



SAS MPS

Assessment of Value



SUCCESSION
— MODEL PORTFOLIOS —



Background

The Succession Advisory Services Managed Portfolio Service (SAS MPS) Assessment of Value is a critical exercise aimed at ensuring that our investment solutions deliver fair value to our clients. This process is guided by the principles set forth by the Financial Conduct Authority (FCA) under the Consumer Duty rules and guidance. The primary objective is to evaluate the performance, costs, and service quality of our SAS MPS offerings to ascertain whether they meet the high standards expected by our clients and regulatory bodies.

The Assessments of Value are conducted annually, with the findings used to highlight areas of improvement within each SAS MPS range, and also to make informed decisions about any necessary adjustments to our overall SAS MPS offering. This rigorous evaluation process helps us maintain high standards of service and deliver investment performance at a reasonable price, ultimately providing fair value to our clients.

Methodology

Each Assessment of Value involves a comprehensive review of several key factors:

Costs & Charges

The goal is to ensure that the fees charged are reasonable relative to the benefits provided. Furthermore, pricing is compared with similar offerings, based on both investment style and investment theme, in the wider market to ensure competitive pricing and value. Costs and charges have been assessed based on the average total cost of the all the solutions in the range. Total cost includes DFM fee, OCF and Transaction Costs.

Performance, Volatility & Maximum Loss

Evaluating how each SAS MPS range has performed against its objectives and comparators over the specified investment horizon. Performance has been assessed based on the Succession Matrix Parameters and returns against the secondary benchmark over 5-years, or since inception if 5-year data is not yet available. For the purposes of the Assessment of Value, the secondary benchmark used has been the ARC indices. Volatility has been assessed based on the Succession Matrix Parameters over 5-years, or since inception if 5-year data is not yet available. Maximum loss has been assessed based on the Succession Matrix Parameters over a 1-year period. The data point used has been the end of March 2025 data.



Service

Service has been assessed based on the quality, consistency, and accessibility of support, benefits and information provided by each MPS manager to SAS, Planners and end clients, and also considers any limitations to the service. It includes both the functional delivery (e.g. timely reports, efficient operations) and the relationship-driven elements (e.g. communication, responsiveness, education).

Each of the below service elements has been assessed following feedback from a number of internal and external stakeholders, including a detailed fact-find with each of the MPS managers:

- Responsiveness to queries
- Availability of a dedicated BDM and/or support team to individual Planners, offices, regions and acquired firms
- Willingness to collaborate on client cases or problem-solving when issues arise
- Frequency, timeliness and clarity of portfolio reporting to both SAS and RSMR (third party research partner)
- Quality and consistency of commentary and market insight
- Production and availability of information and documents (e.g. factsheets, factsheets, performance updates)
- Accuracy and timeliness of portfolio implementation, including on FE & Morningstar Direct (e.g. model changes, rebalances)
- Integration with Planner tools and client reporting systems
- Provision of webinars, podcasts, CPD content, and thought leadership pieces, both regular and ad-hoc
- Clarity of investment philosophy and how it's communicated in webinars, meetings and literature
- Value-add content, including ad-hoc content, to help Planner have better conversations with clients
- Frequency and quality of touchpoints (meetings, calls, feedback loops)
- Evidence of listening to feedback and acting on it
- Up to date, relevant and engaging Microsite
- Economies of scale
- Platform availability and/or issues
- Complaints received
- Target market adherence
- Meeting the non-financial mandate (e.g. ethical, sustainable or decumulation)
- Service limitations

Each SAS MPS range has been allocated a star rating for each of these three elements, with each star rating equating to the following standard:

Star Rating	Description
★★★★	Outstanding – The range provides outstanding value for clients for this element
★★★	Good – The range provides good value for clients, but small improvements can be made for this element
★★	Adequate – The range provides adequate value for clients, but a number of improvements can be made for this element
★	Poor – The range does not provide value to clients for this element, and urgent improvements are required

Results

The overall rating for each range has been calculated by adding up the number of stars achieved for each of the three elements, with the total number of stars achieved equating to an overall rating, as detailed below:

Total Number of Stars Achieved	Star Rating	Description
11-12	★★★★	Outstanding – The range provides outstanding value for clients
9-10	★★★	Good – The range provides good value for clients, but small improvements can be made
5-8	★★	Adequate – The range provides adequate value for clients, but a number of improvements can be made
3-4	★	Poor – The range does not provide value to clients, and urgent improvements in all categories are required



Based on this, the ratings for each element and the overall rating for each SAS MPS range can be found in the table below:

SAS MPS Range	Costs & Charges	Performance, Volatility & Maximum Loss	Service	Overall
Succession MPS powered by 7iM	★★★★	★★★	★★★★	★★★★
Succession MPS powered by LGT Wealth Management	★★	★★★	★★★★	★★★
Succession Sustainable MPS powered by LGT Wealth Management	★★★	★★	★★★★	★★★
Succession MPS powered by RSMR PS	★★★★	★★★★	★★★★	★★★★
Succession Ethical MPS powered by King & Shaxson	★★★	★★	★★★★	★★★
Succession Sustainable MPS powered by Dimensional	★★	★★★★	★★★★	★★★★
Succession Retirement MPS powered by Aviva Investors	★★	★★★★	★★★★	★★★

Next Steps

The results of each Assessment of Value will be shared with each of our MPS managers. Following each of the managers thoughts and feedback, we will begin discussions to develop a tailored action plan aimed at improving each of their scores in the necessary areas. These plans will include specific steps, regular monitoring and feedback sessions, and necessary resources will be allocated to support the implementation of these plans. Additionally, we will look into the possibility of organising collaborative workshops for each of our MPS managers to share their experiences and solutions.

