

FINANCIAL PLANNING

A personal approach to advice



Redmayne
Bentley



SERVICES AND COSTS DISCLOSURE DOCUMENT





FINANCIAL PLANNING A PERSONAL APPROACH

We have been providing investment expertise since 1875 and our priorities remain much as they did when John Redmayne first set foot inside the Stock Exchange. While we may have grown, we are still resolutely focused on what we do best, providing a first-class service for our clients.

Our purpose is a simple one, to help our clients achieve financial prosperity and security.

THE LIFE YOU WANT TO LEAD AND THE PEOPLE YOU WANT TO PROVIDE FOR

Family, fun and future: whatever is most important to you, your family and the things which give you enjoyment are likely to be amongst them.





THE FUTURE WE CAN HELP YOU PREPARE FOR

Our Financial Planners understand that your priorities and plans for the future are as individual as you and these pillars of your life should remain the central focus of your financial planning.



CENTERED AROUND YOU

Many aspects of financial planning are co-dependent and should not be considered in isolation. Focusing on you means that together we can build a financial plan that supports your needs.

The younger we are the more invincible we feel. While it is true that we often bounce back quicker in our youth, having a backup plan is the foundation of good financial planning.



**Protecting
your income,
lifestyle and
loved ones**


Estate planning, at its essence, is the art of passing your assets to the right people, at the right time, in the right way.

We can assist you in creating a comprehensive plan, to mitigate against Inheritance Tax and ensure your loved ones are taken care of.



**Planning
for future
generations**





Structuring your investments to maximise their potential



Ensuring your investments align to your risk appetite, preferred approach and investment objectives, your Financial Planner will construct a plan to maximise their potential, taking into account the tax efficient investments available to you.



Providing for your retirement



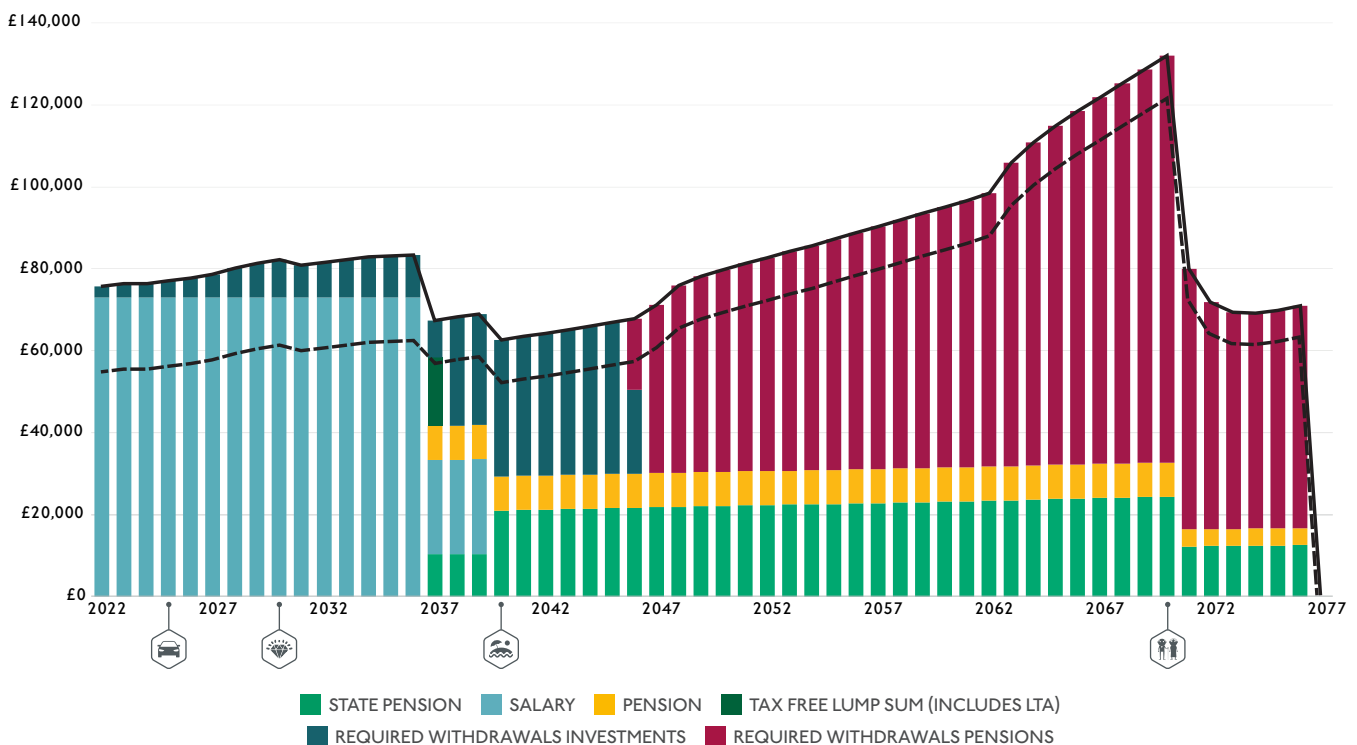
When you choose to stop working and what you do with your time thereafter is a matter of personal preference and affordability. We will help you work towards reaching your unique goals, reviewing your existing pensions or investments. Planning as far in advance as you can helps to produce the right outcome later on.

PLAN FOR YOUR FUTURE, ENJOY TODAY

LIFETIME CASH-FLOW MODELLING

Bringing your financial situation to life with cash-flow modelling can provide reassurance that your plans are affordable and on track, or give you time to adjust or adapt to mitigate potential shortfalls in the future.

Your hopes and dreams for you and your family can all be mapped out and illustrated as shown below, to demonstrate any shortfalls that may arise.





This framework provides the integral foundation, underpinning your financial planning, from which we build your financial strategy to help you achieve what you want from life. Regular reviews with your Financial Planner will reassure you that things remain on track.

FINANCIAL PLANNING PROCESS





ENGAGEMENT

This is all about you and the people and things that are important to you; what you want, don't want, your needs, hopes, goals and fears.

DISCOVERY

Our factfinding process involves establishing your current financial position including your income, expenditure, pensions, investments, policies and plans, assets and liabilities. We need to understand your objectives, knowledge, past experience, your views, comfort and approach to risk as our advice is based upon this information.

ANALYSIS AND RESEARCH

Behind the scenes your Financial Planning team are working hard. We fully evaluate the information provided to us and assess your current policies and plans, approaching your existing providers where permission has been granted to fill in any gaps. Through rigorous research and analysis, we will create a plan of action for you, incorporating a cashflow forecast to knit everything together where this adds value.

RECOMMENDATIONS

When we have a suitable plan we will present our recommendations to you in the form of a detailed written report, giving our rationale

for our recommendations detailing the benefits to you as well as disclosing any risks and the costs involved.

We will answer any questions and ascertain your views regarding the plan, so that we can agree together how best to proceed.

IMPLEMENTATION

When we have agreed a course of action we will put in place any changes. This can take several weeks, however, your Financial Planning team will keep you informed as progress is made and we will let you know if and when you need to take action, so you can simply get on with enjoying life and not be concerned about administration.

REVIEW

Change is certain and on its own timeline, so reviewing your plans on a regular (at least annual) basis to keep everything on track is an important part of the planning journey.

When change happens between meetings, please contact your Financial Planner. We will sit down together and ensure everything is still heading in the right direction as your future evolves.

OUR APPROACH TO YOUR ADVICE

OUR PROPOSITION

We have carefully selected a broad range of providers from across the market whom we know and trust and whose products enable us to enhance our offering and service to our clients.

We provide impartial advice on all the aspects of financial planning, creating holistic outcomes for our clients. There are some areas we do not provide advice on, for example, defined benefit pension transfers.

We will review and advise upon any existing services and products you already hold. Where it is the right outcome for you, we will recommend that these are retained and will continue to provide advice on them as part of your overall strategy.

This, coupled with our own established Redmayne Bentley products and investment management services where suitable, means we would describe our offering as Restricted.





VULNERABILITY OR DIFFICULTY ACCESSING OUR SERVICES

It's hard, if not impossible, to really understand what it is like living with a vulnerability or difficulty unless you experience it. There are also times in life when we are all vulnerable, such as when broader circumstances or lifestyle changes occur. We recognise the compounded effect a lack of understanding and consideration from the world around you can have.

Whether you want someone that you trust to attend meetings with you; find documents easier to read in a different format; want something explained in a different way; flexibility on how or where we hold our meetings or something else, please let us know. We will do our best to assist.



OUR FINANCIAL PLANNING SERVICE COSTS AND CHARGES

INITIAL ENGAGEMENT MEETING

Our first discussion is always free for you. We believe it is important that you have the opportunity to get to know your Financial Planner prior to committing and it is equally important that we are able to identify how we can add value to your circumstances before you commit. For these reasons, we bear the cost of this meeting.

FULL FINANCIAL PLANNING AND ONGOING SERVICE

This is the most appropriate service in most instances and incorporates both the initial advice and ongoing reviews with your Financial Planner. These annual touch points ensure your planning remains on track as circumstances, legislation and markets change.

The cost of this service is split into two elements: an initial advice fee of 0.50% based on the total value of your initial investment amount and ongoing service fees of 0.50% per annum (typically paid quarterly in arrears) on the value of all your investments under review. Both the initial advice and ongoing service fees are subject to a minimum cost of £2,500.

You may exclude investments from our review process, but please note we will not provide advice on their suitability or compatibility with your other holdings or objectives.

DEMONSTRATION OF COST

Please see below for an example of charges based on an initial investment of £250,000 and an initial investment of £750,000. The tables demonstrate the overall costs that would apply both with and without VAT being applied:

INITIAL INVESTMENT OF £250,000	COSTS & CHARGES	0.50% INITIAL & 0.50% ONGOING		0.50% + VAT INITIAL & 0.50% + VAT ONGOING	
		PERCENTAGE	AMOUNT	PERCENTAGE	AMOUNT
		INITIAL ADVICE FEE	1.00%	£2,500	1.20%
ONGOING SERVICE FEE PER ANNUM	1.00%	£2,500	1.20%	£3,000	

INITIAL INVESTMENT OF £750,000	COSTS & CHARGES	0.50% INITIAL & 0.50% ONGOING		0.50% + VAT INITIAL & 0.50% + VAT ONGOING	
		PERCENTAGE	AMOUNT	PERCENTAGE	AMOUNT
		INITIAL ADVICE FEE	0.50%	£3,750	0.60%
ONGOING SERVICE FEE PER ANNUM	0.50%	£3,750	0.60%	£4,500	

LIMITED FINANCIAL PLANNING SERVICE

In some limited circumstances you may wish to opt for a single advice piece without further reviews. For this service we charge:

An initial advice fee of 1.00% based on the total value of your investment (subject to a minimum threshold of £5,000), with no additional ongoing service provided or fees applicable.

Advice costs may be subject to VAT, which we will confirm in our report to you.

DEMONSTRATION OF COST

Please see below for an example of fees based on an initial investment of £250,000 and an initial investment of £750,000.

The tables demonstrate the advice fees that would apply both with and without VAT being applied.

INITIAL INVESTMENT OF £250,000	COSTS & CHARGES	1.00% INITIAL & NO ONGOING		1.00% + VAT INITIAL & NO ONGOING	
		PERCENTAGE	AMOUNT	PERCENTAGE	AMOUNT
		INITIAL ADVICE FEE	2.00%	£5,000	2.40%
NO ONGOING SERVICE PROVIDED OR CHARGED	N/A	N/A	N/A	N/A	

INITIAL INVESTMENT OF £750,000	COSTS & CHARGES	1.00% INITIAL & NO ONGOING		1.00% + VAT INITIAL & NO ONGOING	
		PERCENTAGE	AMOUNT	PERCENTAGE	AMOUNT
		INITIAL ADVICE FEE	1.00%	£7,500	1.20%
NO ONGOING SERVICE PROVIDED OR CHARGED	N/A	N/A	N/A	N/A	



COSTS AND CHARGES

PAYMENT OPTIONS

You have two options on how to meet our costs.

- You can pay us directly via bank transfer, debit card or cheque (unfortunately, we cannot accept payments by cash).
- You can opt for the product provider, platform or Discretionary Fund Manager to pay us from the money you invest or an associated cash account.

The second option may be more convenient, but it does not mean that our services are free. The deductions will reduce the amount left for investment and the associated benefits, taxation-related or otherwise.

Not all products can facilitate payment of fees with this option.

Where we recommend that you take out a regular contribution product and you wish to have the provider pay the charges from the product, we will split the charges over a 12-month period, where possible.

In some limited circumstances (for protection planning only) we may receive commission from a product provider in relation to an insurance product we have arranged for you. The amount of commission is a percentage of the total annual premium, and we will confirm the amount before we carry out business for you.

OTHER CHARGES

Depending on the services we provide, there may be costs and charges (including taxes), not charged by us, but related to the financial products we arrange for you. These charges may be one-off charges (payable upfront) or charges payable on an ongoing basis. For example:

- Your Redmayne Bentley investment management service costs will remain unaffected by this agreement and will continue according to your agreement with your Investment Manager for the relevant level of service.
- Service costs: If your investments are held on an external platform (an online investment administration service) or held with a Discretionary Fund Manager (DFM), the platform provider/DFM will make a charge for administering/managing your investments.
- Investment costs: These are the costs relating to the construction of your portfolio and the management of your investments – for example, fees charged by the investment fund manager, or costs relating to investment transactions.
- We will always disclose any third-party costs as part of our recommendations so you are fully informed.



- Our **initial charges** are payable once we've completed our agreed work and must be settled within 28 business days.
- If you are paying our initial charges by instalment (only applies when you have taken out a regular contribution contract) it is important that you make payments as agreed.
- Any shortfall in fees will be invoiced separately.
- Please note that should the ongoing service fee payment cease, we will take this as an instruction from you that you no longer wish to retain us for Financial Planning advice. In such an event, we will write to you to confirm that our service has been terminated, any fees outstanding and that the risk for suitability of advice transfers from us to you.
- Where we receive commission from a provider for implementing an insurance product, this will typically be offset against the charges you owe us for our services. If the commission payment relates to a regular contribution policy and you stop paying premiums on that policy, we may be obliged to refund the commission received back to the policy provider. In such cases, we reserve the right to request the full payment of any outstanding balance of charges for our services.
- Any products we have arranged for you will only be kept under review as part of an ongoing service for which have agreed to pay. Our ongoing services are optional, but if you agree to purchase an ongoing service, unless otherwise agreed, the ongoing service will be provided as a follow up to the initial service.
- Our charges for ongoing services will start at the point of implementation of our advice. Our charges are payable within 28 business days of the end of the relevant period.
- Where our charges are based on a percentage of your investments, the amount of our ongoing charges may increase as the size of your fund grows.



THE PRODUCTS AND SERVICES WE OFFER:

- Open-Ended Investment Companies
- Discretionary Fund Management
- Term Assurance
- Unit Trusts
- Enterprise Investment Scheme
- Critical Illness Cover
- ISAs
- Venture Capital Trusts
- Income Protection
- Investment Bonds
- Pensions
- Whole of Life Insurance
- Annuities
- Trusts
- Phased Retirement and Income Drawdown
- Long-Term Care Advice
- Inheritance Tax mitigation
- AIM portfolio
- JISAs

Please note that this brochure is for information only and does not constitute a recommendation or financial advice. The value of investments and any income derived from them may go down as well as up and you could get back less than you invested. Please note that tax treatment depends on the specific circumstances of each individual and may be subject to change in the future.



Start planning for your future today

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