

For investment professionals only

Thesis Research and Consultancy Service

An investment consultancy service for Financial Advisers. A complete and efficient service to help remove much of the administration, compliance and investment management burdens, therefore giving you the opportunity to reduce your costs and increase profit for your business.

“Clients come in all shapes and sizes, so matching them with the right investment solution – and making sure the portfolios continue to meet their ongoing needs – takes time.”



The pressure on advisers

We know that there is an ever-increasing focus on showing that the advice you and your colleagues give your clients is suitable. When recommending an investment portfolio, it must be appropriate for their needs, objectives, knowledge level, risk profile and financial situation.

Clients come in all shapes and sizes, so matching them with the right investment solution – and making sure the portfolios continue to meet their ongoing needs – takes time.

There is no single right answer to providing suitable investment advice, but there are many wrong ones. What may be a right answer today may not be right tomorrow, as suitability needs to be regularly reassessed, all of which adds to the pressure on your time.

The Thesis Research and Consultancy Service (TRACS) allows you to make more efficient use of your time, by giving you back the time you need to provide suitable advice to your clients, while making sure you continue to be fully compliant.



TRACS

Thesis Research and Consultancy Service

What is TRACS?

TRACS is Thesis' investment consultancy service for Financial Advisers, working closely with you to identify the most appropriate investment solutions for your clients.

TRACS provides the service you require to ensure the ongoing suitability of investment advice. We can assist you in a range of areas, whether that is helping segment your client bank on the basis of their needs, objectives and risk profiles; or providing your required tailored investment outcomes to meet client needs.

How can we help?

We have been working with IFA businesses to support them for many years and can work flexibly to assist with some or all of the following, depending upon your current needs.

We consult with you on your investment proposition and aim to understand your investment beliefs and desired processes, prior to any recommendation or implementation.



“TRACS - allows you to make more efficient use of your time, by releasing you to help provide good advice to your clients.”

Access to investment expertise

Our Model Portfolio team



Steven Richards
Associate Director,
Fund Manager

Steven spent the first part of his career as a Private Client Manager but for the last ten years has been responsible for a number of Thesis' institutional services including management of the Thesis Optima unit trust funds and Thesis' Model Portfolio Service. With particular expertise in fund selection, Steven sits on Thesis' Asset Allocation Committee and is able to bring this knowledge as well as his operational experience to investment partner relationships.



Adam Burniston
Model Portfolio
Manager

Adam is in his fifth year at Thesis and is the company's Model Portfolio Manager. Along with Steven, he is responsible for the Thesis Model Portfolio Service as well as a number of partner investment processes. He has expertise in fund selection having been a Fund & Research Analyst in his previous role. Adam holds the Investment Management Certificate (IMC) and is currently working towards completion of the Chartered Financial Analyst (CFA) course.



Daniel Thompson
Assistant Model
Portfolio Manager

Dan joined Thesis in 2016 after graduating with an Economics Degree from Cardiff University. He is currently studying for his CFA qualification. He works with the Model Portfolio team being involved in investment committees, supporting adviser propositions by producing market commentary and performance attribution.

Accessing expert fund research

Our research team conducts research and analysis, identifying good and poor performers in each asset class, and presents its findings to the investment committees. The committees use this data to inform their investment decisions.



Matthew Hoggarth
Head of Research

Matt studied Natural Sciences at Cambridge University and International Relations at the Diplomatic Academy of Vienna. He joined Thesis in 2000, developing the firm's data analytics and information architecture. In 2011 he took charge of the research team focusing on asset allocation and direct equity and bond selection. Matt is a CFA Charterholder, Chartered Fellow of CISI and a Member of the Society of Professional Economists.



Ryan Paterson
Research Manager
and Dealer

Ryan joined Thesis in 2011 having worked in the investment industry since 1999. He has extensive experience on proprietary trading desks and specialises in UK equity analysis. Ryan is a CFA Charterholder and sits on the Asset Allocation, UK Equity and Fixed Interest Committees.



Ian Creswick
Research Analyst

After graduating from Oxford University, Ian spent 15 years working in Private Banking and Investment Management before joining Thesis in 1997. In his time at Thesis Ian has managed investment portfolios for clients, and is now part of the Research team, where he focuses on fund selection. He is an Associate of the Chartered Institute of Bankers and a Chartered Member of CISI.



Edward Crinion
Research Assistant

Edward studied Mechanical Engineering at the University of Exeter and graduated with a master's degree in 2014. He spent 18 months as an Associate at KPMG before joining the Research team in June 2016. His responsibilities include fund research and analysis.



Richard Balchin
Performance and
Risk Assistant

Richard graduated from the Henley Business School at the University of Reading with 1st Class honours in Business and Management in July 2017. He works within the Research team and is responsible for the calculation and reporting of the performance statistics for clients.

How can TRACS help your business?



Improved consistent efficiency - each client should get the same service and outcome

Focus on your key skills - providing your clients with holistic advice

Avoid creating business risks - regulatory or reputational

Focus on client outcomes and what they really value

Segmenting your business - different solutions for your groups of clients

Where required work with current **Investment Committee**

Ongoing support

We pride ourselves in the ongoing support given to Financial Advisers, whether that is via your open discussions with our research and investment teams, helping you with Financial Promotions or providing engaging investment commentary as part of your client communications. We can tailor a solution to work in partnership with you.

Take advantage of our local presence - offices in **Chichester, Guildford, Lyminster** and **Brighton**.

To find out how Thesis can deliver the right investment management services for your clients, please contact our Business Development team.

Business Development team



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