

# Almary Green partners Principal and Skandia to launch model portfolios

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IFA Almary Green has linked up with Principal Investment Management and Skandia Investment Solutions to launch six risk-rated model portfolios.

Skandia is providing the platform that Almary says enables TCF compliant management of the service.

Principal will actively manage the portfolios, which will be rebalanced on a quarterly basis and cover a range of risk profiles from cautious to adventurous.

Risk profiling will be tailored to individual customers in what Almary managing director Carl Lamb describes as a "realistic assessment of a client's attitude to risk".

"By this we mean a risk-graded assessment that fully covers what the client feels and requires and puts it in the context of the reality of the investment world," he says.

"It is about how clients actually feel about their investments and making sure they are achievable. So it will be assessing not just how much money the client wishes to make but their attitude to losing money."

Principal of Principal Investment Management Adrian Jewitt says Almary clients can now reap the rewards of having access to a discretionary fund management company.

"In partnering with Almary Green and Skandia, we have looked at where we can create efficiencies by avoiding duplication of effort in the value chain, which means we can deliver discretionary expertise and rigour to these portfolios while accepting

clients with a lower value pool of assets," he says.

Clients will receive quarterly factsheet updates, alongside regular reviews and progress reports from Almary Green and can also view their portfolios online.

Skandia chief development officer Peter Mann says the tie-up demonstrates the value that can be delivered to clients through the combination of adviser, discretionary fund manager and investment platform.

"Risk-graded managed portfolios delivered cost effectively by utilising technology can result in consistent client outcomes and an investment process that is robust, repeatable and compliant."