

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.

EIC Ongoing service levels

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 have different levels of ongoing service as described below.

Standard ongoing service

Typical Characteristics/Needs:

Investors with basic, or limited planning requirements. Someone beginning retirement or looking for general investment advice, with only 1-2 simple investment wrappers required i.e. ISA, new personal pension. This is a more light-touch approach to investing, for capital growth - model or basic fund proposition. These types of investors may require a platform, but needs could be met in other ways. These investors may have limited or no tax planning requirements. Generally, less than £133,000 to invest.

Annual Charge – 0.75%

Additional charges will apply for services that are not included under the standard service listed in the table within this document. Example charges are shown later under fixed fees.

Enhanced service

Typical Characteristics/Needs:

Investors with more complex needs, requiring additional tax planning such as such as a Bed to ISA, capital gains tax management, tax calculations for investment bonds, additional pension contributions and calculations. They may have more specific ethical requirements for their investment proposition, including 'darker' green, or impact themed funds. These investors may have existing pensions or other investments and wish to have someone assist with managing these. Between £133,000 and £266,000 to invest.

Annual Charge – 0.75%.

Some other charges may apply, such as new product recommendations or more bespoke advice including Inheritance Tax planning, retirement income etc. Examples are shown later under fixed fees.

Bespoke service

Typical Characteristics/Needs:

Investors approaching or in retirement, higher net worth investors or individuals with complex investment or tax requirements. These investors will have existing pensions / investments and may require cash flow planning. Solutions may involve the use of more complex investment products such as AIM portfolios / Business Relief Schemes, Investment Trusts, Legal Trusts, Discretionary Fund Managers, Offshore bonds, Enterprise Investment Schemes (& Seed) etc. Cash flow modelling will be included as part of this service. Assets under Management (AUM) in excess of £266,000 or requires a service which falls into this category.

Annual Charge – Starts at 0.75%, reducing thereafter on tiered scale.

Maximum fee of £8,000 per annum which is capped once £3,000,000 of AUM.

Services included	Standard	Enhanced	Bespoke
Annual Review via phone / video, including, review of investment strategy and risk, overall review of objectives and ethical considerations, update of circumstances & ongoing suitability assessment confirmed within a personalised report.	✓	✓	✓
Maintenance of client file.	✓	✓	✓
Access to client portal – including live valuations and secure document storage facility.	✓	✓	✓
Ongoing access to services over the phone, via email and through the client portal to answer routine requests, administer withdrawals etc.	✓	✓	✓
Charges levied on implementation of further funds to previously advised plans, or a continuation of advice is waived.	✓	✓	✓
Consideration around utilising personal tax allowances, such as pension annual allowance, ISA allowance, Lifetime Allowance, Annual Exempt Amount etc and calculations to support this.	✓	✓	✓
Annual Bed to ISA service, or Bed to Pension (where applicable).	✓	✓	✓
In depth fund review for bespoke propositions, including recommendations and implementation.		✓	✓
Annual Review – in person appointments will be offered periodically (subject to availability).		✓	✓
Charges levied on new product implementation is reduced by a half as part of the enhanced service.		✓	✓
The above charge on new product implementation, will extend to further family investments – i.e., the implementation charge for children will be reduced to half of the typical charge as part of the enhanced service.		✓	✓
In-person meetings would be offered as the standard for annual review meetings – some flexibility on this may be required subject to individual circumstances and preference.			✓
Full cash flow analysis for income, throughout retirement or change in work circumstances. Would also include income strategy including regular withdrawals from investments and associated tax planning.			✓
Estate planning requirements – regular updates and formation of an estate management plan – could also include completion of regular gifting templates etc.			✓
Advice on new investments / full change of circumstances + implementation would be fully included within this service level i.e. not subject to initial / implementation fees going forward.			✓
Provision of advice for immediate family members – subject to limited requirements (children etc).			✓

Our costs**Initial fees - the second report fee**

The second report fee is up to £2,000.00*, 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.

Standard/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 £1,500.00*.

For an enhanced ethical solution: Whether this was fund based or a discretionary fund manager solution, the initial fee is estimated at £1,750.00*.

Bespoke/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 of £2,000.00 would be due in this sample list.

**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 per segment
The first £250,000	1.00%	£2,500.00
the next £250,001 to £500,000	0.50%	£1,250.00
the next £500,001 to £750,000	0.25%	£625.00
£750,001 and above	0.00%	£0.00
	Maximum Fee	£4,375.00

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%. The maximum implementation fee would be on an investment value of £750,001 and above. The report fee would be offset against these amounts.

These fees are only payable if you wish us to implement the arrangements. 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 implementation charge, but there is still a report fee. If this involves using a different provider/arrangement due to limitation of the current one, any associated implementation costs will be discussed before any action is undertaken.

Our costs continued

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. A sliding scale operates with reduced rates depending on the size of the investment and assets under-management. Full details of these service levels are listed in the service included table on the previous page.

Ongoing fee for assets under management	Percentage	Maximum cost pa
The first £300,000	0.75%	£2,250.00
the next £300,001 to £1,000,000	0.50%	£3,500.00
the next £1,000,001 to £1,500,000	0.25%	£1,250.00
the next £1,500,001 to £2,000,000	0.10%	£500.00
£2,000,000 to £3,000,000	0.05%	£500.00
Maximum Fee		£8,000.00

This structure is subject to change at EICs discretion. You will be notified of any changes no less than one month ahead of time.

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 0.583% and the cost £5,250.00 per annum.
- A £3.2 million portfolio will be 0.25% and a cost of £8,000.00 per annum. This is currently our maximum fee. This will be reviewed on a regular basis to take into account inflation, so may increase in the future. 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 tiering charge noted above is calculated against an immediate family group, with children under the age of 18 (i.e., parents & children). It is at the discretion of EIC as to whether to extend this linkage due to any inheritance tax planning undertaken on behalf of a client.

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	£225.00 per hour
Assistant to adviser/para-planner	£150.00 per hour
Administration	£100.00 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 decide to proceed with advice to implementation, then fees can be offset.

Fixed fees

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

Examples of one-off fees that would apply to those clients on the standard or enhanced service who require additional services.

Cash Flow Modelling - £400 (plus VAT)
Inheritance Tax Planning - £400 (plus VAT)
Tax Information Service – £200 (plus VAT)
Long Term Care Funding – £500 (plus VAT)

How do our fees compare

Data available shows our fees are lower than the industry average. Typically, you could pay up to a 1.00 - 1.50% initial fee and for an ongoing service, the average is 0.77% 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**