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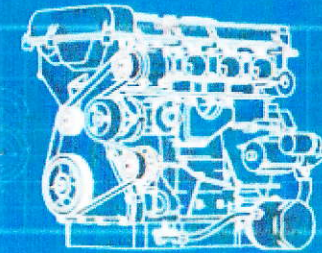
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POWERING THE  
INCOME ENGINE



# CONSISTENT PERFORMERS

‘What are your most consistent income fund picks?’

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estate (one-third) and European Reits (two-thirds), managing the issue of liquidity mismatch: a challenge for income investors in this asset class.

## MARK WILLIAMS

### DIRECTOR, CHARTERIS TREASURY PORTFOLIO MANAGERS



Our investment strategy is to tailor portfolios according to clients' individual aims and objectives. We prefer to deliver capital and income returns predominantly through direct holdings in blue chip shares.

When it comes to delivering sustained income through third-party funds and investment trusts, we have found the Henderson Far East Income fund to be a consistent payer over the long term.

The Finsbury Growth & Income and the Diverse Income investment trusts have also been consistent performers for clients who prefer the investment trust structure rather than direct equity exposure to companies.

## EDWARD GOODCHILD

### FOUNDER, CHAWKER & CO



As a client adviser and charity trustee, the matter of income has always had a high priority within portfolios.

Part of my career was at F&C, so I still have a soft spot for the F&C investment trust, which is a global investor and delivers broad diversification. Nick Train's Finsbury Growth and Income also gets an honourable mention for producing growing income.

In the world of mutual funds, David Horner at the Chelverton UK Equity Income fund has a distinct strategy in small- and medium-sized companies, which is his long-standing expertise. Meanwhile Troy's Trojan Income fund remains a staple choice, with their preference for blue-chip companies as thoughtful investors who take long term views.

An innovative newcomer is Hipgnosis, which invests in the revenue streams from the intellectual property rights of music.