

## Our Investment Services offering

Maitland offers a range of sophisticated and flexible investment services tailored to suit the individual needs and requirements of private clients and family offices. We offer independent investment reporting and consulting, as well as a comprehensive discretionary portfolio management service. For clients who prefer the simplicity of a fund-based solution we offer a range of multi-asset and multi-manager investment fund products branded under the name Constantia.

### Client focus

We gain a deep understanding of our clients, their goals, needs, fears, preferences and aspirations. Through interaction and consultation, we then tailor a solution to their specific profile, built on the principle of developing long-term relationships.

Our independence grants us the freedom to select whichever products and service providers we have identified as best of breed for a particular investment strategy, market environment or client requirement.

### Investment consulting and reporting (Panoptes)

This service is focused towards large private clients and family offices who have appointed a combination of external investment managers to manage their assets.

Maitland can leverage its expertise in analysing external investment managers to fulfill an oversight function for the total net wealth of its clients, in addition to providing a detailed consolidated picture of a client's assets.

This service includes:

- developing and ongoing revision of the overall investment strategy
- assisting the client implement the investment strategy
- quarterly performance reviews and risk monitoring at the level of both the individual managers and the overall portfolio

- quarterly consolidated asset statements and performance reporting.

### Discretionary portfolio management

Our multi-manager investment strategy allows us to achieve a broad distribution of assets among a series of distinct yet complementary asset managers operating in defined niches. This gives investors access and exposure to a range of outstanding investment talent while significantly diversifying risk.

Portfolios are constructed using our risk based strategic asset allocation models which were built using decades of financial market data. These models are then customised to best suit a specific client's portfolio and exposures outside of their discretionary portfolio.

Portfolios are reviewed on a regular basis to address changes in the markets or personal circumstances. Our fees include asset custody and a fund dealing service, reducing the fee drag associated with using a separate bank for these services.

### Our investment process

Maitland follows an actively managed, multi-manager strategy which enables our clients to benefit from capital protection and consequently real consistent wealth creation through better compounded returns.

We follow a structured investment process to:

- identify those asset classes and investment strategies which we believe offer appropriate opportunity and risk

- select and monitor managers we believe have the capabilities to execute those strategies in the chosen asset class.
- construct optimally diversified portfolios or multi-manager funds invested across specialist investment managers covering the full spectrum of asset classes.

All potential investment products and service providers are subjected to a rigorous quantitative and qualitative screening process.

### Investment products

Some investors prefer the simplicity of not having to look at the moving parts of a portfolio. For them we offer a range of fund-based solutions under the Constantia brand name to match risk profiles and return expectations.

This multi-manager and multi-asset class range of funds is managed through the same rigorous process used to manage our discretionary client portfolios.

The Constantia Money Funds invest in a selection of best of breed money market funds. They have consistently provided better returns while taking far less risk than placing cash on fixed deposit with banks. These funds are denominated in US dollars, sterling and Euro.

Constantia Diversity Fund is a growth focused portfolio. The manager combines multiple asset classes in a diversified, disciplined, cost efficient and liquid manner to achieve attractive risk-adjusted returns throughout the economic cycle.

## Timeless & Pioneering

### Will Maitland protect my future?

Through our innovative approach to creating bespoke investment solutions we strive to preserve your capital, while pursuing positive returns even through bear markets and market crises.

It's a pioneering method that achieves our sole aim: the preservation and growth of your wealth.

[maitlandgroup.com](http://maitlandgroup.com)



The Constantia suite of funds of hedge funds has provided investors with cost-efficient access to the best hedge fund investment talent we have found since 1966.

### Benefits to our clients

- Our clients are involved in the investment process with personal and direct access to advisers.
- Our fees are fully transparent. Any rebates received by us from underlying fund managers are passed on to our investors, thereby avoiding potential conflicts of interest and reducing the cost of our involvement.
- All performance is measured net of fees and there are no upfront or exit fees.

### About Maitland

Maitland is a privately owned, international firm providing wealth services to both private and institutional clients.

We provide the highest levels of expertise and competence and work in a way that is uniquely personal, proactive and responsive.

We work with our clients and not just for them, from offices in the British Virgin Islands, Cape Town, Dublin, Durban, Geneva, Isle of Man, Johannesburg, London, Luxembourg, Malta and Monaco. Maitland is one of the few wealth services groups with the breadth of knowledge and insight to create integrated, comprehensive global solutions.

### Key contacts

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For further information on Maitland please visit our website at [maitlandgroup.com](http://maitlandgroup.com)

