

Vintage Financial Services Ltd

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Investment Service Proposition

This document outlines our ongoing investment services and the fees for them. We will ask you to complete our Investment Engagement Form to agree our initial fees and ongoing fees.

Three Levels of Ongoing Service

We have 3 levels of ongoing service

1. Customer Service
2. Financial Advice Client Service
3. Wealth Management Client Service

We will recommend a service level and whatever level you choose will always recommend that you review your financial plans regularly. Ultimately though the choice of service level you receive is your choice.

The Customer Service

People who wish to use our Customer Service generally fall into two categories: The first are those people who have a very specific idea of what they would like us to do for them. These people generally speaking are very involved in their own finances and have a high degree of knowledge and competency in dealing with their own financial affairs. They do however, recognise their limitations in this knowledge and so require specific help from us to cover specific areas. These people tend to elect to have our Customer Service because they wanted to put a single arrangement in place. Once these plans are in place they may require no further assistance. The second group of people who like the Customer Service are those people whose affairs are relatively simple and uncomplicated; therefore, it is easy to put basic plans in place to achieve their requirements. As these plans are relatively simple they do not necessarily want them monitored annually.

Our recommendation is that whatever service level you elect to have that you have regular reviews. The Customer Service is designed for those people who are generally happy to contact us when they require a review. Once we have put the requested plans in place, we will usually monitor or update them when requested to do so. Customer Service users are able to come back to us at any point in the future should they require further advice and they would be charged based on the advice required. However, in special circumstances we would contact those who have elected to use our Customer Service if we felt that there were significant changes that they should be made aware of.

Financial Advice Client Service

People who elect to have the Financial Advice Client Service generally have circumstances that are both more complicated and involved than those who elect to have the Customer Service and are more likely to require structured on-going advice and monitoring. They may well have the knowledge and experience to deal with their own personal circumstances but feel that these affairs are best monitored by a professional and will in general require annual reviews.

Consequently if you elect to have the Financial Advice Client service you will receive an annual review. We will forward you the review together with our recommended changes and amendments. Once we receive your approval the recommendations will be put into place. We do not operate a discretionary service, and so always require your approval in this way before making recommended changes.

Wealth Management Client Service

The Wealth Management Client Service is very different from the Customer Service and more involved than the Financial Advice Client Service. With the Wealth Management Client Service your affairs will be closely monitored to ensure that they meet your requirements. The monitoring goes further than simply reviewing the investments that you have made. Most financial plans are affected not just by market changes but also by changes in

legislation, taxation and regulation. We therefore, monitor and review these areas in line with arrangements that we have put in place for you. As the changes affect your financial plans we will work with you to ensure that your plans are updated to achieve your requirements and goals.

Instead of reviewing your portfolio annually, we will review the portfolio quarterly, and recommend changes as required providing you with a copy of the review together with recommendations of required changes. After obtaining your approval we will then make the recommended changes. If there are not any changes we will not contact you. We do not operate a discretionary service, and so always require your approval in this way before making changes to a portfolio.

If you feel that you need to meet with us at any time, you can contact us to arrange a meeting. However, your pension will be reviewed with you annually. This way you will always be 100% on top of your pension and retirement arrangements.

With the Wealth Management Client Service you will receive priority for work that is to be done. In the case of managing investment portfolios, this is clearly an advantage during a time of volatile markets. It is also an advantage in the event of taxation changes that may necessitate changes to your portfolio and financial plans under a very short time scale.

Ongoing Service Fees

The fees below are ongoing service fees only our initial advice fees are outlined in our Client Agreement.

Common Maintenance Fee All Levels Of Service

Our common Service fee is 0.5% per annum and is based on the value of your investment(s) and is paid pro-rata in arrears. This fee is usually taken directly from your investments unless you elect to pay us directly.

Example:

If the value of your investment(s) totaled £30,000 our yearly fees would be £150. The amount you pay will fluctuate with the value of your investment; if your investment increases in value the amount you pay us will also increase and if your investment falls in value the amount you pay us will reduce. Any change to the level of services throughout this agreement will result in pro-rata charge being applied.

Individual Service Levels Fees

These fees are charged in addition to the 0.5% maintenance fee.

Customer Service Financial Advice and Investment Review Fee

Investment Reviews are by post

Face to face reviews are by request and are charged at £317.00;

This fee is usually taken directly from your investments unless you elect to pay us directly.

Financial Advice Client Service and Investment Review Fee

Annual Investment Review charged at £187.00 per annual review

This fee is usually taken directly from your investments unless you elect to pay us directly.

Wealth Management Client Service and Investment Review Fee

Quarterly Investment Review charged at £22.97 monthly

This fee is usually taken directly from your investments unless you elect to pay us directly.

Investment Reviews

An investment review is a review of the funds we manage for you: We will:

- Revisit your risk profile
- Adjust your asset allocation
- Select your funds
- Rebalance your portfolio
- Provide a valuation
- Provide a growth assessment