



LIPMAN BURGON & PARTNERS

INVESTMENT PHILOSOPHY

We protect legacies,
and help create new ones.



FINANCIAL ADVICE & PORTFOLIO MANAGEMENT



“At Lipman Burgon & Partners we use sophisticated and time-tested investment methodologies to develop individually tailored portfolios that protect and grow the wealth of our clients.”

Our investment philosophy follows six principles

1.

A TAILORED APPROACH

A tailored approach is required to meet individual client needs. This helps clients achieve their individual goals for income, capital growth, or specific returns over a defined time period, while also staying within their own appetite for risk.

We do not impose one-size-fits-all programs and we take great care to explain the likely returns and risks, so our clients have a full understanding before they decide to invest. We pride ourselves on being transparent about risk, the rationale for decisions, our value offering, and our fees.

2.

ASSET ALLOCATION

Asset allocation is the primary determinant of long-term returns, and the variance in those returns over time. Portfolios are designed to optimise the use of different asset classes that together aim to maximize return and minimize risk with a focus on capital preservation. Each client receives a recommended optimal Strategic Asset Allocation to meet their individual long-term goals.

We use a framework that consists of long-term Strategic Asset Allocation that is set to meet client objectives, overlaid with Tactical Asset Allocation shifts which enhance returns by adjusting for the prevailing market environment, economic cycle and the opportunity set. Strategic and tactical asset allocations decisions are made by our Investment Committee that has over 100 years of combined investment markets experience. The Investment Committee is informed through a combination of external macroeconomic research from world leading research houses, and analysis conducted by the LBP Investment Team.

3.

TARGET IDENTIFIABLE RETURN PREMIUMS

We believe markets are at times inefficient and certain investment strategies can offer periods of premium return. We invest significant resources into sourcing and analysing investment opportunities to identify: 1) Managers that have an ability to sustainably extract alpha from market inefficiencies, and; 2) unique investment strategies that offer premium returns. This leads to enhanced risk adjusted returns through the use of differentiated (and in many cases exclusive) investment opportunities.

Our size, reputation and market relationships ensure we can access the best investment opportunities. Analytical expertise provides us with unique insights and assessment capabilities. New investment opportunities are subject to rigorous quantitative and qualitative analysis and must be approved by vote of the Investment Committee.

4.

EFFICIENT STRUCTURING AND MINIMISE COSTS

Portfolio turnover, management expenses, transaction costs and taxes can have a significant impact on performance. We attempt to minimise this impact by locating assets in tax structures that provide the best after tax returns and combining both direct and managed investment strategies. The deliberate control of taxes and costs is an essential component of our ability to add tangible value to our clients' portfolios. If a client has multiple structures in which they hold investments, we pay special attention to which assets are held in each and may determine different asset allocations for entities so as to maximise tax efficiency.

We also focus on achieving the best after fee return possible by minimising funds management costs. Two key sources of cost minimisation are through 1) Using our scale to negotiate fee reductions which are all passed on to clients, and; 2) Minimizing the cost of core beta (simple market exposure) through the use of low-cost passive index funds.

5.

INVEST WITH A PLAN FOR THE LONG TERM

Investing with a robust plan for the long term can significantly enhance returns by limiting poor decisions that can be made during times of stress or on the back of emotions and biases. We work closely with clients to make long term investment plans to avoid these pitfalls and our Investment Committee has significant experience in managing client portfolios through periods of stress and crisis.

6.

STRONG INVESTMENT GOVERNANCE AND ALIGNMENT

Lipman Burgon & Partners is a non-aligned licensee, with no commitments to, or receipt of incentives from, any investment product provider. This ensures that every recommendation is made solely in the best interest of clients.

Lipman Burgon & Partners' Investment Committee is comprised of investment professionals, wealth advisers, compliance members and an external consultant. The committee adheres to strict documented policies and procedures that provide a governance framework to ensure that all approved investments are in the best interest of clients, are appropriate for clients, and that any conflicts of interest are mitigated or managed.

The Investment Committee is aided by independent research and analysis conducted by the internal investment team on all new investment opportunities. The investment team also leverages external analysis and recommendations from leading research houses and asset consultants.



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