

## Fee Chart

**Table 1 • Report Fees**

(Note - If more than one area of advice is required, fee will be negotiable)

| Investment Advice                             | Report Fee       |  | Pension Advice                             | Report Fee  |  | Protection Advice + Other   | Report Fee                                   |
|---|------------------|--|--|---|--|-----------------------------|--|
| ISA/Unit Trust/OEIC                           | £350 Each        |  | Stakeholder/Personal Pension               | £300 Each   |  | Term Assurance              | £150   |
| ISA transfer                                  | £300 each        |  | SIPP/SASS without property purchase        | £550 Each   |  | Whole of Life plans         | £225   |
| UK Investment Bond / Offshore Investment Bond | £280 / £350 each |  | SIPP/SASS with property purchase           | £1,050 Each   |  | Income Protection           | £225 Each                                    |
| Structured Investments                        | £250 each        |  | USP/ASP (income drawdown)                  | £900 each   |  | Holistic Financial Planning | £750 Min<br>£1,400 Max subject to complexity |
| Structured Deposits                           | £250 each        |  | Non Occupational Pension Transfers         | £650  |  | Tailored IHT Planning       | £750 Min<br>£1,400 Max subject to complexity |
|   |                  |  | Annuity Purchase with existing Life Office | £400  |  |                             |  |
|   |                  |  | Annuity Open Market Option                 | £500  |  |                             |  |
|   |                  |  | Enhanced Life Annuity                      | £650  |  |                             |  |
|   |                  |  | Group Schemes                              | On case by case basis (min £500) plus £100 per employee |  |                             |  |

**Table 2 • Fees per Product**

| <b>Investment Advice</b>         | <b>Fee</b>                               |  | <b>Pension Advice</b>  | <b>Fee</b>                   |  | <b>Protection Advice &amp; Other</b> | <b>Fee</b>   |                              |
|----------------------------------|--|--|--|------------------------------|--|--------------------------------------|--------------|------------------------------|
| ISA/Unit Trust/OEIC              | Up to £75,000<br>2.5%                    |  | Stakeholder/Personal Pension   | Up to £50,000<br>2.5%        |  | Term Assurance                       | £150         |                              |
|                                  | £75,001 to<br>£150,000 1.5%              |  |  | £50,001 to<br>£100,000 1.5%  |  |                                      |              |                              |
|                                  | Over £150,001<br>0.75%                   |  |  | £100,001 to<br>£250,000 1.0% |  |                                      |              |                              |
| ISA transfer                     | 1.5%                                     |  | Self Invested Personal Pension/<br>Small Self Administered Scheme<br>without property purchase | Up to £50,000<br>2.5%        |  | Whole of Life plans                  | £225         |                              |
|                                  |  |  |  | £50,001 to<br>£100,000 1.5%  |  |                                      |              | £100,001 to<br>£250,000 1.0% |
|                                  |  |  |  | Over £250,001<br>0.5%        |  |                                      |              | Over £250,001<br>0.5%        |
| UK & Offshore Investment<br>Bond | Up to £75,000<br>2.5%                    |  | Self Invested Personal Pension/<br>Small Self Administered Scheme<br>with property purchase    | Up to £50,000<br>2.5%        |  | Income Protection                    | £225<br>Each |                              |
|                                  | £75,001 to<br>£150,000 1.5%              |  |  | £50,001 to<br>£100,000 1.5%  |  |                                      |              |                              |
|                                  | Over £150,001<br>0.75%                   |  |  | £100,001 to<br>£250,000 1.0% |  |                                      |              |                              |
| Regular Contributions            | First 6 months<br>premiums<br>(Min £500) |  | Unsecured Pension/Alternative Pension<br>(income drawdown)                                     | Up to £50,000<br>2.5%        |  |                                      |              |                              |
|                                  |  |  |  | £50,001 to<br>£100,000 1.5%  |  |                                      |              | £100,001 to<br>£250,000 1.0% |
|                                  |  |  |  | Over £250,001<br>0.5%        |  |                                      |              | Over £250,001<br>0.5%        |
| Structured Investments           | 2.5%                                     |  | Non Occupational Pension Transfers   | 1%                           |  |                                      |              |                              |
| Structured Deposits              | 1.5%                                     |  | Annuity Purchase with existing Life<br>Office / Annuity Open Market Option                     | 1.5%                         |  |                                      |              |                              |
|                                  |  |  | Enhanced Life Annuity  | 1.5%                         |  |                                      |              |                              |

**Table 3 - Summary of Initial and annual fees on single premium investments & pensions (including transfers) and protection policies**

| Advice                           | Management Service                 | What We Do For You   | Our Initial Charge           |                    | Our Annual Charge (see note 1)     |
|----------------------------------|------------------------------------|--|------------------------------|--------------------|------------------------------------|
|                                  |                                    |  | With Advice                  | Without Our Advice |                                    |
| Investments & Pensions           | Bespoke (see note 2)               | We construct & maintain a portfolio for you which includes: regular reporting i.e. news letters, access to our on-line back office system and annual meeting   | Report Fee + Product Fee     | Product Fee        | 0.7% of the fund value             |
|                                  | Structured Portfolio (model)       | We select a self managed or tracker fund for you which includes: regular reporting i.e. news letters, access to our on-line back office system and annual meeting  | Report Fee + Product Fee     | 1% Product Fee     | 0.5% of the fund value             |
|                                  | Lifestyle/Tracker                  | We select a self managed or tracker fund for you and meet to review your pension fund(s) every 3 years. In between this period you will receive an annual valuation; there is no regular reporting. You contact us when you require our help | Report Fee + Product Fee     | 1% Product Fee     | 0.5% of the fund value             |
|                                  | Self Select                        | You choose the funds and look after your own investments. There is no regular reporting; you contact us when you require our help  | N/A                          | 1% Product Fee     | 0.5% of the fund value             |
| Increments to Existing Contracts | As per existing Management Service | We will either recommend/advise that an existing plan be topped-up or you can instruct us to do the same without our advice  | Report Fee + Product Fee     | 1% Product Fee     | As per existing Management Service |
| Annuity Purchase                 | N/A                                | We compare the annuity market and either advise to take your pension benefits from your existing provider or transfer the pension fund and arrange an Open Market Option or Impaired Life annuity  | Report Fee + Product Fee     | 1% 1%              | N/A                                |
| Protection Policies              | N/A                                | We compare the Life & Critical Illness, Income Protection plans and recommend the most comprehensive in terms of cost and cover  | Report fee + 100% commission | 1% 1%              | N/A                                |

**Note 1** - Paid for out of invested money or a designated cash account

**Note 2** - This service is only available if you have a minimum portfolio of £150,000 with Innovate which can be spread over different investments & pension arrangements and includes annual reporting with one client meeting.

**Table 4 - Regular contribution ISA, collective Investments & pensions (personal & group)**

| What We Do For You  | Our Initial Charge  |   | Our Annual Charge<br>(see note 2 above)                    |
|---|---|---|--|
|   | With Advice   | Without Our Advice  |  |
| As described within table 3 (investments & Pensions) we will agree on the most appropriate Management service | Report Fee (as per table 1)   |   | As per your management service choice described in table 3 |
|   | Plus  |   |  |
|   | 10% of annual contributions for Contributions of up to £100pm       | 10% of annual contributions for Contributions of up to £100pm       |  |
|   | 7.5% of annual contributions for Contributions of up to £101-£250pm | 7.5% of annual contributions for Contributions of up to £101-£250pm |  |
|   | 5% of annual contributions for Contributions of up to £251-£500pm   | 5% of annual contributions for Contributions of up to £251-£500pm   |  |
|   | 2.5% of annual contributions for Contributions of up to £501pm +    | 2.5% of annual contributions for Contributions of up to £501pm +    |  |
| NB. Stakeholder fees are Report Fee (as per table 1)<br>Plus £100   | NB. Stakeholder fee is £100   |   |  |

Personal Pension Example: £600 pm

|                                   |             |
|-----------------------------------|-------------|
| Our report fee                    | £300        |
| Plus our product fees             |             |
| First £100 x 12 = £1,200 pa x 10% | £120        |
| Next £150pm x 12 = £1,800 x 7.5%  | £135        |
| Next £250pm x 12 = £3,000 x 5%    | £150        |
| Next £100pm x 12 = £1,200 x 2.5%  | <u>£ 30</u> |
| Total fees                        | <u>£735</u> |