

What we do & how we charge

We are a financial planning and investment management business.

This information is designed to tell you:

- What we do and how we do it (our 'services')
- What it's likely to cost and how you can pay us

1. Our Services

We work to establish a clear mutual understanding of your financial needs. Your financial needs are, naturally, related to your non-financial needs and desires – things like where you want to live, how much you want to spend on your lifestyle and how you might want to share your wealth when you pass away. We therefore spend time gathering financial information from you as well as, in simple terms, getting to know you personally. Our objective is to understand your needs and priorities and to advise you on how your finances can best help to address them.

In addition to the financial planning service outlined above we, when appropriate, manage your investments on your behalf. This means that we have, with your permission and within clear parameters, discretion over how your investment portfolio is invested.

We will only commence work once we have agreed with you, in writing, what our services will entail and what we will charge you.

2. Our Advice

We offer independent financial advice which means that we consider the entire available market when assessing the products that we will recommend for you. Whichever product we recommend, it will be recommended on the basis that it is the most appropriate product for your particular circumstances and objectives.

With regards to investments, we will consider a number of factors including how much risk you are prepared to accept, how much of a drop in the value of the investment you could withstand, the cost of the investment and the potential for it to help you achieve your objectives.

Specifically, we advise on investments, ISAs, investment bonds, Enterprise Investment Schemes, Venture Capital Trusts, structured products as well as certain types of pensions and insurance products. If we determine that you require a service that we cannot provide then we will refer you to a regulated firm that can help.

3. Our charges

Our clients have a choice of fee structure.

Option 1: Initial Plan Only

A one-time fixed fee of £2,400 for an initial financial plan. This includes:

- An initial 'fact finding' meeting
- Agreeing your financial goals and objectives including, if appropriate, specific plans for goals such as buying a new home, paying for school fees, your retirement and/or transferring wealth to the next generation
- Establishing your attitude to and understanding of risks
- Reviewing your current plans, investments and other assets
- Undertaking research to identify an appropriate plan for you, including any appropriate insurance policies
- Assessing the potential impact of key events on your plans (this is typically called 'cash flow modelling')
- Providing a personalised report and recommendations
- At least one face-to-face meeting to discuss our recommendations
- Up to three ad-hoc reviews and updates of the financial plan to account for any changes in personal circumstances for a period of twelve months following the initial plan

This fee can be paid either upfront or it may be paid in twelve monthly installments of £200. The client may choose which option they prefer.

Option 2: Initial Plan, Ongoing Advice and Discretionary Investment Management

Your fee is based on the amount of money that we manage for you.

We charge 1% + VAT on the first £1,000,000 of investments we manage for you

We charge 0.50% + VAT on investments valued between £1,000,000 and £5,000,000; and

We charge 0.25% + VAT on investments valued over £5,000,000

This fee is subject to a minimum of £200 per month. Therefore, if the monthly fee payable to Tindle Wealth Management from your investment account is below £200 then we will charge you the difference.

The fee will be taken from the investment account(s) that we manage on your behalf. If a monthly 'top-up' fee is required then this must be paid by bank transfer within 28 days of the invoice being supplied (in practice, a direct debit is usually set up).

Please note there are other costs associated with our investment service; these costs are paid to other service providers like investment funds and 'platform' provider(s) and are outlined in more detail in the Discretionary Investment Management Agreement that we will ask you to sign before commencing the service. Before we take any action on your behalf we will collate all the costs and charges payable by you so that you are able to understand the overall cost of our recommended financial plan. This is referred to as an Aggregated Costs and Charges Statement.

See Appendix A for examples of our charges in practice.

Option 2 includes all the services included in Option 1 and the following:

- Implementation of agreed recommendations
- An annual face-to-face or telephone meeting (your choice) to review your financial plan and investment portfolio.
- Re-assessing the potential impact of key events on your plans (cash flow modelling), if desired.
- A report setting out the results of the review and confirming any changes made.
- Quarterly valuations of your investment portfolio managed by Tindle Wealth Management

Appendix A - Option 2 Fees - Example 1

Option 2: Initial Plan, Ongoing Advice and Investment Management

Annual fees for a client with a pension of £1,000,000 and a general investment account of £1,000,000

Fees to Tindle Wealth Management: £15,000 (1% of £1,000,000 + 0.5% of £1,000,000)

VAT on Fees to Tindle Wealth Management: £3,000 (20% of £15,000)

'Platform' fee to a provider such as Raymond James: £4,250 (0.30% of £500,000 + 0.25% of £500,000 + 0.15% of £1,000,000)

Fees on the investment funds comprising the investment portfolio: £10,000 (0.50%* of £2,000,000)

SIPP Administration Fee payable to a SIPP administrator such as James Hay: £250

Total annual costs of £32,500 (1.625% of £2,000,000) of which £15,000 (0.75% of £2,000,000) is paid to Tindle Wealth Management

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*0.50% is an estimate based on a typical portfolio although this could vary depending on the client's actual portfolio. This estimate excludes performance fees which may be charged by some of the funds if the funds exceed certain performance hurdles. For avoidance of doubt, none of these fees are paid to Tindle Wealth Management.

Appendix B - Option 2 Fees - Example 2

Annual fees for a client with a pension of £150,000 and an ISA of £150,000

Fees to Tindle Wealth Management: £3,000 (1% of £300,000)

VAT on Fees to Tindle Wealth Management: £600 (20% of £3,000)

'Platform' fee to a provider such as Raymond James: £900 (0.30% of £300,000)

Fees on the investment funds comprising the investment portfolio: £1,500 (0.50%* of £300,000)

SIPP Administration Fee payable to a SIPP administrator such as James Hay: £250

Total annual costs of £6,250 (2.08% of £300,000) of which £3,000 (1% of £300,000) is paid to Tindle Wealth Management

*0.50% is an estimate based on a typical portfolio although this could vary depending on the client's actual portfolio. This estimate excludes performance fees which may be charged by some of the funds if the funds exceed certain performance hurdles. For avoidance of doubt, none of the fees due to the investment funds are paid to Tindle Wealth Management.