

Decumulation Service



*Helping your clients enjoy
retirement with confidence*

WALKERCRIPS
Investment Management

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Introduction

At Walker Crips Investment Management, we understand that retirement isn't the end of a financial journey - it's the start of a new phase. Our Decumulation service supports clients transitioning from wealth accumulation to sustainable income, helping them to enjoy retirement with confidence and security.

Whether your clients are approaching retirement or already drawing an income from their investments, our service is designed to preserve their financial wellbeing, while keeping you, their trusted adviser, in the loop at every stage.



What is decumulation?

Most people are familiar with **accumulation** - growing wealth during working years. But when work stops, income must come from accumulated savings and investments.

This shift introduces a new challenge: **decumulation**. Managing withdrawals while maintaining long-term sustainability becomes critical. For example:

While accumulation allows for greater risk-taking and volatility tolerance – often using market dips as buying opportunities – decumulation typically involves a more cautious approach. This might include allocating to less volatile, income-generating assets aimed at preserving wealth and supporting foreseeable income needs.

This stage requires **careful planning, risk management, and strategic portfolio structuring** - which is exactly what our service is built to deliver.



How our Decumulation service supports you and your clients



1. Bespoke investment management

Your client receives a **tailored portfolio**, managed by a dedicated Investment Manager who understands their individual goals, lifestyle needs and risk appetite.



2. Integrated cashflow forecasting

We work collaboratively with financial advisers to build robust **cashflow models**, ensuring clients' retirement plans are on track and sustainable over the long term.



3. Income and growth strategy

Our dual-focus approach includes:

- **Short-term income generation** using liquid, income-producing assets.
- **Long-term capital growth** through a diversified selection of equities, corporate bonds and structured products.

This approach can provide flexibility to meet current needs without compromising future growth potential.



4. Scenario planning & performance simulation

We use detailed **scenario modelling** to help test how different market conditions could impact income and portfolio longevity - giving clients clarity and confidence.



5. Ongoing reviews & clear communication

Regular **suitability reviews** and **performance updates** help the chosen strategy evolve with the client's changing needs and market conditions.



6. Vulnerability management

We incorporate clear protocols to identify and support **vulnerable clients**, helping to adapt the investment strategy to provide extra reassurance where it's needed most.

Our investment approach

Minimum portfolio size

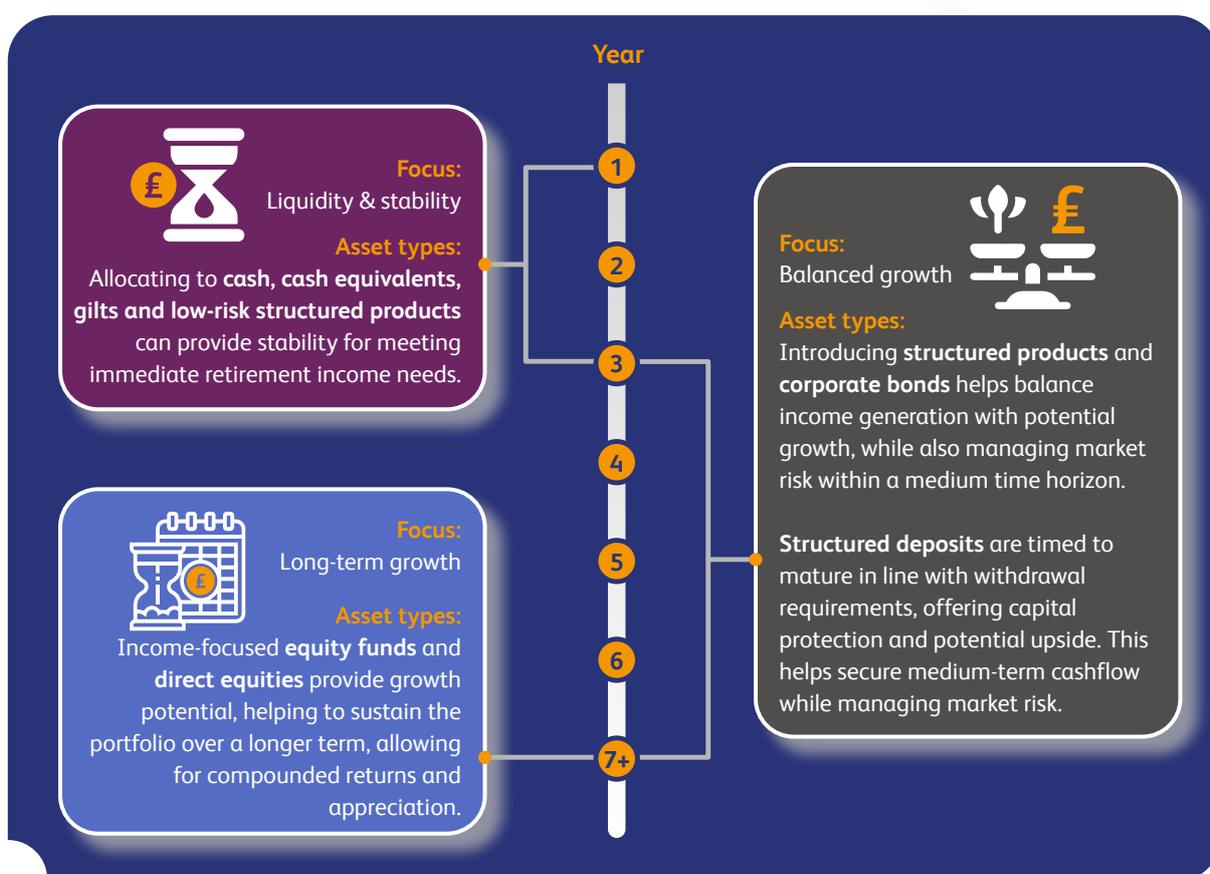
The minimum portfolio size for our decumulation service is £100,000. Setting a clear threshold enables cost-effective, well-diversified portfolios to be constructed to deliver your clients' objectives.

Sterling-denominated focus

Prioritising sterling assets helps reduce currency risk for clients spending predominantly in the UK.

Time horizon-based asset allocation

We align the portfolio with clients' expected income timelines:



Rebalancing

We regularly rebalance the portfolio's time horizon-based allocations to keep the strategy on track. When markets perform well, we lock in gains by shifting profits into short-term holdings, to enable near-term income needs to be met. During downturns, we draw from pre-allocated short-term assets - avoiding the need to sell long-term investments at a loss.

This disciplined approach:

- Keeps the portfolio aligned with the client's needs.
- Reduces the impact of market volatility.
- Supports consistent, sustainable income throughout retirement.

Specialist structured products

As the largest and most active structured product writer in the UK, Walker Crips brings a distinct advantage in designing and managing structured products that aim to:

- Enhance yield potential
- Offer tailored downside protection
- Support income sustainability

These are a key differentiator in managing drawdown risk effectively over time.



Managing risk in retirement

Retirement introduces new risks that require thoughtful mitigation strategies:

Sequencing risk



Poor market returns early in retirement can be damaging when combined with withdrawals. Our tiered portfolio structure helps cushion this risk.

Inflation



We include inflation-hedging assets to protect clients' purchasing power over time.

Longevity risk



With people living longer, we model retirement income needs over extended timeframes, incorporating mortality assumptions and legacy planning.

Currency risk



By focusing on GBP-denominated assets, we limit volatility from foreign exchange movements.

Liability matching

We align investment strategy with each client's real-world income needs - whether that's covering regular living costs, funding school fees for grandchildren or planning future gifting.

By targeting known liabilities with dedicated assets and timelines, we help ensure key expenses are met when needed, giving advisers and clients greater confidence in the sustainability of their retirement plan.



Why partner with Walker Crips?

-  Tailored investment strategies
-  Incorporating market-leading structured products
-  Collaborative support for advisers
-  Ongoing engagement and transparency
-  Decades of experience in risk-adjusted income planning
-  Proven expertise in structured product design



Low-cost investing to support long-term sustainability

Keeping costs low is a key part of our investment philosophy. Lower charges help clients keep more of their returns – supporting income and capital over the long term.

Our Annual Management Charge (AMC) starts at 0.70%, with lower rates for portfolios over £500,000.

Portfolio Ongoing Charges (OCF) typically range from 0.15% – 0.18%, reflecting our focus on efficient, diversified investing.

Lower costs mean more of your client's money stays invested – helping portfolios grow and last longer, even in challenging markets.



How to get started

- Adviser introduction and client consultation
- Review of current portfolio (optional)
- Portfolio design and recommendations
- Seamless onboarding and implementation

Let's work together

If you'd like to explore how our Decumulation Service can complement your advice and help your clients retire with clarity and control, speak to one of our Business Development Managers (BDM) today.

Our BDMs can offer valuable insights into our full range of services, which can be tailored to meet your clients' needs.

Talk to us today about how we can support your clients through retirement



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If you choose to work with us, you will also have access to our dedicated customer support team who will be able to assist you with any client-specific queries at every stage of the process.

Risk warning

The value of any investment and the income from it is not guaranteed and can fall as well as rise, so that you may not realise the amount originally invested. This document has been prepared by Walker Crips Investment Management for customers and/or potential customers who may have an interest in its services for information purposes only.

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