Investment Management Association sectors. To be included within these sectors funds must comply with various requirements relating to investments and asset classes which act as restrictions on an investment team. The Cornelian Discretionary Platform Portfolios are not constrained in this way and our fund managers are free to invest with a clear focus on the investment and risk objectives of each portfolio.

What do the Cornelian Discretionary Platform Portfolios offer?

- Investments diversified across a broad range of assets held within the funds
- Multi-asset portfolios unconstrained by investment benchmarks
- Investment portfolios designed to meet a comprehensive range of personal investment objectives and risk tolerances
- Investment management by a team of highly experienced investment professionals
- Active management of investments held within the funds
- Target TER no higher than 2.00% on all portfolios

Benefits to the Financial Adviser

- Ability to deliver a quality investment solution across your client base or to client segments
- Delivery of institutional quality investment process
- Reduction in investment risk and increases consistency of process within your business
- Reduction in investment research to enable more time to spend with your clients
- Comprehensive service and support

Structure of the Portfolios

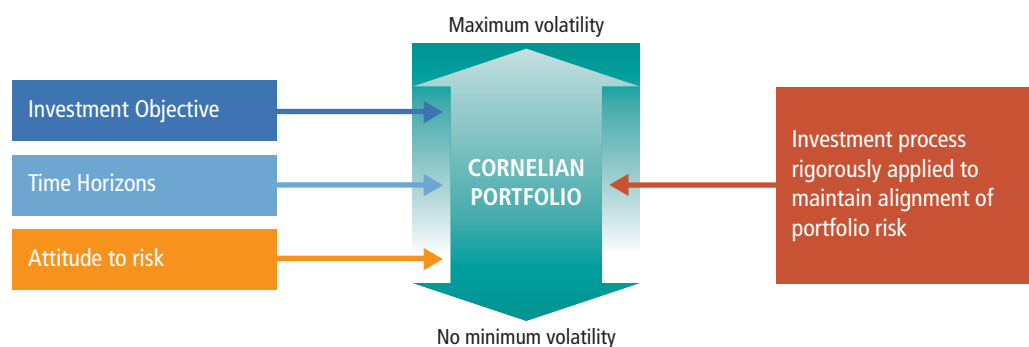
The Portfolios are designed to cover risk ratings 3 through to 10 on the Novia risk scale but can be calibrated to a range of risk profiling tools.

They offer a multi-asset, diversified solution and are actively managed to remain consistent with the client's specified risk tolerance.

Maintaining risk alignment

Within each Portfolio the asset classes that we select and the weightings given to each asset class produce an expected level of volatility.

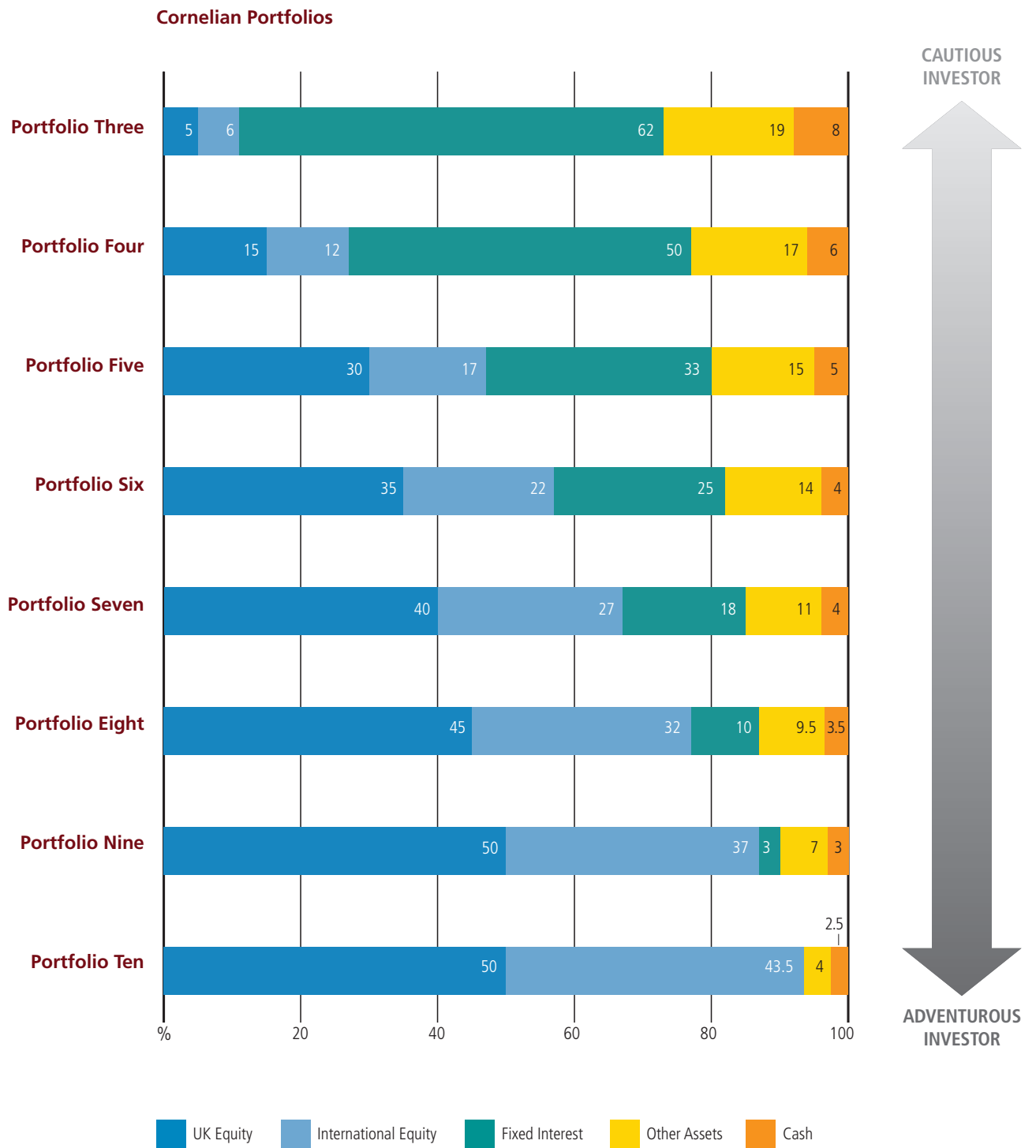
The underlying funds are ascribed a maximum volatility level under normal market conditions. No minimum level is set. As all the funds are unconstrained, and do not adhere to any IMA sector benchmarks, they can be positioned more defensively at any time should the fund manager deem it prudent to do so.



How to access the Cornelian Discretionary Platform Portfolios

The Cornelian Portfolios are available to advisers and their clients through the Novia Platform (www.novia-financial.co.uk). Cornelian have selected Novia as a platform provider as we believe they offer the quality of technology and level of service to advisers and clients that enables the effective running of these types of portfolios.

Construction of the Cornelian Discretionary Platform Portfolios



Our Investment Philosophy and Key Principles

Our aim is to achieve investment performance which protects and enhances your real wealth over time, whilst only exposing you to an appropriate and agreed level of risk. Cornelian Asset Managers have a strong history of successfully managing multi-asset portfolios for clients to deliver their investment objectives within appropriate levels of risk.

In order to achieve this, there are a number of key principles that underpin our portfolios:

Active Management

We believe markets are inefficient and that good fund managers can exploit those inefficiencies to the advantage of their clients. We utilise active management at all levels of the investment process ranging from asset allocation through to fund and stock selection in order to add value for clients' portfolios.

Multi-Asset Portfolios

We believe well-managed multi-asset portfolios deliver superior returns for a given level of risk over the medium term. By their nature, multi-asset portfolios are diversified. We take great care to ensure that we achieve appropriate diversification across geography, sector and type of asset. We select top class fund managers in order to access specialist knowledge in a specific area.

Risk Managed Portfolios

Managing risk is a crucial element of successful investment. Investment guidelines for each of our multi-asset portfolios are graded based on an assessment of the volatility of each underlying asset class. Although minimum fixed income and cash levels are set for each portfolio in order to manage volatility, no maximum levels are set.

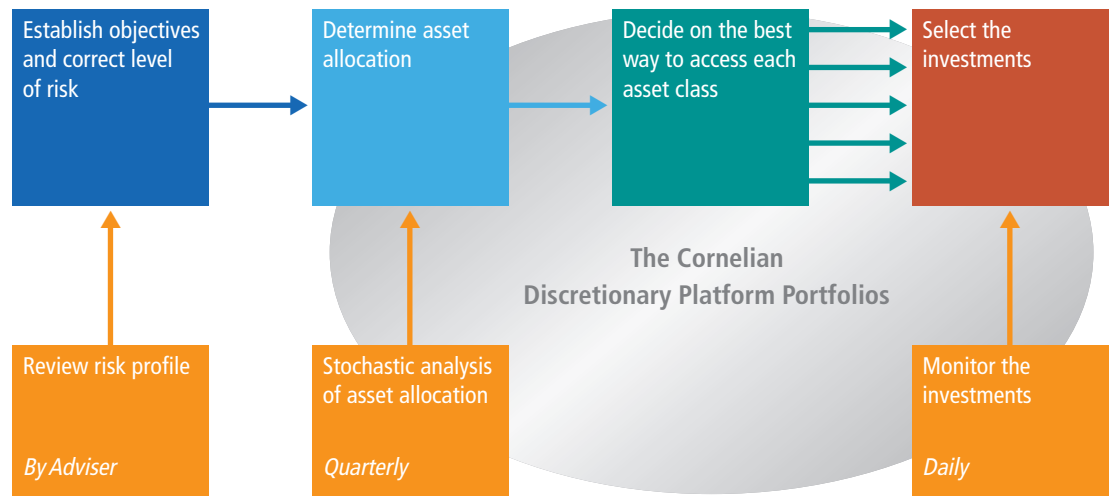
Unconstrained Investing

We believe benchmark driven investment is limiting, and our focus is to achieve the best performance for our portfolios within the context of an agreed level of risk. As active managers, we believe that it is possible to select a portfolio unconstrained by benchmark considerations that will outperform the markets. As our portfolios are unconstrained, our fund managers are free to invest with a clear focus on the investment and risk objectives of each portfolio, and can position the portfolios more defensively at any time should they deem it prudent to do so.

Construction of the Portfolios

Our multi-asset portfolios encompass exposure to many different assets in different geographies. No single investment manager or investment management company has the greatest level of expertise in all these areas. Nor do we. We focus our efforts in the areas in which we can add greatest value to our clients: asset allocation – identifying and selecting best of breed investment managers.

Client risk assessment and investment process



The financial adviser is responsible for establishing the client's investment objectives, risk tolerances and identifying the appropriate investment solution for them. The adviser is also responsible for reviewing these requirements periodically.

The Cornelian investment team is focused on ensuring that the asset allocation, fund and stock selection decisions support the objective of delivering a diversified portfolio appropriately aligned to its investment objectives and risk tolerance. The process involves four key steps:

Key Steps	Responsibility:
Establish the correct risk level for the client	Financial adviser
Determine the optimal asset allocation	Cornelian
Decide on the best way to access the selected asset classes	Cornelian
Select the best investments available	Cornelian



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