



AETAS WEALTH



Costs & Charges

About Our Services and Scope of Advice

We offer **independent** investment advice. This means that we consider a wide range of financial strategies and products. We are constantly reviewing the market to ensure that the services and products we offer are appropriate for our clients.

Where we recommend particular investment strategies and products to you, these will be selected based on your personal circumstances, financial goals and objectives. We'll consider a number of factors, including the services you need, the cost of investing, how much risk you are prepared to accept in an investment product and how much of a drop in its value you could withstand.

The areas we can advise on include:

- Open ended investment companies
- Phased retirement & income drawdown
- Structured products, incl. structured deposits
- Individual Savings Account
- Critical illness cover
- Pensions
- Exchange traded funds
- Investment trusts
- Enterprise investment scheme
- Unit trusts
- Term assurance
- Venture capital trusts
- Investment bonds
- Income protection
- Annuities

We don't provide advice in relation to individual share holdings. If this is something you need assistance with, we can refer you to a stockbroker.

We don't provide advice on options, futures and other derivative contracts as we believe that these are unlikely to be suitable for our clients.

For protection advice

Where we provide protection planning services we are an insurance intermediary and will provide advice which is based on a fair and personal analysis of the market.

Initial Advice and Charges

Our service proposition incorporates a number of potential stages:

- Initial consultation.
- Full financial review and recommendation.
- Contract arrangement and implementation.
- Ongoing reviews and changes to existing investments.

With the exception of your initial consultation, all these stages are chargeable. We charge for our services by way of a fee. These fees are based on a percentage of the amount you invest, or by an agreed fixed fee.

Initial consultation

We will provide you with an initial consultation to help us to understand your financial aims and objectives. We will confirm how we can support you in working towards these.

This will include:

- Gathering information about your existing financial arrangements and full personal circumstances.
- Understanding of your investment knowledge and attitude and tolerance towards investment risk.

Initial consultation is free of charge.

Full Financial Review & Recommendation

This can be a continuation from the initial discussion, where agreed, or a further appointment. This will include:

- Preparation of our recommendations to you.
- An investment recommendation which matches your risk profile and the subsequent assessment and suitability of any existing holdings.
- Arranging a further appointment if required to explain and discuss our recommendations in detail.

Our advice will be based on the information that you give. It is important that you provide us with accurate and up to date information when we request details about your circumstances and objectives. This will allow us to provide you with suitable advice. If the information you provide is inaccurate or you limit the information provided, this could affect the suitability of the advice we give.

Our charge for this service is a minimum of £995 payable on provision of the report containing our recommendations (this charge is only applicable to a client onboarding with an adviser for the first time).

This fee will be waived wholly or in part should you decide to implement any of our recommendations (please see the next section below).

Contract Arrangement

Should you instruct us to proceed with any of our recommendations we will act for you in these ways:

- Handle all fund and contract administration on your behalf.
- Provide regular updates to keep you informed of progress.
- Ensure all your documents are issued in line with your expectations.
- Provide confirmation of all actions taken on your behalf in writing.

Fee Structure

The fee structure for the investment is tiered based on the total amount invested, encompassing both existing and new investments. The charges are applied as follows:

1. 3% on the new investment amount up to £249,999:

A fee of 3% is applied to the portion of the investment up to £249,999.99. Please see below for an example.

2. 2% on the new investment amount between £250,000 and £499,999:

A fee of 2% is applied to the portion of the investment that falls between £250,000 and £499,999. Please see below for an example.

3. 1% on the new investment amount over £500,000:

A fee of 1% is applied to any portion of the investment that exceeds £500,000. Please see below for an example.

This tiered fee structure ensures that charges decrease as the total investment amount increases, providing a cost-effective approach for managing larger investments.

Any initial fee will be detailed in our client declaration and suitability report, this will be presented and agreed with you before any recommendation is implemented.

Example of a £200,000 New Investment

Investment		£0 - £249,999	£250,000 - £499,999	£500,000 +	Total Initial Fee
		3%	2%	1%	
Current investment holdings with us are £0	Amount of new investment to be charged	£200,000	£0.00	£0.00	£6,000
	Monetary amount charged	£6,000	£0.00	£0.00	
Current investment holdings with us are £100,000	Amount of new investment to be charged	£150,000	£50,000	£0.00	£5,500
	Monetary amount charged	£4,500	£1,000	£0.00	
Current investment holdings with us are £400,000	Amount of new investment to be charged	£0.00	£100,000	£100,000	£3,000
	Monetary amount charged	£0.00	£2,000	£1,000	

Payment options

Initial charges can be paid in a number of ways:

- Cheque, card or electronic transfer (unfortunately, we cannot accept payments by cash).
- Payment via deductions from the financial product(s) you invest in or (if relevant) deductions from the amount invested with a discretionary fund manager (DFM). Most product providers / DFMs offer this facility but using it will reduce the amount you have left to invest and may, depending on your circumstances, have other consequences (we'll discuss this with you beforehand).
- For investments held on a platform (an online investment administration service) you may choose to pay our charges out of the funds held in the platform cash account, although it's important to maintain sufficient funds in the account to cover our charges as they become payable.

Where you are a new client with us where we receive such a payment we will waive our 'financial review and recommendation' fee by the same amount. An example of this would be if your initial fee is £1,000 there will be no further fee payable.

However, if your initial fee is £300, then an additional fee of £695 will be payable on implementation.

Where you are a client already managed by Aetas Wealth, the 'financial review and recommendation' fee is waived whatever the initial fee amount. This is due to the ongoing work carried out on your financial planning. Using the same example above if your initial fee was £300 there would be no further initial charge payable on implementation.

These scenarios are the same for lump sum investments, switches and regular premium recommendations.

***All fees are rounded to the nearest £**

Regular Premium Only recommendations (where no lump sum or transfer recommendation is included) You can pay this directly on commencement of the contract or via the recommended provider being deducted from your monthly contributions.

If, as a result of our recommendations, you take out a regular contribution product where investments are made on a monthly, quarterly or annual basis, it may be possible to have our initial charges deducted from the product in instalments (where the provider is able to offer this facility). In such cases, our normal approach will be for the payment to be spread over a maximum of 4 months. Here's an example to show how this could work based on a £100 per month policy:

- The initial charge for our service would be calculated on 25% of the first year's premium.
- In the above example the annual premium would be £1,200, and the 25% initial fee is £300.
- The monthly charge over 4 months is £300 divided by 4 = £75 per month. This amount will be taken out of the £100 premium each month for the first 4 months.

Should you decide to pay this charge through your contract and payments to the contract subsequently cease, we will calculate the total payments received to date and charge you the balance against the 'financial review and recommendation' fee.

Protection

Our advised protection planning services are suitable if you are looking for the best way to protect you, your family or your business through products such as critical illness cover, health insurance and life cover. We advise on non-investment protection products e.g. term assurance, income protection and critical illness from a range of insurers.

Where we are paid by commission, we will tell you the amount before we carry out any business for you. Although you may pay nothing to us up front that does not mean that our service is free. You still pay us indirectly through deductions from the amount you pay into your protection product. Where relevant, we will provide details of the maximum amount that we could reclaim from you and the timescale in which we could do so, within our suitability report.

Service options & ongoing costs

Your financial objectives may change over time due to changes in your lifestyle or circumstances. We believe it is essential for regular, annual reviews to be undertaken to ensure that your portfolio continues to meet your lifestyle and investment objectives. Our ongoing review and management service offers:

- Structured reviews to give you peace of mind.
- Assessment of your current circumstances and any changes to your plans that are needed.
- Regular updates and information regarding your holdings.
- A choice of differing levels of support depending on your needs.
- Ongoing support with correspondence and administration issues.

We offer five levels of service: **Bespoke, Wealth Management+, Wealth Management, Financial Planning and Financial Planning Lite.**

We recognise that not all clients have the same service requirements, therefore you are free to choose the level of service that best suits your needs.

The service level selected does not impact the way we advise you on any new business transactions. It does, however, impact on the scope and frequency of financial reviews and valuations.

Planning

Service Options & Costs

	Bespoke	Wealth Management +	Wealth Management	Financial Planning	Financial Planning Lite
	Post Retirement Mandatory Reviews				
Annual Cost (capped at minimum fees of next band service level)	1%**	1%	1%	1%	1%
Financial Review Reports	2 per year	2 per year	2 per year	1 per year	X
Financial Planning Meetings	Unlimited Financial Planning Meetings	2 Financial Planning Meetings annually – min of 2 Face to Face Meetings	1 Financial Planning Meeting annually – min of 1 Face to Face Meeting	1 Financial Planning Meeting	You will receive annual contact to assess your current situation and any relevant changes.
Dedicated Adviser Support	You will have access to a dedicated Adviser and their support team	You will have access to a dedicated Adviser and their support team	You will have access to a dedicated Adviser and their support team	Mail/telephone access to Adviser	You will be contacted by our central client support team and work with an available adviser when required
Methods of Review	Unlimited Face to Face Meetings, telephone and postal updates	Multiple Face to Face Meetings, telephone and postal updates	Minimum 1 Face to Face Meeting, telephone and postal updates	Face to Face Meeting if required, telephone and postal updates	Postal updates, email, telephone and video call
Minimum Annual Income to Aetas	£12,500	£7,500	£2,500	£500	£100

* If you are currently drawing income from your pension provisions you will need to have a minimum of Financial Planning service level.

** Due to the nature of flexibility of this service level this fee may be less than the quoted 1% dependent on the services you will be utilising.

Face to Face meetings can be in person or video calls dependent on your preference.

Client Maintenance

	Bespoke	Wealth Management +	Wealth Management	Financial Planning	Financial Planning Lite
Fund Switches	✓	✓	✓	✓	✓
Bed & ISA	✓	✓	✓	✓	✓
Withdrawals	✓	✓	✓	✓	✓
Top Ups up to Annual ISA Allowance	✓	✓	✓	✗	✗
Top Ups up to Annual Pension Allowance	✓	✓	✗	✗	✗
Small Value Transfers/ Investments (£50k and under)	✓	✗	✗	✗	✗

Additional Services

	Bespoke	Wealth Management +	Wealth Management	Financial Planning	Financial Planning Lite
Family Tax and Legacy Planning Review (whole family)	✓	✗	✗	✗	✗
Full Cashflow Planning and Presentation	Mandatory for all Post-retirement Clients				✗
Access to Adviser Support (acknowledgment within)	✓ (Response within 48hrs)	✓ (Response within 48hrs)	✓ (Response within 48hrs)	✓ (Response within 48hrs)	Centralised Adviser Support
Group Company Referrals to aid with Mortgage, Estate Planning, Accountancy Advice	✓ (Some services included up to £1,000)	✓ (Some services included up to £500)	✓	✓	✓
Adhoc Advice included	✓	✓	✓	✓	✗
Access to Client Portal	✓	✓	✓	✓	✓
Monthly Newsletter	✓	✓	✓	✓	✗
Quarterly Market Updates	✓	✓	✓	✗	✗
Onboarding Process	✓	✓	✓	✓	✓
Advice Implementation Process	✓ (Weekly Updates)	✓ (Regular Updates)	✓ (Regular Updates)	✓ (Regular Updates)	Direct Provider Updates only
Access to Investment Partners	✓ (Meetings with Fund Managers)	✓ (Reporting from Analysts)	✗	✗	✗

Investment Solutions

	Bespoke	Wealth Management +	Wealth Management	Financial Planning	Financial Planning Lite
Access to Actively Managed Model Portfolio Service Options	✓	✓	✓	✓	✗
Access to Low Cost Passive Investment Solutions	✓	✓	✓	✓	✓
Access to Tax Planning Investment Solutions	✓	✓	✓	✗	✗
Access to Bespoke Built Investment Portfolios	✓	✓	✗	✗	✗

Examples of Ongoing Service Charges

Payment options

Ongoing charges can be paid in a number of ways:

1. A regular fee, paid by standing order.
2. By deduction from your investment(s) on a monthly, quarterly, six-monthly or annual basis, where the product / platform provider or DFM is able to offer this facility.
3. For investments held on a platform (an online investment administration service) you may choose to pay our charges out of the funds held in the platform cash account, although it's important to maintain sufficient funds in the account to cover our charges as they become payable.

Below is an example of your ongoing charges

Bespoke Service Level – this service level has a minimum fee of £12,500 per annum. Based on the flexibility and unlimited financial review offerings, the adviser will agree a maximum fee structure with the client.

Wealth Management plus Service Level – this service level has a minimum fee of £7,500 per annum and is capped at £12,500. An example of this would be if your investments are valued at £800,000 and you selected this service, the total fee payable would be 1% per annum which equates to a total of £8,000.

Wealth Management Service Level – this service level has a minimum of £2,500 per annum and is capped at £7,500. An example of this would be if your investments are valued at £500,000 and you selected this service, the total fee payable would be 1% per annum which equates to a total of £5,000.

Financial Planning Service Level – this service level has a minimum of £500 per annum and is capped at £2,500. An example of this would be if your investments are valued at £100,000 and you selected this service, the total fee payable would be 1% per annum which equates to a total of £1,000.

Financial Planning Lite Service Level – this service level has a minimum of £100 per annum and is capped at £500. An example of this would be if your investments are valued at £40,000 and you selected this service, the total fee payable would be 1% per annum which equates to a total of £400.

Please note that where the value of your investment rises, the fees received by us will increase. Conversely, if the value of your investment falls, the fees received by us will decrease.

If we need to change your charging structure at any point you will given fair notice of this fact and the opportunity to decide whether to continue with the revised level of charges.

If you opt for the Transactional Service level and would like to utilise any of the services detailed above then you will be charged an adhoc fee which will be based on an hourly rate which dependent on the adviser could range from £100 - £200 per hour and £50 per hour for client support involvement. Please ask your adviser to provide further details before carrying out the work.

Ongoing Services Agreed

	Name of Ongoing Services	Tick to confirm	Details of agreed fee Any payments subject to VAT will be shown below Include the total amount payable (and regular payment amount if appropriate). Confirm when and how fees will be taken.
Client 1			
Client 2			

Declaration

I/We acknowledge that the client agreement will come into effect once it has been signed by all parties and will remain in force until terminated.

This agreement is governed, and shall be interpreted in accordance with English law and both parties shall submit to the exclusive jurisdiction of the English courts.

Date of issue

Client 1

Client name

Client signature

Date

Client 2

Client name

Client signature

Date

Signed on behalf of

Enter Firm Name

Adviser name

Adviser signature

Date

