

# Discretionary Management Service – March 2020 Portfolio Performance

Your financial affairs in a safe pair of hands

**The Offering** The NLPFM Discretionary Management Service offers a number of different portfolios to clients. The needs of each client are considered independently and different portfolios are selected based on suitability and approach to risk after a discussion directly with the client. The philosophy of NLPFM is that irrespective of which standard portfolio or specially tailored portfolio is used, clients can be assured that their money is looked after with their interests at heart.

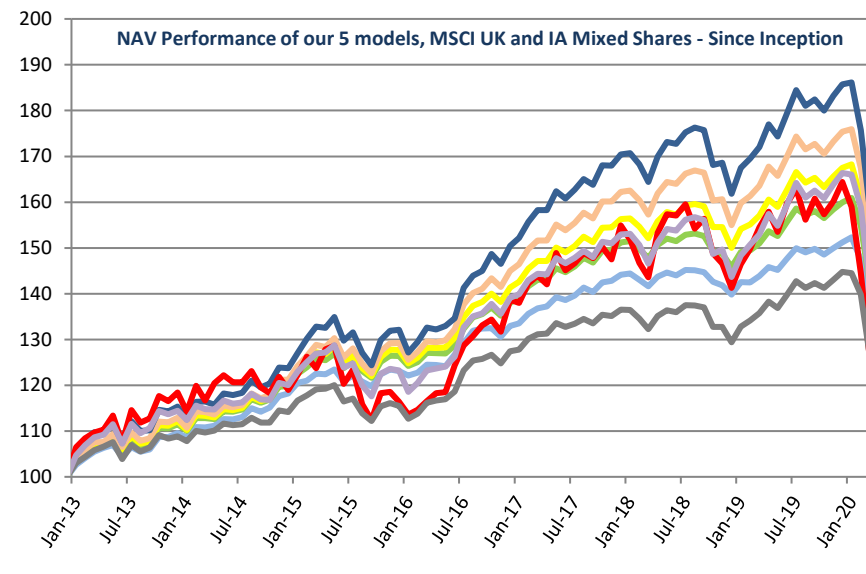
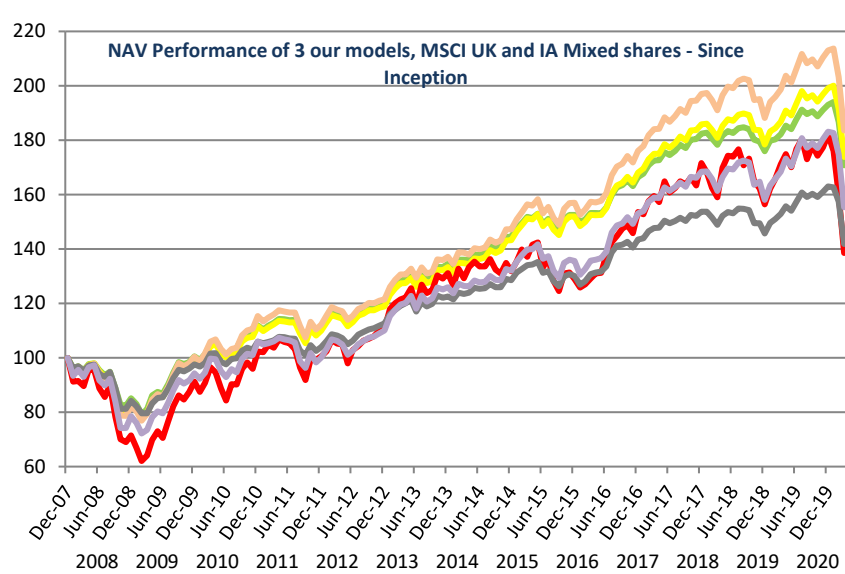
**The Month In Review** March capped off a torrid first quarter as equity markets fell sharply, with most indices posting losses of between 20-30% for the quarter. Whilst the economy was already late-cycle at the start of the year, it would have been impossible to predict the abruptness in which global economies ground to a halt to protect against the spread of COVID-19. What started as a China-centric problem at the start of the quarter ended as a global pandemic, with Europe and the US far surpassing China with the number of cases and deaths. This has caused widespread investor panic, with market participants selling any assets to build up their cash positions. As a result there were very few hiding places in March, with corporate bonds faring poorly and even government bonds not holding up as well as expected. The last 7 days of March were a lot more calm, and equity markets saw some bounces from the lows as central bank and government stimulus packages worldwide sought to give markets support. Nonetheless, performance in March was difficult with most asset classes selling off. Our alternatives were a net positive contributor to returns whilst our bond exposure was mixed but on the whole negative. Our equity funds typically held up more than the market, and our cash position helped protect on the downside. The UK market struggled and ended the month down 13.44%, whilst the Mixed Investment sectors were -9.95% and -11.17. Our portfolios outperformed the sectors for the month and YTD and held up substantially better than the MSCI UK Index, and continue to show superior risk-adjusted returns.

Performance & Volatility (%)	1 Month Returns	YTD Returns	1 Year Returns	5 Years Returns	10 Years Returns	Volatility Since January 2013	Returns since January 2008	Volatility Since January 2008
NLPFM Defensive	-8.05	-10.35	-5.76	10.60	N/A	5.10	N/A	N/A
NLPFM Cautious	-8.55	-11.49	-6.25	12.52	62.35	5.92	70.78	7.32
NLPFM Balanced	-9.29	-12.74	-6.95	14.86	66.74	6.72	73.76	8.08
NLPFM Progressive	-9.67	-13.77	-7.55	17.39	73.40	7.43	83.62	8.89
NLPFM Adventurous	-10.27	-15.10	-8.33	18.69	N/A	8.59	N/A	N/A
NLPFM Sustainability	-9.23	-11.46	-2.29	N/A	N/A	N/A	N/A	N/A
MSCI UK Index	-13.44	-23.94	-19.05	1.04	43.44	12.16	38.50	14.34
Mixed Investment 20-60% Shares	-9.95	-13.02	-7.27	5.71	39.56	6.53	41.77	7.42
Mixed Investment 40-85% Shares	-11.17	-15.17	-7.75	11.13	55.86	8.46	55.32	10.47

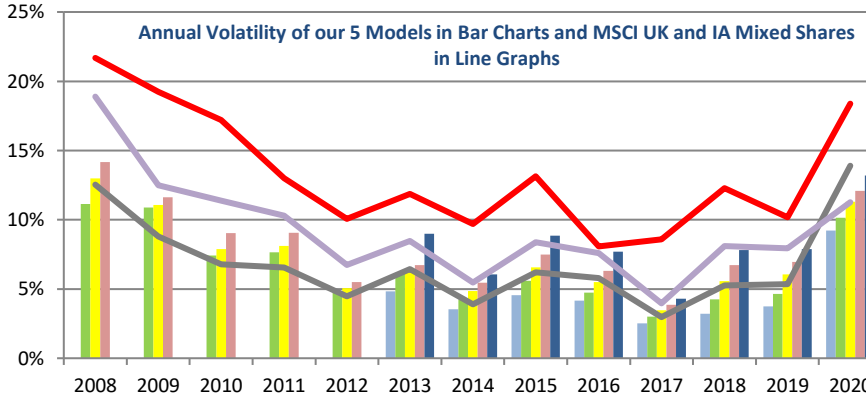
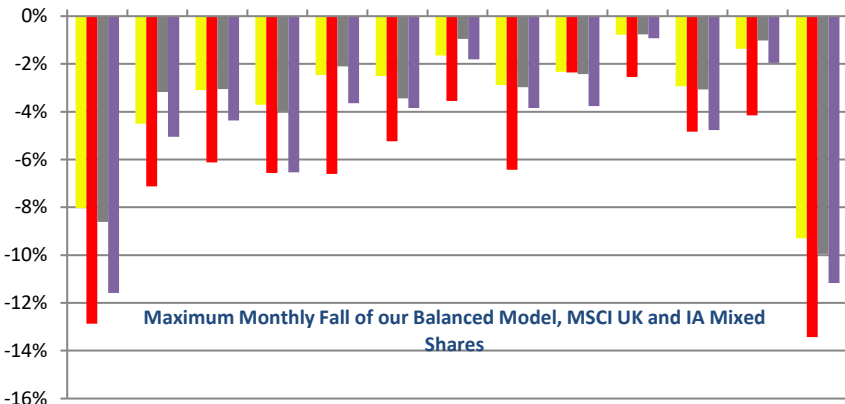
# Discretionary Management Service relative performance

January 2008 to March 2020

The graphs below show the performance and volatility of our DMS portfolios against the MSCI UK Index and the IA Mixed Shares Indexes.



- NLPFM Defensive
- NLPFM Cautious
- NLPFM Balanced
- NLPFM Progressive
- NLPFM Adventurous



- MSCI UNITED KINGDOM
- IA Mixed Investment 20-60% Shares
- IA Mixed Investment 40-85% Shares

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