

# Marlborough - our history and people

Marlborough  
Group

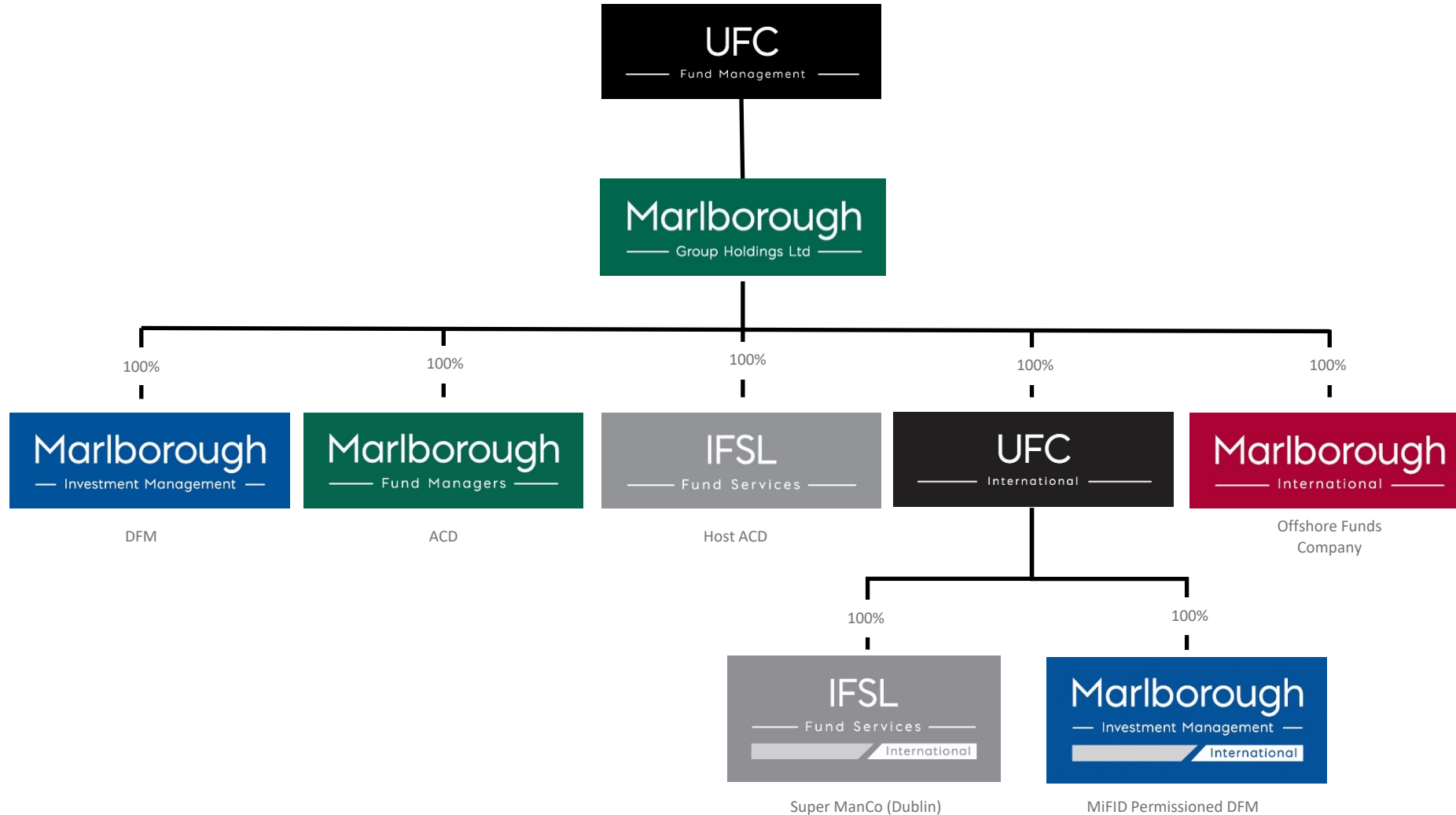
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- **1985:** The story of the Marlborough Group started when Marlborough Investment Management (MIM) began providing financial advice to clients
- **1998:** Marlborough Fund Managers (MFM), an IMRO regulated operator of Collective Investment Schemes, was acquired. MFM was incorporated in 1987 by Geoff Hitchin, who remains with the company as investment director and manager of two fixed interest funds
- **2010:** Sun Life Financial of Canada Unit Trust Management was purchased and integrated into the MFM fund range
- **2012:** Authorised Corporate Director and fund administration service provider, Investment Fund Services Limited (IFSL), was purchased from BNP Paribas
- **2013:** Guernsey-domiciled Marlborough International Management (MINT), previously a joint venture with Aberdeen Asset Management, became a wholly owned subsidiary of the Marlborough Group
- **2019:** Irish-domiciled UCITS Fund of Funds range launched in May 2019.

# Group Structure



## The Marlborough Group



# Why Marlborough?

- Our objective is to add value for our investors;
  - high quality active fund management
  - superior fund knowledge
  - award-winning fund managers who invest in a range of asset classes
  - our equity and bond managers invest in companies, instead of trading for short-term gains
  - service quality while ensuring that the pricing of our funds remains competitive
- 30 years managing funds - the expertise and experience of our team have established us as a leader in the world of active management
- Focus on the long term is part of Marlborough's DNA. Our core team have worked together for many years, building up an in-depth knowledge of the running of funds
- We believe that through being privately owned we can concentrate on our objectives without distraction

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...

- **World-class investment expertise** - more than 15 major awards in last five years
- **Breadth of investment opportunities** - exposure to the major global asset classes
- **Independent thinking** - managers act with agility and independence
- **Alignment of interests** - privately owned, entrepreneurial group, work in partnership with advisers



#### INVESTMENT PEDIGREE

Award-winning investment expertise, with a 30-year pedigree.



#### RISK-GRADED RANGE

Broad range of risk-graded, offshore investment solutions, using Irish-domiciled UCITS funds of funds structure.



#### PARTNERSHIP APPROACH

Group committed to working in partnership with advisers to support the growth of their businesses.



#### TRUSTED GROUP

Invest with a group with more than 200,000 clients and assets under management in excess of £9 billion (November 2020).

## Recent awards and accolades for the onshore single-strategy range.

### **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

Managed by FE Alpha Manager Siddarth Chand Lall

### **Marlborough Multi-Cap Growth:**

FE fundinfo Best Alpha Manager, UK Equities Richard Hallett

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, 2019 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, 2019 Lipper Fund Awards

David Walton named best manager Equity, Europe ex-UK, 2018 Citywire UK Awards

Money Observer Rated Fund

Managed by FE Alpha Manager David Walton

### **Marlborough Global Bond:**

Best Global Bond Fund Over Ten Years (GBP) in the Lipper Fund Awards 2020

Money Observer Rated Fund

Best Global Bond Fund, Money Observer Awards 2018

# Awards Timeline





**Nicholas Cooling**  
**Chief Investment Officer**

Nicholas joined the asset management company that went on to become Marlborough Investment Management as a fund manager in 1991. He was responsible for a total reorganisation of its investment processes, leading to significant expansion of the business. Nicholas is Deputy Chairman and Chief Investment Officer of Marlborough Fund Managers and Investment Director of Marlborough Investment Management.



**Sheldon MacDonald**  
**Chief Investment Officer of Multi-Asset**

Sheldon, who has more than 25 years' investment management experience, is Chief Investment Officer of Multi-Asset. He joined Marlborough in October 2021. Sheldon previously spent over ten years at Architas, latterly as Deputy Chief Investment Officer. He moved over to Liontrust as Deputy Head of Multi-Asset in November 2020 when Liontrust bought Architas's UK multi-asset business. Prior to joining Architas he held roles with Nedgroup Investments and Old Mutual Asset Management.



**Nathan Sweeney**  
**Deputy Chief Investment Officer of Multi-Asset**

Nathan, who has more than 20 years' investment management experience, is Deputy Chief Investment Officer of Multi-Asset. He joined Marlborough in October 2021. Nathan previously spent over ten years as a Senior Investment Manager at Architas, where he managed the £1 billion Architas Multi-Asset Active range. Following Liontrust's acquisition of Architas's UK multi-asset business, he moved over to Liontrust in November 2020 as a Senior Investment Manager running the Liontrust Multi-Asset Active range. Prior to joining Architas he held roles with Thornhill Investment Management and AIB Investment Managers.

**The team collectively has 80 years' experience and is supported by a dealer and an administrative assistant as well as having on site compliance support in Lichfield and remote compliance support from Bolton.**



**Gurjit Soggi**  
**Head of Multi-Asset**

Gurjit is Marlborough's Head of Multi-Asset, with responsibility for both our fund of funds range and managed portfolio service. He joined the investment team in 1996 after graduating from the University of the West of England with a BA (Hons) in financial services. During more than 20 years managing multi-asset portfolios, he has developed a pragmatic, research-driven investment style.



**Raj Manon**  
**Investment Manager**

Raj joined Marlborough's multi-asset team in 2003 after graduating from Sheffield Hallam University with a BA (Hons) in financial services. Fast-tracked to a fund management role within a year, he has now been running multi-asset portfolios for more than 15 years. Raj is a CFA charter holder.



**Sarah Todino**  
**Investment Analyst**

Sarah works as an investment analyst in the multi-asset team. She joined Marlborough in 2006 after graduating from the University of Birmingham with a Bachelor of Commerce degree.



**Kerri Burden**  
**Investment Analyst**

Kerri joined Marlborough in 2013 and was promoted to investment analyst in 2020. She has passed the Investment Management Certificate (IMC).

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# Marlborough Onshore Investment Teams

Category	Principal Manager(s)	UK Funds / Products
Multi Asset	Sheldon Macdonald, Nathan Sweeney, Gurjit Soggi, Rajesh Manon, Sarah Todino, Kerri Burden	Marlborough Cautious Marlborough Balanced Marlborough Global And the Discretionary Service
Fixed Interest	Danny Fox & Niall McDermott Niall McDermott Adam Tabor & Ben Pakenham	Marlborough Bond Income Marlborough Global Bond Marlborough High Yield Fixed Interest
UK Equities	Richard Hallett, Siddarth Chand Lall, Guy Feld, Eustace Santa Barbara.	Marlborough Multi-Cap Growth Marlborough Special Situations Marlborough Multi Cap Income Marlborough UK Micro-Cap Growth Marlborough Extra Income
International Equities	Brad Weafer, Tim Farina and Tim Robinson David Walton & Team Jing Liang Jing Liang	Marlborough US Multi-Cap Income Marlborough European Multi-Cap Marlborough Far East Growth Marlborough Emerging Markets

Capital is at risk. The value and income from investments can go down as well as up and are not guaranteed.

An investor may get back significantly less than they invest.

Past performance is not a reliable indicator of current or future performance and should not be the sole factor considered when selecting funds.

Our funds invest for the long-term and may not be appropriate for investors who plan to take money out within five years.

Tax treatment depends on individual circumstances and may change in the future

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The Key Investor Information Documents and the Prospectuses for all funds are available, in English, free of charge and can be obtained directly using the contact details in this document.

They can also be downloaded from [www.marlboroughfunds.com](http://www.marlboroughfunds.com).

An investor must always read these before investing.

Information taken from trade and other sources is believed to be reliable, although we don't represent this as accurate or complete and it shouldn't be relied upon as such.

Calls will be recorded for training and monitoring purposes.

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