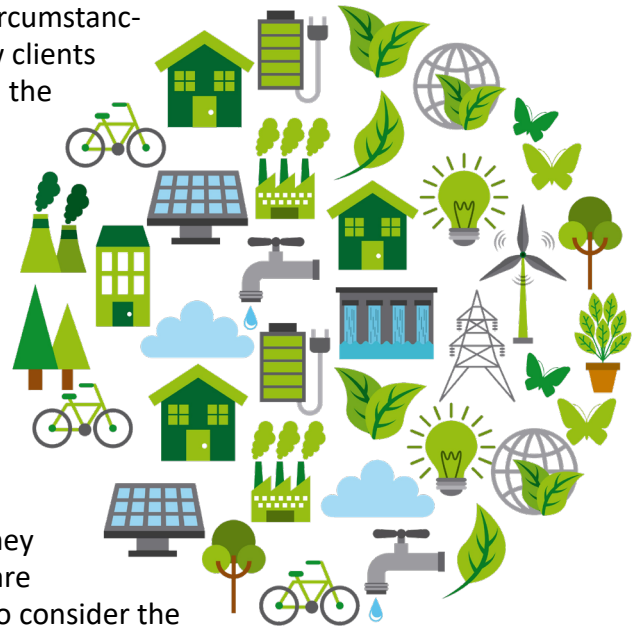


When engaging it is important that we understand your circumstances, as this in turn helps us provide direction. With any new clients we aim to provide an initial report which is in two stages, the first stage is at our cost, this is to ensure we can help, this consists of providing an outline report together with any costs involved in moving to the next stage. Stage two will include further analysis of your circumstances and what will be appropriate for you to consider, a formal report will be issued. To get to this point we need to research the options in relation to what ethical considerations need to be taken into account. We also need to understand your risk tolerance, then together with information relating to your personal circumstances, we will formulate an investment strategy. Within this we will consider the products/investments/pensions and demonstrate how they will accommodate the investment strategy and why they are suitable to your needs and objectives. The process will also consider the costs and charges for each provider for the solution offered.



What are the four stages.....

First Report

There is no cost to you and after assessing your circumstances a report will be issued showing how we can help, together with a summary of the fees involved. If you are in agreement, you can proceed to the next stage.

Second Report - initial fee payable

The initial fees cover the cost of research, preparation and issue of the second report. This report will take several days to be put together and will involve a number of processes to arrive at and provide a solution. We need to have systems to be able to support our process and have a wide range of tools/software in place to undertake this, all this comes at a cost. The second report will provide sufficient information to make a decision, the guide to the cost is shown below. The initial fee is payable if you don't proceed further, if you do, this can be offset against the implementation fee.

Implementation Fee

If you agree with the recommendations contained in the second report the next stage is implementation. This is to cover the administration cost of putting the plan in place and also help cover the cost to the firm in relation to the liability and risk. Regulatory and professional indemnity costs have a direct link to the assets we manage as well as to the type of business added each year. This is all in addition to the full operating cost and staff costs required to manage the business, by adding business we are mindful this increases our cost base.

Ongoing Fees

The ongoing fees relate to what we will provide and what you will have access to going forward. For an agreed fee we will continue to review the plan which will ensure it will remain appropriate. We will review the investment strategy, periodically review the risk and ethical considerations to ensure anything that is in place remains suitable. In addition, the ongoing fee provides you access to an adviser at all times which will help with queries, tax, benefits, cash-flow and projection of how the plan will tie into your objectives. It will include a range of other advantages including bed to ISA transfers, free switching of funds, all administration, management of income on pensions, reclaim of overpaid tax, capital gains calculations and planning, ethical model reviews, pension switching advice and access to our portal to show all investment values. Meetings are also available through a variety of channels.

Our costs

Initial fees - the second report fee

The second report fee is up to £1,500.00*, this will vary and is dependent on the complexity of the case, see below for examples. This fee is payable if you don't decide to proceed to help cover our costs.

Complex cases: These would include inheritance tax solutions and cash-flow planning, switching of pensions between providers and setting up Trusts, investing through VCT's, BR and EIS schemes. It is likely given the amount of time required the full fee would be due in this sample list. *Also see below.

For a bespoke ethical solution: Whether this was fund based or a discretionary fund manager solution, the initial fee is estimated at £1,250.00*.

Less complex cases: These would include setting up investments/pensions within the ethical model portfolios where a general ethical approach is adopted, guide to cost £1,000.00*.

**Full details will be provided in the first report which is provided at our cost to help you reach a decision. For complex cases, if there were more than 2 pension switches, additional costs would be added for additional arrangements.*

Implementation fees - sliding scale

1% of the amount being invested, there is a sliding scale which is dependent on the investment size.

Implementation % sliding scale	Percentage	Maximum cost
The first £250,000	1.00%	£2,500.00
the next £250,000 to £500,000	0.50%	£1,250.00
the next £500,000 to £750,000	0.25%	£625.00
£750,000 and above	0.00%	£0.00

Implementation cost examples. A blended rate will be calculated:

£150,000 investment would be 1%, so £1,500. A £400,000 investment would be £3,250.00, effective rate of 0.8125%. Maximum implementation fee would be on an investment value of £750,000 and above, maximum fee £4,375.00 equating to a percentage implementation fee of 0.583%.

These fees are only payable if you wish us to implement the arrangements and the report fee will be offset. If not, you will be responsible to put these in place yourself. If you put the arrangement in place yourself, it is highly unlikely we will be in a position to manage it thereafter. You will also be charged the initial report fee if you don't proceed.

Potential new clients with existing arrangements who take our ongoing service:

To arrange a servicing fee which will also allow us access to the plan(s) and to align your risk and ethical approach, there is no charge. If this involves using a different provider/arrangement due to limitation of the current one, any associated costs will be discussed before any action is undertaken.

Ongoing fees - sliding scale

This will be based on the amount being managed, typically this starts at 0.75% pa and is calculated on the daily fluctuations of the investment values, this ensures the fee generated is fair to both parties. A sliding scale operates with reduced rates depending on the size of the investment and assets under-management. There is a minimum fee of £600.00 per annum for this service.

Ongoing fee for assets under management	Percentage pa	Maximum cost pa
The first £500,000	0.75%	£3,750.00
the next £500,000 to £1 million	0.50%	£2,500.00
the next £1 million to £1.5 million	0.25%	£1,250.00
the next £1.5 million to £2 million	0.10%	£500.00
£2 million and above	0.00%	£0.00

Maximum fee £8,000. A blended rate will be calculated and applied.

Our costs continued

Ongoing charge examples. A blended rate will be calculated on assets under-management:

- Typically for a £300,000 portfolio the rate will be 0.75% and the cost £2,250.00 per annum.
- For a £900,000 portfolio the rate will be 0.638% and the cost £5,750.00 per annum.
- A £2.2 million portfolio will be 0.363% and a cost of £8,000.00 per annum. The cost is capped so can't increase. If assets were added/withdrawn, increased or fell in value, then this would be reassessed at the review meetings.

Immediate family linking can reduce the overall blended costs, therefore this can be beneficial. The fees expressed as a monetary amount will go up and down with values although the percentage will remain the same. At the annual review points the fees will be revisited to see if any adjustments are necessary, i.e. falling into another band as noted above.

Hourly charges

- | | |
|-------------------------------------|------------------|
| • Adviser rate | £198.00 per hour |
| • Assistant to adviser/para-planner | £132.00 per hour |
| • Administration | £88.00 per hour |

Implementation fees will still apply, if this is something you require to be put in place. An estimated cost will be provided initially and a detailed breakdown will be provided later to show what is due. The fees will be invoiced and may be subject to VAT. If you decided to proceed with advice to implementation, then fees can be offset.

Fixed fees

This will cover anything that may not be covered above or below, subject to agreeing a cost. It is highly likely the fee will be subject to VAT if it does not fall in line with details above. This would need to be evaluated on each individual case.

How do our fees compare

Data available shows our fees are lower than the industry average. Typically you could pay up to a 2-3% initial fee and for an ongoing service, the average is 0.84% with some as high as 1.00% per annum based on the amount under management. The majority of our fees are not subject to VAT, if they are, we will let you know.

Fees will have an impact on the investment returns, however studies also reveal that by deploying the services of a specialist you can cover this additional cost by virtue of active management. This is in addition to other savings you could have in relation to discounts negotiated on fund costs, special terms in place with platform providers and tax savings where advice leads to a positive outcome on saving tax as a result of a strategy.



- **straight-forward ethical financial advice**
- **friendly and approachable**
- **transparent charges**
- **experience and expertise**