

Your specialists
in investment
management **on both**
sides of the pond





Investing across jurisdictions

Navigating the complexities of cross-border investing needs diligent planning. And for long-term wealth planning it is critically important not to forfeit a sound investment strategy just to achieve your tax or compliance objectives.

Nothing related to your financial affairs as a US expat is straightforward. To start with, the rules around passive foreign investment companies (PFICs) are raising high hurdles for Americans in the UK who want to invest wisely and efficiently. On top of that, FATCA legislation has made managing your investments even more complex.

We understand you are often too busy to manage your own affairs, let alone work out the UK and US consequences of different investments. And it hasn't helped that the pressure of keeping up with new reporting requirements and expensive processes has led many foreign financial institutions to turn away US clients.

Canaccord Genuity Wealth Management is an exception

We are different. We relish that challenge. We have the knowledge, experience and capability to make the right investment decisions on your behalf. We have been acting for US citizens living in the UK for many years, and understand the specific challenges you face. And we're happy to take on the responsibility of making sure your investments are compliant across borders.



Offering you a range of services

At Canaccord Genuity Wealth Management, we provide a comprehensive investment management service, specifically designed for US citizens resident in the UK and including:

- Discretionary portfolio management – you can choose either our model-based service or our tailored discretionary service, and our experts can help you decide which is the best service for you
- In-depth experience and expertise
- Custody in the UK, Guernsey, Jersey or Isle of Man
- Accounting in US dollars or sterling using the US tax year
- Income and transaction reporting for both the US and UK tax years to enable you or your accountant to complete your tax returns for both tax jurisdictions.

We will also work closely with any tax, accountancy or legal professionals supporting you, to make sure the decisions we make on your behalf dovetail with the arrangements they have set up for you.

Transparency in the USA

Due to our specialist knowledge of the US tax system, we understand that there are certain investments you may need to avoid as a US citizen. This could be because they do not comply with US tax rules, or would be liable for Offshore Income Gains. It could also include PFICs and most collective investment vehicles such as UK unit trusts and OEICs.

When we build your portfolio, we will also be mindful of the implications of using UK wrappers such as ISAs or SIPPs.

Freedom and flexibility

We're happy to take on all kinds of complex situations and needs. For example, if:

- You already have some US interests and assets, including pension arrangements
- You wish to hold investments in sterling, US dollars, euros, other currencies, or even a mix of several
- You want direct exposure to US markets, via municipal bonds or US equities
- You need to keep your pension arrangements in the US rather than Britain.

The levels and bases of taxation may change in the future.

Currency fluctuations may impact the value of your return and investment.

Surrounded by specialists on both sides of the Atlantic

You can depend on our team of specialist investment experts for a combination of award-winning portfolio management and broking.

Our London-based team, comprising six US wealth management specialists, will look after your investments and be your main point of contact. Led by Roy Clouse, the team has a combined total of over 50 years' experience in managing assets for US citizens living abroad. Roy is a US citizen himself, so he understands the regulation issues you're facing. The team also has 20 years' combined experience working for major Wall Street brokerage firms.

The Canaccord Genuity Group benefits from a meaningful presence in North America, so your UK Investment Manager will be able to access specialist advice and local knowledge. Together, our UK and US offices have an extensive investment research capability, including equity and fixed income analysts based across both continents. In the US, our 58 analysts cover six US sectors: consumer and retail, energy, healthcare, industrials, real estate and TMT (technology, media and telecom).

We will work with your other advisers to ensure our recommendations fit in with your overall wealth management plans.

Focused on you

Our service is built on understanding, availability and clear communication.

Understanding your needs: we will listen to your needs and provide you with a highly personalised service to build a long-term relationship with you. We'll agree how often you want progress meetings with us to review your portfolio and discuss any changes to your circumstances.

Availability: you can call your dedicated Investment Manager whenever you have any immediate questions about your portfolio. You also have 24/7 access to your account through our online portal and app, where you can view your investments, statements and historical valuations.

Clear communications: we will send you quarterly valuations by email or post. We also produce regular client publications and expert investment commentaries, to keep you up to date with global investment matters and the latest trends and opportunities.





Your choice of portfolio management services

We offer you access to a wide range of portfolio building and management resources, including insights into local and international markets.

When we build a portfolio for US clients based in the UK, we use a combination of managed funds, exchange-traded funds (ETFs), closed-ended funds, direct equity and fixed income securities (including municipal bonds). We can also provide FX trading.

Our tailored portfolio management service


Our investment professionals will build and run a personalised portfolio on your behalf, without needing to ask your permission each time they want to make an adjustment. Your portfolio will be uniquely designed to meet your individual objectives and attitude to risk.

We believe in always using the 'best tool for the job', whether it be direct equities or bonds, managed funds, structured notes or ETFs. For US investors, we make sure all of our 'approved' investments have been checked by an external third-party US/UK cross-border tax specialist, so they are suitable for inclusion in our US investment service.

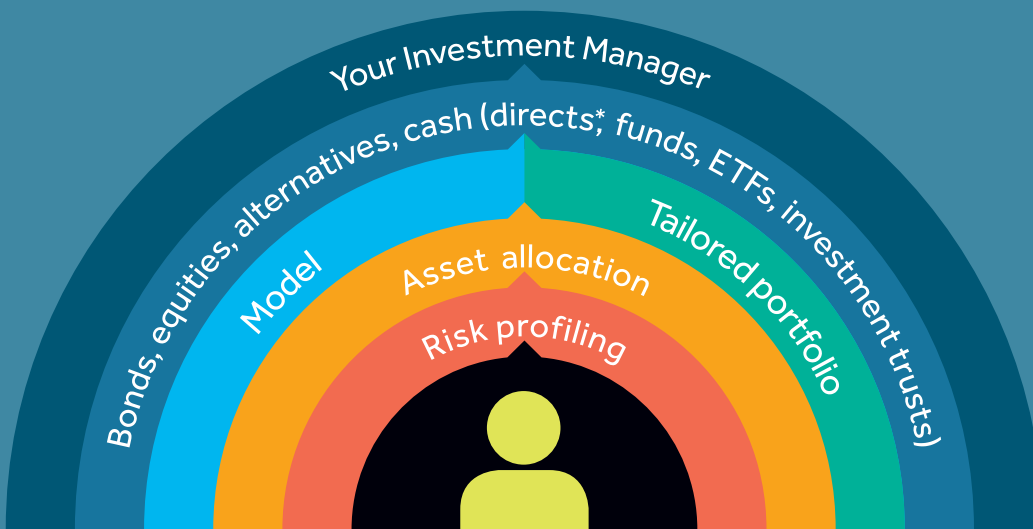
Our investment approach is risk driven: we believe it is more important to manage your portfolio to meet your risk objectives than to chase short-term returns.

Our model-based portfolio management service

The model portfolio invests in both active and passive ETFs as well as US-listed actively managed funds. As with the tailored service, you will receive quarterly valuations and can view your portfolio at any time through our online portal and app, giving you everything you need to complete both your UK and US tax returns.

A seaplane is shown on the water, silhouetted against a bright, hazy sunset. The sky is a mix of orange and yellow, and the water reflects the light. In the background, there are faint outlines of industrial structures or ships.

The value of investments and the income from them can go down as well as up, and you may not get back the amount you originally invested.



Our investment process

Our goal is to meet your personal investment needs and achieve the best possible returns for your chosen level of risk.

Based on a global asset allocation framework, our rigorous, robust and highly analytical investment process includes in-depth research, continuous monitoring and the interaction of a number of investment committees.

Like a combination lock, each layer of our investment process must be aligned before your Investment Manager can start to create a risk-adjusted portfolio, flexibly tailored to your individual US and UK needs.

- We can offer you all types of investments, including direct equities and bonds (for tailored portfolios only), ETFs and funds from our approved assets list
- Our in-house experts select investments from the open market to create a range of quality investment opportunities for you
- To suit your attitude to risk, we offer nine different risk profiles for our tailored service and two for our model-based service; we regularly check your portfolio against the industry benchmark
- Your Investment Manager will check your portfolio against your objectives to make sure it's on track, and actively manage and monitor your investments, aiming to maximise returns and minimise losses.

*Directs – direct bond, equity, alternative and cash holdings, rather than via a fund or other investment vehicle.

Case histories

Mr and Mrs Amethyst

Their situation:

- Mr and Mrs Amethyst live in Surrey
- He is a UK subject
- She is a dual US/UK national
- They have no plans to live in the US.

Why they chose Canaccord Genuity Wealth Management:

- Mr and Mrs A needed various accounts, strategies and currencies managed for them, with the benefit of dealing with a single point of contact
- Mrs A's investment account is invested in dollars and sterling, in securities that are suitable for someone who has tax reporting requirements in both the UK and US.

Mr Topaz

His situation:

- Mr Topaz is a lawyer
- He is a US citizen
- He has lived in the UK for 11 years and expects to be here for another 10 years.

Why he chose Canaccord Genuity Wealth Management:

- He prefers to deal with an Investment Manager who knows US markets but is UK based
- He wants a firm that has access to US research and analytics as well as local UK knowledge for his UK investments
- He likes his broker to work with his accountant to ensure his investments meet his tax reporting requirements.

Discover our can-do approach

To find out more about how we go above and beyond to understand your wealth management needs and aspirations – and empower you to achieve them – get in touch. Our US specialists will be delighted to answer your questions and provide further details on this service.

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About Canaccord Genuity Wealth Management

Investing with Canaccord Genuity Wealth Management gives you access to a broad range of wealth management solutions. In the UK and Europe, our investment professionals manage and administer over £33.2bn of assets (as at 31 December 2022).

We are part of Canaccord Genuity Group Inc., a publicly traded company under the symbol CF on the Toronto Stock Exchange. Canaccord Genuity Group Inc. is a leading global financial services firm, operating in wealth management and capital markets.

We have enough size and scale to deliver experience and expertise, combined with a highly developed and up-to-date technical infrastructure. This provides efficient and effective investment management, as well as economies of scale that allow us to be price competitive. At the same time we are small enough to provide a personal relationship-led service with direct access to our people and knowledge.

Important information

Investment involves risk. The value of investments and the income from them can go down as well as up and investors may not get back the amount originally invested. The investments described in this brochure may not be suitable for all investors. Investors should make their own investment decisions based upon their own financial objectives and financial resources and, if in any doubt, should seek advice from an investment adviser.

Any tax benefits mentioned in this brochure depend upon the investor's individual circumstances and clients should discuss their financial arrangements with their own tax adviser before investing. The levels and bases of taxation may be subject to change in the future.

Where investment is made in currencies other than the investor's base currency, the value of those investments, and any income from them, will be affected by movements in exchange rates. This effect may be unfavourable as well as favourable.

This document is for information only and is not to be construed as a solicitation or an offer to purchase or sell investments or related financial instruments. This has no regard for the specific investment objectives, financial situation or needs of any specific investor.

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CGWL and CGWPL are authorised and regulated by the Financial Conduct Authority (reference numbers: 194927 and 594155), have their registered office at 88 Wood Street, London EC2V 7QR, and are registered in England: 03739694 and 08284862 respectively.

CGWIL is licensed and regulated by the Guernsey Financial Services Commission, the Isle of Man Financial Services Authority and the Jersey Financial Services Commission. CGWIL is registered in Guernsey no. 22761 and has its registered office at Trafalgar Court, Admiral Park, St. Peter Port GY1 2JA.

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