

This information is for Financial Advisers only and should not be relied upon by Retail Investors.

---

# INTERNATIONAL INVESTMENT SOLUTIONS



**Marlborough**  
— International —



---

## THE MARLBOROUGH STORY AND ITS BENEFITS FOR YOU

The story of the Marlborough Group started in 1985 when Marlborough Investment Management began providing financial advice to clients and investing money on their behalf.

Since then there has been consistent growth, underpinned by our commitment to providing a first-class service.

Marlborough remains resolutely privately owned. This means our objectives are firmly aligned with those of our investors, so we can focus on delivering exceptional returns without distraction.

---

## WHY CHOOSE MARLBOROUGH?

When you choose our expert team to manage your investments, you will enjoy all the benefits of our 30-year investment pedigree and uncompromising commitment to achieving the best possible performance for our clients.

At Marlborough we take a long-term approach to managing your investments. We invest in 'real' assets, such as equities and bonds, and our investors reap the benefits of the long tenure of our highly experienced fund managers and their investment teams.

## REASONS TO INVEST

- ⊙ Award-winning investment expertise
- ⊙ Choice of Managed Portfolio Service or Fund of Funds
- ⊙ Offshore feeder fund structure
- ⊙ Group assets under management in excess of £11.5 billion (August 2018)

**Most investment management businesses will claim to have highly experienced fund managers and a proven investment process. Who would want to deal with a business that didn't? However, exceptional returns are the exception by definition. It is those returns that set Marlborough apart...**

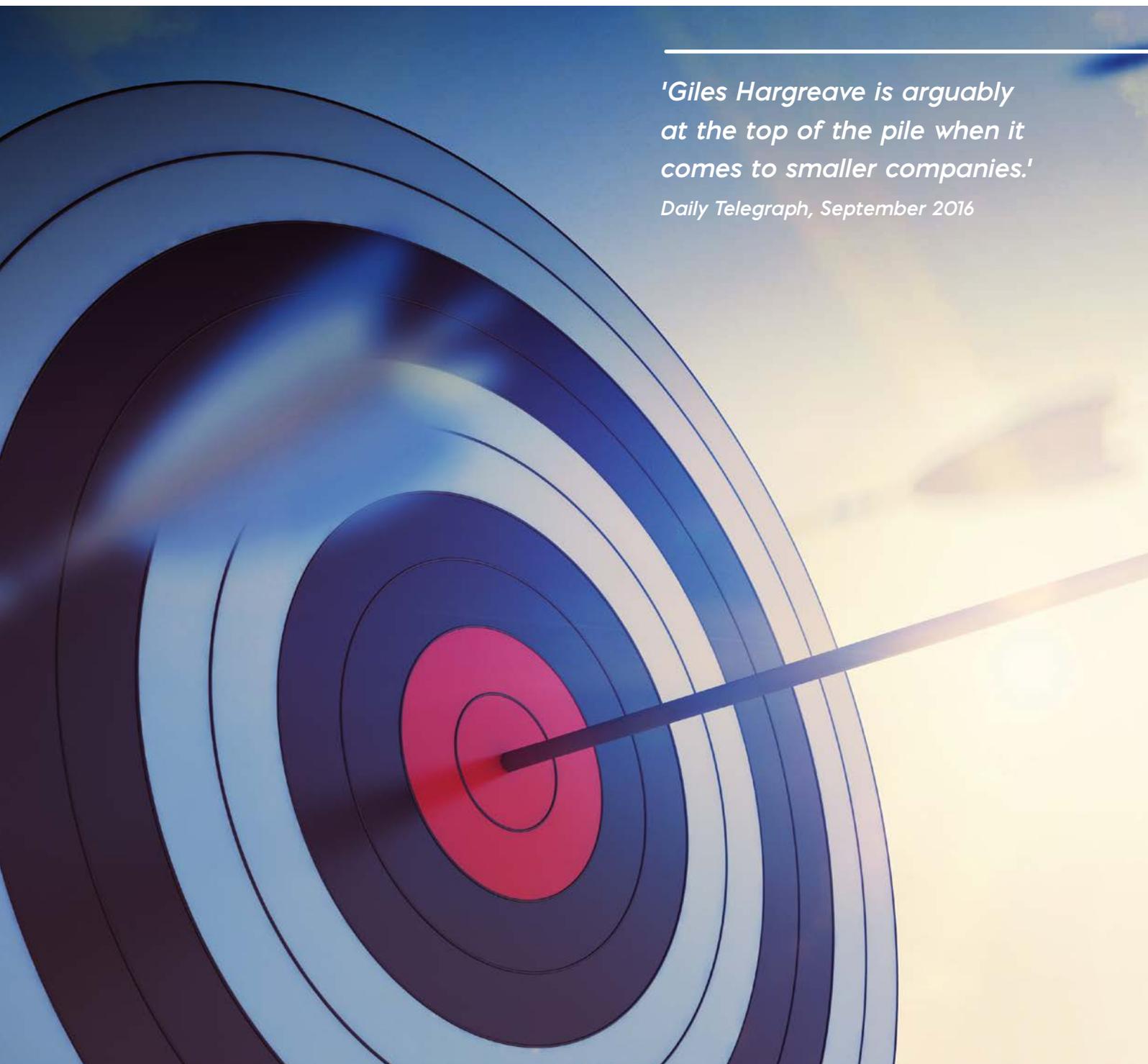


# HOW OUR INTERNATIONAL INVESTMENT SOLUTIONS WORK FOR YOU

Our International Investment Solutions integrate different areas of specialist expertise within the Marlborough Group to provide effective answers to your investment needs.

Marlborough International Management's Guernsey-domiciled feeder fund structure ensures that your investments remain offshore, while Marlborough Investment Management's UK-regulated investment team put your assets to work, investing in the award-winning UK-domiciled fund range operated by Marlborough Fund Managers.

It's a three-in-one approach designed to provide flexible, effective investment outcomes for international investors.



*'Giles Hargreave is arguably at the top of the pile when it comes to smaller companies.'*

*Daily Telegraph, September 2016*

*'2016's top European equity fund manager David Walton steered his Marlborough European Multi-Cap Fund to the top of the peer group in 2016.'* Citywire, January 2017



---

## CHOOSING THE RIGHT SOLUTION FOR YOU

### **Managed Portfolio Service (MPS)**

Our MPS offers a range of risk-graded portfolios designed to target particular risk and return outcomes. Our online Risk Profile Questionnaire identifies your attitude to risk and capacity for loss and generates an investment solution designed to meet your objectives.

### **Funds of Funds (FoF)**

Our international FoF range consists of Defensive, Cautious, Balanced and Adventurous funds and has been created to target particular grades of risk, which range from 2 (low) to 8 (high) and are calibrated to the output from the Marlborough Risk Profile Questionnaire.

---

# THE MARLBOROUGH DIFFERENCE

## World-class investment expertise

Marlborough employs some of the most respected fund managers in the investment world and our investors reap the benefits of their long tenure and highly experienced investment teams.

## Breadth of investment opportunities

We provide exposure to the major global asset classes, including a number of successful multi-cap equity strategies designed to generate alpha while providing important diversification benefits.

## Independent thinking

Our fund managers are given the flexibility and authority to invest without House View constraint, so they can act with agility and independence.

## Alignment of interests

Because Marlborough remains privately owned, we can focus without distraction on achieving superior returns for our investors.

---

## Accolades for Marlborough's funds include:

### Marlborough Special Situations:

- ⊙ Elite Fund Rating from FundCalibre.com
- ⊙ Rayner Spencer Mills Rated Fund
- ⊙ Giles Hargreave twice named Quoted Company Awards Fund Manager of the Year

### Marlborough Multi Cap Income:

- ⊙ Elite Fund Rating from FundCalibre.com
- ⊙ Rayner Spencer Mills Rated Fund
- ⊙ Sanlam Private Wealth's 'White List'
- ⊙ Managed by FE Alpha Manager Siddarth Chand Lall

### Marlborough UK Multi-Cap Growth:

- ⊙ Best Equity UK Fund, 2018 Lipper Fund Awards
- ⊙ Elite Fund Rating from FundCalibre.com
- ⊙ Managed by FE Alpha Manager Richard Hallett
- ⊙ Money Observer Rated Fund

### Marlborough UK Micro-Cap Growth:

- ⊙ Best Equity UK Small & Mid Cap Fund, 2018 Lipper Fund Awards
- ⊙ Elite Fund Rating from FundCalibre.com
- ⊙ Money Observer Rated Fund
- ⊙ A 'Telegraph 25' Fund
- ⊙ Investment Adviser '100 Club'

### Marlborough European Multi-Cap:

- ⊙ Best Europe ex-UK Equity Fund, 2018 Lipper Fund Awards
- ⊙ David Walton named best manager Equity, Europe ex-UK, 2018 Citywire UK Awards
- ⊙ Best European Equity Fund, What Investment Unit Trust Awards 2017
- ⊙ Money Observer Rated Fund
- ⊙ Managed by FE Alpha Manager David Walton

### Marlborough Global Bond:

- ⊙ Money Observer Rated Fund
- ⊙ Best Global Bond Fund, Money Observer Awards 2018



## A TRULY EXPERIENCED TEAM

The Marlborough Investment Management team running our managed portfolios and funds of funds are all chartered wealth managers. The team is led by Marlborough's Deputy Chairman, Nicholas Cooling, and members have more than 70 years' combined investment experience.

---

### **Nicholas Cooling, BA (Hons)**

Nicholas is Marlborough's Deputy Chairman. He joined the company in 1991 having been recruited to bring its investment operation, which had previously been contracted out, in-house and to redesign the investment process.

### **Raj Manon, BA (Hons)**

Raj is Co-Manager on the fund of funds range. He joined Marlborough in 2003 and has become an invaluable member of the fund of funds and managed portfolio team.

### **Gurjit Soggi, BA (Hons)**

Gurjit is Associate Director, Managed Funds. He joined Marlborough's investment team in 1996, initially analysing unit trusts and OEICs and working closely with Nicholas Cooling. He has been a fund manager since 1999.

### **Sarah Todino, B.Comm (Hons)**

Sarah is an Investment Analyst in the fund of funds and managed portfolio team. She was recruited by Marlborough in autumn 2006.

---

## CONTACT MARLBOROUGH INTERNATIONAL

---

Marlborough International Management Limited

Town Mills South, La Rue du Pre,

St Peter Port, Guernsey, GY1 3HZ

Channel Islands

Telephone: +44 (0)1204 589 336

Email: [dealing@marlboroughinternational.gg](mailto:dealing@marlboroughinternational.gg)

Website: [www.marlboroughinternational.gg](http://www.marlboroughinternational.gg)

This information is for Financial Advisers only and should not be relied upon by Retail Investors. The Fund of Fund Cells referred to are cells of Marlborough International PCC Limited (the 'Company'), a protected cell company incorporated in Guernsey and authorised as a Class B Collective Investment Scheme under the terms of the Protection of Investors (Bailiwick of Guernsey) law, 1987, as amended. Investment may only be made on the basis of the current Prospectus. The following is a summary only of some key items in the Prospectus which is available from Marlborough International Management Limited on request or via [www.marlboroughinternational.gg](http://www.marlboroughinternational.gg). Investors in Protected Cell Company (PCC) must have the financial expertise and willingness to accept the risks inherent in this investment. These risks include inter alia, the fact that neither the past performance nor operating history of the Company is a guarantee of future performance. It should be appreciated that the value of Shares is not guaranteed and may go down as well as up and that investors may not receive, on redemption of their Shares, the amount that they originally invested. Investors should consult their professional advisers about the consequences to them, and inform themselves of the legal requirements for, acquiring, holding, exchanging redeeming or disposing of Shares under the relevant laws of the jurisdictions to which they are subject, including any tax consequences, exchange control requirements, requisite governmental or other consents and any other formalities. Investment in the Company should only be undertaken as part of a diversified investment portfolio. Investment in the Shares should be viewed as a medium term investment. Shares may not be redeemed otherwise than on any Dealing Day. The Shares of the Company are not listed on any stock exchange and it is not anticipated that there will be any secondary market in the Shares. The Company's underlying investments may include emerging market, smaller company and commodity funds which may be higher risk than other asset classes. The Company may invest in fixed interest funds which will be impacted by changes in interest rates. Changes in exchange rates may affect the value of the Company's underlying investments. The Report & Financial Statements for all funds are available free of charge at [www.marlboroughinternational.gg](http://www.marlboroughinternational.gg) or by calling +44 (0)1204 589336.