

# Investment and Wealth Advice schedule of charges

This document should be read in conjunction with the Client Agreement and the Terms & Conditions for our Investment and Wealth Advice service.

The fees you pay depend on the advice you require, the amount you invest and the type of investment.

## Investment advice

When we provide one-off advice we charge an initial one-off advice fee of 0.45% + VAT. This is subject to a maximum fee for any single instance of one-off advice of £20,000 + VAT which totals £24,000.

Portfolio size	Investment portfolio	One-off advice fee excluding VAT	Percentage excluding VAT	One-off advice fee including VAT	Percentage including VAT
£1,000,000	Gilt Portfolio	£4,500	0.45%	£5,400	0.54%

For our investments which are recommended to you as part of our ongoing advice service, we charge an ongoing advice fee which is a blend of the rates shown below. These charges are subject to a minimum of £3,600 + VAT per calendar year.

	Excluding VAT	VAT	Including VAT
On the first £1.25 million	0.60%	0.12%	0.72%
On the next £2.25 million (up to £3.5 million)	0.45%	0.09%	0.54%
On the next £2.5 million (up to £6 million)	0.30%	0.06%	0.36%
On the balance above £6 million	0.15%	0.03%	0.18%
Minimum annual fee	£3,600	£720	£4,320

For example, if you invest £3.5million, our fee is 0.60% on the first £1.25million plus 0.45% on the next £2.25million. This is a blended rate of 0.50% a year so your actual annual fee would be £17,625+VAT = £21,150, which including VAT equates to an effective fee rate of 0.60%.

The following table is an illustration of the charges for different portfolio sizes.

	<b>Annual advice fee excluding VAT</b>	<b>Percentage excluding VAT</b>	<b>Annual advice fee including VAT</b>	<b>Percentage including VAT</b>
£500,000 (minimum annual fee applies)	£3,600	0.72%	£4,320	0.86%
£1,000,000	£6,000	0.60%	£7,200	0.72%
£2,000,000	£10,875	0.54%	£13,050	0.65%
£5,000,000	£22,125	0.44%	£26,550	0.53%

## How we collect our investment advice fees

### Initial advice fee

For initial advice fees, we will agree with you how this will be collected, either directly from your portfolio or invoiced separately.

### Ongoing advice fees

Due to the tiered fee structure, the blended percentage rate you pay each year will change as your portfolio changes in value. We calculate this fee rate on the basis of portfolio values at the end of December and the new rates come into effect at the beginning of April the following year.

We will also recalculate your fee rate if:

- you contribute or withdraw more than £500,000 at any one time during the year; or
- you pay the minimum fee and contribute further funds of more than £50,000.

We will review balances for this purpose at the end of each quarter (other than the fourth quarter) and apply any resulting change three months later.

These fees will normally be collected and paid to us by a third party provider such as an investment manager or platform provider. Different providers will have different methods of collecting our investment advice fees. They may collect our fees monthly or quarterly on the basis of average values over the period or on the basis of month-end or quarter-end values. In addition to our advice fee, any third party provider we recommend will charge a fee. We will provide full details of this fee as part of our advice to you.

### Financial planning

We charge for the work of our financial planning specialists on an hourly-rate basis.

Hourly rate for Tax Adviser	£400	Hourly rate for Paraplanner	£200
Hourly rate for Financial Planner	£300	Hourly rate for Administration Team	£100
Hourly rate for Insurance Specialist	£300		

There may be occasions where we provide advice without implementation of a product and in these instances VAT may apply. We will provide you with an estimate based on our understanding of the complexity of the work and our experience of similar cases. If it takes less time you will be invoiced for the time taken and not the quoted sum. If we become aware of additional complexity that may require more time to resolve, your Private Banker will contact you to discuss a new estimate before additional work is undertaken.

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