



CHARTERIS TREASURY PORTFOLIO MANAGERS LTD

SPECIALIST PORTFOLIO MANAGEMENT FOR PRIVATE CLIENTS

**CHARTERIS TREASURY PORTFOLIO MANAGERS IS AUTHORISED AND REGULATED BY THE
FINANCIAL SERVICES AUTHORITY (FSA)**



CHARTERIS TREASURY PORTFOLIO MANAGERS

- Established over 25 years ago in 1984.
- Specialist Investment Managers, with offices in both London and Exeter.
- Strong team of highly acclaimed investment professionals.
- Three top performing institutional funds in mainstream asset classes (Gilts, Equities and Gold).
- Circa £200m funds under management.
- Personal service with direct access to your investment manager.
- State of the art third party custodian.

What makes us different?

- Verifiable performance* in mainstream asset classes (Gilts, FTSE 100 Equities and Gold).
- Bespoke Investment portfolios suited to individual client needs if required
- Model Portfolios if preferred
- Disciplined Investment Process. Private clients have access to the same investment process that has led to 3 top performing funds.
- Orthodox Investment strategy with a global perspective.
- Fully integrated custody and administration platform from AJ Bell Securities called IMAS. (www.ajbellsecurities.co.uk)

* Source Bloomberg, Professional Adviser Magazine

Our Services:

- Discretionary Managed Accounts (min size £200,000).
- SIPPS/SASS/ISA's/Charities.
- Working Partnership with the Advisor where applicable.



Institutional quality service brought to private clients

- **Research:** Extremely comprehensive secondary research and access to a vast array of Stockbrokers research.
- **WAY Charteris Gold Fund** – The top performing Fund in the UK in its maiden 4 months (all asset classes, circa 3,200 funds).*
- **Elite Charteris Premium Income fund** – Consistently top decile of the IMA UK Equity Income sector over 3 years – circa 85 funds*.
- **City Financial Strategic Gilt Fund** – Top of the IMA Gilt sector in 2007 and in 2009

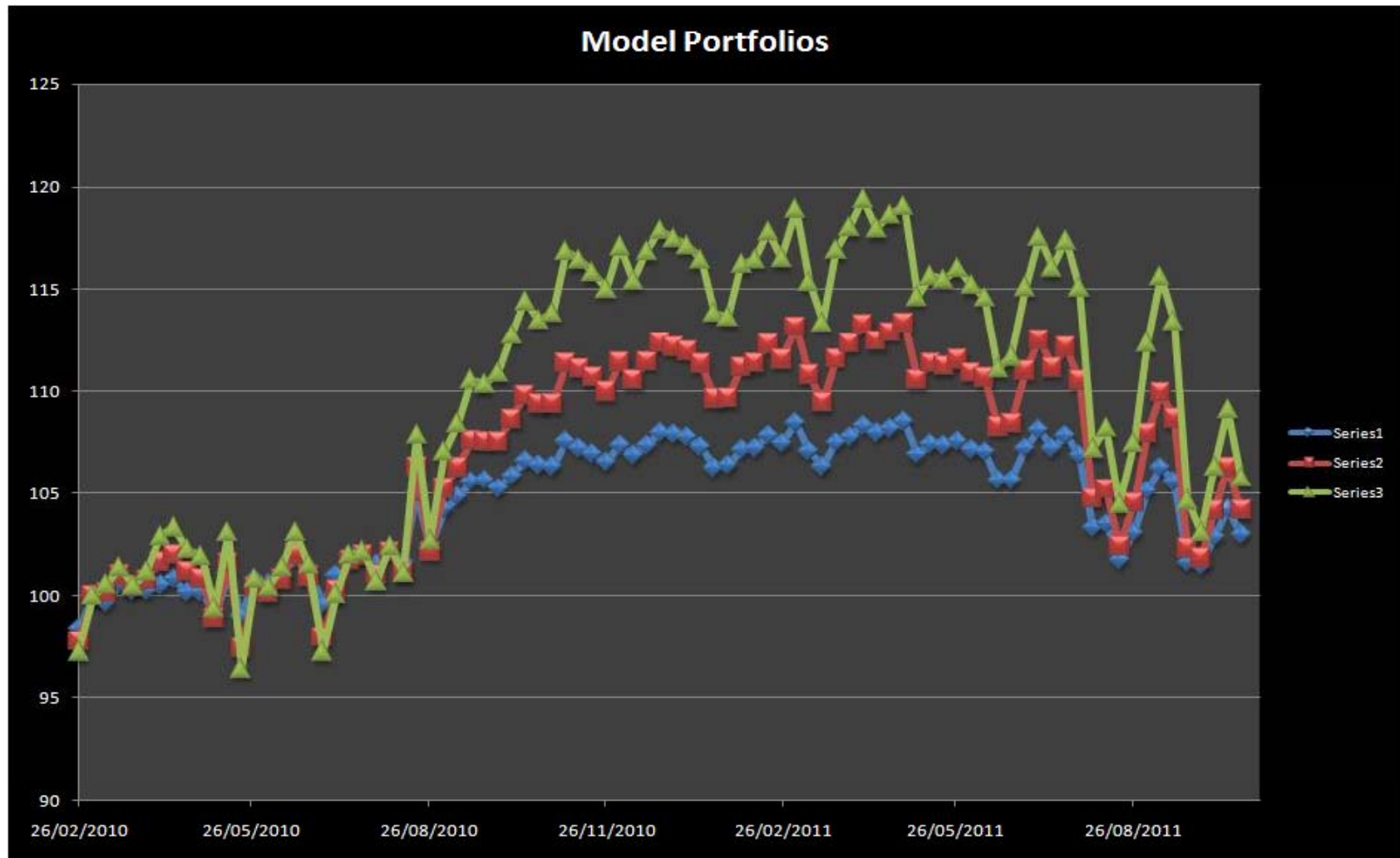
**Data available on request*

Model Portfolios

Lower Risk	Initial Allocation	60% Gilts 35% Equity 5% Gold
Medium Risk	Initial Allocation	35% Gilts 55% Equity 10% Gold
Higher Risk	Initial Allocation	10% Gilts 70% Equity 20% Gold

- Track Record exclusively derived from Charteris in house fund performance
- No External Input from other fund managers
- Performance figures generated from pre-determined allocations in quoted funds, therefore, no manipulation of performance data
- This is for illustrative purposes only, to act as a guide to historic performance

Model Portfolios – Green is higher risk, Red is medium, Blue is lower risk since 1st March 2010 (Launch of Gold Fund)



Fund prices sourced by Bloomberg

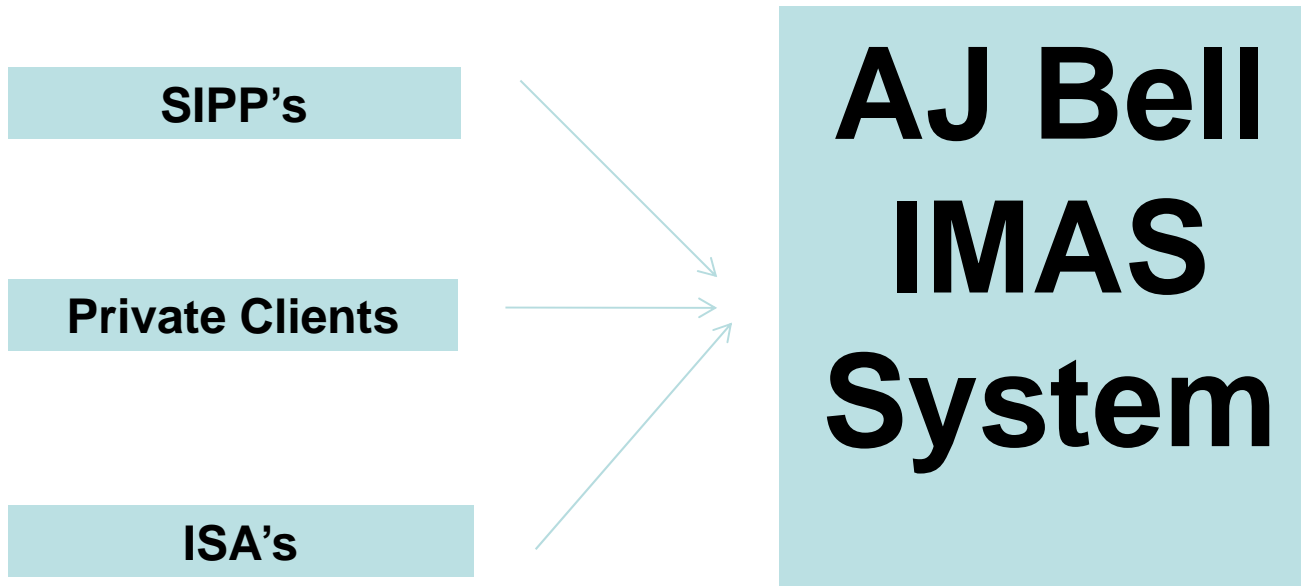


Fees and Fee Share Arrangement(s)

- Innovative buyout / fee share arrangement for IFA's looking to transfer their responsibility in this area to a discretionary fund manager in advance of RDR (Retail Distribution Review).
- Designed to give IFA's an ongoing income and ultimately a higher price for their business.
- Lower total expense ratio for clients – direct investment skills reduce multi-fund, multi-layer charging which can result in excessive costs to the client
- No hidden charges and competitive fee charging

Single Platform Management

- Manage SIPP's in AJ Bell IMAS System on whatever SIPP provider



Our People

Ian Williams Chartered FCSI* – Chairman, CEO

Ian's career spans the last 40 years covering Equity, Fixed Income and Commodity Markets. He has a comprehensive array of experience including Private client wealth management, Institutional stockbroking, institutional research, market making and Proprietary trading. He was a full member of the London Stock Exchange for many years before joining Chase Manhattan (Now JP Morgan) and subsequently Kleinwort Benson (now Commerzbank). Ian is the primary manager of the *City Financial Gilt fund*, the *Elite Charteris Premium Income Fund* and the *WAY Charteris Gold Fund*.

Nick Taylor Chartered FCSI* – Head of Private Wealth Management

Nick Taylor has 38 years of international investment management experience, gained at Morgan Grenfell, Samuel Montagu, Head of Institutional Investment management INVESCO MIM and was Managing Director at Cigna International Investment Advisors and at Matheson Investment Management. An award-winning manager, Nick has run portfolios for a broad range of investors, including institutional pension funds, private clients and investment trusts. Nick's expertise and knowledge in the equity sector is invaluable and this aids the investment management of the *Elite Charteris Premium Income Fund*.

Victor Skulicz Chartered FCSI* – Investment Manager

Victor has been an investment manager for over 16 years and holds a BA (Hons) in Law & Economics. During his previous employment at Tozers, Hartwood Wealth management and City Asset Management, Victor has gained substantial experience across a comprehensive range of financial markets and is fully versed in asset allocation.

* *Chartered Fellow of the Securities Institute*



Marion Williams- Compliance Director

Marion's career has encompassed experience in the engineering sector, event organisation, finance, sales/marketing and many years in the unit-linked Life & Pensions industry with Vanbrugh Life, part of the Prudential Assurance Company.

Peter Sheehan – Investment Manager

Peter has specialised in the detailed analysis of leading UK companies in the past 30 years. He joined leading city stockbrokers Simon & Coates straight for the London school of Economics to commence a career specialising in the analysis and profitability of the 500 leading UK companies

Mark Williams – Investment Manager

Mark graduated from Surrey University with a BA (Hons) in 2005 and began his career in Investment Management with Forsyth Partners. He joined Charteris as a Junior Fund Manager assisting with the management of both individual private client portfolios as well as the management of the in-house Charteris funds.

Alexandra Cleur, ASI- Administration Manager (Exeter)

Alex has worked in asset management for ten years. She holds the Securities and Investment Institute Certificates in Investments and in administration. Alex also holds the UKSIP Investment Management Certificate (IMC).



Moritz Langlotz – Marketing Manager

Moritz graduated from the University of Westminster with a BA in 2007 and has since been working face to face as Media Sales and Marketing for charities including Oxfam, Cancer Research, British Heart Foundation and Fara. Moritz joined in Charteris in 2010.

Manuel Cuervo, Cert IM – Marketing team

Manuel has over 17 years experience in finance, emerging markets and global debt capital markets having worked for Euromoney Institutional Investor in London and New York. Manuel joined a London based investment advisory firm in 2005 to head up sales for their investment funds business where he was responsible for growing UK distribution to high-net-worth clients through financial advisers.

Robert Allison, MBA, Cert IM – Marketing team

Robert has worked for more than 16 years in investment banking and management. Having spent several successful years working in South East Asia as head of country sales with UBS & BNP Paribas. Robert joined a London based investment advisory firm in 2003 and was responsible for raising over £500m across a number of different products.

Anit Mazumder, Marketing team

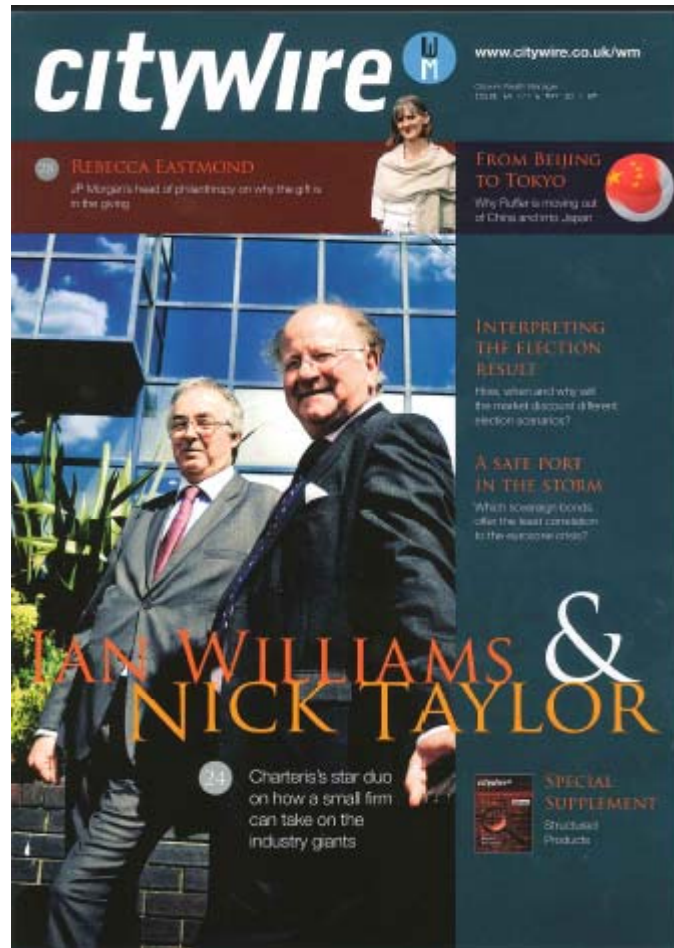
Anit graduated in 1998 and worked in finance for several years before moving into sales and marketing. Areas in which he has been involved in are insurance, consumer goods and telecoms. He has been involved in direct sales to the general public and financial advisers both face to face and via telesales for the past seven years.



Some Recent Press Coverage & Quotations.....

- *Managers reveal inflation-busting tips as CPI soars* 24 Oct 2011
Investment Week article on inflation where Ian Williams is quoted.
- *No sign of a bubble in this latest golden opportunity* 10 Sept 2011
Mark Dampier's Independent on Sunday feature on Gold with attention on WAY Charteris Gold Fund.
- *Wealth Manager Profile: 'Wealth management has become complicated to charge more. We don't do that'* 10 May 2010
Citywire cover story and double page feature written by Danielle Levy.
- *Expertise and Excellence as standard* 30 Sept 2011
Article in Exeter Life magazine highlighting the performance of Charteris Treasury Portfolio Managers Ltd
- *Equities*
"Ian Williams successfully forecast the equity bear market in 2008" Darius McDermott Chelsea Financial Services

citywire Front page and Centre-page feature on Charteris



Contact Us

London Office:

8/9 Lovat Lane

London

EC3R 8DW

Tel: + 44 (0)20 7220 9780

Fax: + 44 (0)20 7929 6925

Exeter Office:

The Lodge

1 Barnfield Crescent,

Exeter

EX1 1QT

Tel: +44 (0)1392 422 184

Fax: +44 (0)1392 413 222



Key Information and Risk Warnings:

- This presentation is issued by Charteris Treasury Portfolio Management Ltd which is authorised and regulated by the Financial Services Authority.
- Past performance is not a guide to future performance and investors may not get back the full amount invested.
- The price of shares and any income from them may fall as well as rise. The use of hedging strategies means that the fund will perform differently in different market scenarios.
- On redemption of holdings investors may not receive back the full amount invested. Management and other fees may reduce the capital invested.
- The information provided does not constitute advice or a personal recommendation for which the duty of suitability would be owed by us and you should seek your own advice as to the suitability of any investment matter mentioned here.
- Professional advisers should be aware that this document is intended for their use only and this document is not to be shown or given to any retail investors.
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