



Terms of Business

Principle Wealth Solutions Ltd

8 North Walls, Stafford, Staffordshire, ST16 3AD

Principle Wealth Solutions Ltd is an Appointed Representative of Quilter Financial Services Ltd & Quilter Mortgage Planning Ltd, who are authorised and regulated in the UK by the Financial Conduct Authority (FCA) and are registered on the FCA Register with the Firm Reference Number 440703 & 440718.

Principle Wealth Solutions Limited is also registered on the FCA Register with Firm Reference Number 602383.

- This document sets out the terms of business between our firm (as an Appointed Representative) and its clients
- These 'Terms of Business' apply until further notice and must be read in conjunction with the 'Guide to Our Service'. In case of any ambiguity between the documents, this 'Terms of Business' will take precedent
- Either we or you can end these terms at any time, without penalty and this will not affect any outstanding transactions being carried out on your behalf

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Confirmation of My Advice Areas

Insurance	
<input checked="" type="checkbox"/>	I will advise and make a recommendation for you after I have assessed your needs for Life Assurance, Critical Illness, Income Protection, Accident Sickness & Unemployment, Home Insurance, and Private Medical Insurance as an insurance intermediary.
<input type="checkbox"/>	You will not receive advice or a recommendation from me. I may ask some questions to narrow down the selection of products that I will provide details on. You will then need to make your own choice about how to proceed.
Investment	
<input checked="" type="checkbox"/>	Advice – I will advise and make a recommendation for you after I have assessed your needs.
<input type="checkbox"/>	No advice – You will not receive advice or a recommendation from me. I may ask some questions to narrow down the selection of products that I will provide details on. You will then need to make your own choice about how to proceed.

Confirmation of Whose Products I Offer

Insurance	
<input type="checkbox"/>	We offer Life, Critical Illness, Private Medical Insurance, Income Protection, Whole of Life and General Insurance products from a range of insurers.
<input checked="" type="checkbox"/>	We offer products from the whole of the market based on a fair and personal analysis of the market for Private Medical Insurance.
<input checked="" type="checkbox"/>	We offer products from a range of insurers based on a fair and personal analysis of the market for Life, Critical Illness, Income Protection and Whole of Life Insurance products from a panel of leading insurers. Ask us for a list of insurers we offer insurance from.
<input checked="" type="checkbox"/>	We offer General insurance* products from Paymentsshield. *If Paymentsshield cannot insure you for Buildings and Contents, we may use a range of other providers.
Investment	
<input type="checkbox"/>	Independent advice – My recommendation will be based on a comprehensive and fair analysis of the market and include a sufficient range of financial instruments, structured deposits, and other retail investment products.
<input checked="" type="checkbox"/>	Restricted advice – My recommendation will be limited to suitable investment and pension products from a panel of leading investment companies. I will be happy to provide you with a list of the companies on the panel at your request.

What You Will Pay For My Services

Insurance	
<input type="checkbox"/>	A fee.
<input checked="" type="checkbox"/>	No fee for Life Assurance, Critical Illness, Income Protection, Accident Sickness & Unemployment, Home Insurance, and Private Medical Insurance. We will be paid by commission from the company, that has already been included in the premium.
You will receive a quotation which will tell you about any other fees relating to any particular insurance policy.	
Investment	
<input checked="" type="checkbox"/>	Standard fees – where you wish to take advantage of our full advice process, or our ongoing service options. These are shown by way of implementation and ongoing service fees.
<input checked="" type="checkbox"/>	Ad hoc fees – where you do not wish to subscribe to an ongoing service, or where you want specific advice or project work.

Investment Fees - Standard

As your adviser I will be paid by you for the advice I give you both initially and ongoing.

You will not incur any fees until we have agreed what they will be.

The sections below set out the different ways in which I can calculate the correct level of fee for the initial advice. Only one of these will apply and once I have a better understanding of your situation I will confirm the appropriate fee structure and be able to give you the actual fee amount that will apply to you.

We will act as the intermediary between the product provider(s) and you with a view to arranging the purchase of the Retail Investment Products as we have agreed.

Unless otherwise explained the fees below will cover a full advice process: understanding your current situation, objectives, attitude to risk, research to identify suitable solutions, documenting our recommendations and implementing the agreed solutions.

Fees for the design, production and implementation of a financial strategy are calculated as follows:-

Initial Fees:

1. Percentage of amount invested

In Respect of Lump Sum Investments and Single Premium Pensions

The fee is calculated according to the size of the transaction, as set out below:-

When our work involves investing a lump sum of money, our fees are:

- 4% for investments between £1-£75,000 subject to a minimum of £400
- 3.75% for investments between £75,001-£150,000
- 3.5% for investments of £150,001 or above subject to an overall maximum of £10,000

- Our typical charge for an investment of £75,001 would be £2,812.53, which is 3.75% of sum invested.
- Our typical charge for an investment of £100,000 would be £3,750, which is 3.75% of sum invested.

Should you invest through regular contributions, our range of fees taken over 12 months are:

- £1-£500 per month - 25% of monthly premiums with an overall minimum of £400.
- £501 - £1000 per month - 15% of monthly premiums
- £1001+ per month - 10% of monthly premiums with an overall maximum of £10,000.

Our typical fee is 25% of the first 12 months premiums up to £500 per month

For a regular premium of £250 per month, this would equate to £750.(12 x £250 x 0.25)

Our typical fee is 15% of the first 12 months premiums between £501-£1,000 per month

For a regular premium of £750 per month, this would equate to £1,350.(12 x £750 x 0.15)

Our typical fee is 10% of the first 12 months premiums above £1,000 per month

For a regular premium of £1250 per month, this would equate to £1,500.(12 x £1250 x 0.10)

The fees outlined above are raised when the investment is made.

Please see the VAT section.

2. Hourly Rate

Our fee may be based on the amount of time involved to undertake work at the following hourly rates:

- Advice - Diploma £300
- Para planning support £150
- Administration £70
- Travel £50

Based on our experience and the anticipated complexity of your circumstances we will give you an estimate of the cost for pieces of work in advance of starting chargeable work and will not exceed this estimate without your clear agreement. Travel time is charged if meetings are not held in our offices or via phone or video call.

The typical time involved to complete the advice process in our offices by a diploma qualified adviser for a client with a single investment or to set up a pension arrangement will be:

Adviser – 7 hours at a cost of	£2,100
Paraplanner – 5 hours at a cost of	£750
A total of	£2,850

For a Pension Transfer from two ceding schemes, in our offices, it will be:

Adviser – 14 hours at a cost of	£4,200
Paraplanner – 7 hours at a cost of	£1,050
A total of	£5,250

Minimum Fees

Any variation to this amount will be confirmed in writing to you before proceeding further. This may be for example for larger or more complex investments, or where your personal situation is more complex regarding income sources, taxation, residence, and credit rating.

If you ask us to stop work after agreeing to these fees you will be invoiced a proportion of the agreed fee depending on when you ask us to stop working:

- After agreeing the fees, but before we start the implementation process = 0% of agreed fees
- After we have started researching your current arrangements and/or solutions, but before designing a solution = 25% of agreed fees
- After we have started designing a solution, but before we present our recommendation = 50% of agreed fees
- After we have presented our recommendation, but before we start implementation = 75% of agreed fees
- After starting the implementation process = 100% of agreed fees.

Please see the VAT section.

Existing client discount:

We are committed to treating clients fairly. Our research has shown that the time it takes to work with a new client is longer than an existing client, mainly related to getting to know them to advise them comprehensively.

To reflect that and to reward the loyalty of our existing clients, we offer the following:

- Discounts on implementation fees of 10%
- The removal of minimum fee levels for implementation fees.
- See below table of revised implementation fees for our existing customers -

AMOUNT INVESTED	STANDARD IMPLEMENTATION FEE	EXISTING CLIENT IMPLEMENTATION FEE
£1-£75,000	4%	3.6%
£75,001-£150,000	3.75%	3.38%
£150,001	3.5%	3.15%

When you have an ongoing service in place with us, we will combine the value of the investments you already have with us with any proposed new monies. **Scenario's a and b below illustrate this in practice.**

You gain by potentially reducing the amount of initial fees you pay, as the more you have with us, the lower the initial fee on your next investments.

For example, if you wish to invest £50,000, then the standard fee payable if this was the first £50,000 you were investing with us would be 4% which totals £2,000 (see standard fees section).

However, if you already have money invested with us & are part of our ongoing service, then the fee on the next £50,000 would be reduced as follows:

- Scenario a – You already hold £80,000 with us, so the fee on the additional £50,000 starts further up the tiering. The new investment of £50,000 is charged at 3.38% which totals £1,690 instead of £2,000, a saving of £310.
- Scenario b – You already hold £155,000 with us, so the additional £50,000 is all charged at 3.15%, which totals a fee of £1,575 instead of £2,000, a saving of £425.

An existing client is defined as:

- A client who has implemented mortgage business with your adviser in the last 3 years, or a non-mortgage client who has affected a plan where we had received ongoing income (trail commission or fee) in the previous 12 months.

Family member discount:

Retaining your wealth and ensuring it is passed on as ethically as possible to the right people at the right time is key for all our clients. To help facilitate that it is beneficial to know as much about your family unit that is appropriate to your circumstances so that we can help at that critical time. To assist with this we also offer:

- Discounts on implementation fees for family members of 10%.
- The removal of minimum fee levels for implementation fees for family members
- See below table of revised implementation fees for our existing customers family members -

AMOUNT INVESTED	STANDARD IMPLEMENTATION FEE	EXISTING CLIENT IMPLEMENTATION FEE
£1-£75,000	4%	3.6%
£75,001-£150,000	3.75%	3.38%
£150,001	3.5%	3.15%

A family member includes a person's parents, spouses, siblings, children, grandparents and grandchildren, whether connected by birth, adoption, guardianship, marriage, civil partnership or cohabitation.

Investment Fees – Non-Standard

Tax Focused Investment Solutions & Later Life Planning

Where advice is required in areas such as –

- Enterprise Investment Schemes / Venture Capital Trusts / Business Property Relief and similar
- Long Term Care Planning
- Inheritance Tax Mitigation

enhanced research is required, due diligence, and administration, so the fee is:

our standard implementation fees of the new intended investment and subject to a minimum fee of £1,000.

Existing investments held with us are not taken into consideration to reduce this fee. For example, if you were to invest £100,000, then the fee would be £3,750 (any eligible discounts would then apply to this fee).

Complex Affairs

To include advice areas such as Multiple Plan Consolidations / Multiple Withdrawals / Bespoke Cashflow Modelling / Bespoke Inheritance Tax Calculations & Advice / Long Term Care Planning.

In the majority of cases, our standard fees apply to all client circumstances and objectives, and are designed to be fair, transparent, and not misleading.

Should additional research and administration be required, we reserve the right to invoice you for the incremental work on top of the standard fee. Should this happen, we will notify you of this in writing, explain why this is necessary, the fee associated with this, and not act until you give us the authority to proceed further

Ongoing Service & Fees

Set out below are the detailed elements for the indicative levels of ongoing service that we deliver to our clients. You can if you wish to, add or enhance levels of service with your adviser if you feel appropriate. Our fees for these services can be seen below:

High Touch Service	Where client's portfolios grow in terms of value, and potentially complexity, these need to be managed and reviewed appropriately. Building on our Standard Touch review service, this offering has a more tailored approach to your finances in mind. It offers more opportunities to ensure clients are kept informed of performance, and plans maintained in line with client's circumstances and objectives. This may well include consultations with other specialist advisers.
Standard Touch Service	A comprehensive service aimed at initial analysis, recommendation, and implementation in line with a client's immediate needs. With ongoing review and recommendation, this is a service to adapt to a client's changing needs and circumstances.
Lighter Touch Service	A straightforward advice service typically centered on immediate client issues and needs that require initial analysis and recommendations. With ongoing review delivered remotely and via advisory updates, this still brings client awareness and peace of mind.

At a review, we will cover:

- Assessment of personal circumstances
- Review of your goals & objectives
- Reassessment of your attitude to investment risk/return & market sectors (asset allocation)
- Review of investment performance & holdings
- Valuations & investment commentary
- Where appropriate, recommendations in order to keep your existing* plans in line with your objectives

*Advice on new investments/savings & encashment followed by reinvestment of existing investments/savings will be subject to our 'initial fees' as shown under our 'Investment Fees - Standard' section earlier.

Service will include recommending changes to existing investments to help meet your goals at an acceptable level of investment risk, providing fund analysis and valuations and a wide range of associated ad hoc services.

All service levels include a review, it is simply the style and services that alters as shown in the table below:

ON GOING SERVICE OFFERING	High Touch Service	Standard Touch Service	Lighter Touch Service
Keeping you informed with pertinent and relevant information	YES	YES	YES
Annual valuation of plans invested via ourselves	YES	YES	YES
Telephone and email access to your adviser included	YES	YES	YES
Access to the client portal – storing your financial documents	YES	YES	YES
Option of an annual telephone or video call review of your plans	YES	YES	YES
Funding your Annual ISA allowance from eligible non-ISA monies under our ongoing service with prior agreement with you	YES	YES	YES
Data Gathering on plans outside of our ongoing service agreement	YES	YES	YES
Financial Passport – providing the structure to record all information to assist your spouse / beneficiary / executor / attorney with your affairs	YES	YES	YES
Complete Expression of Wish Forms on your pensions at your request	YES	YES	YES
In the event of death, no extra charges applied to advising the providers of the investments held under the ongoing service of your death & facilitating the encashment of the same investments to the executors chosen bank account to distribute the assets. Probate completion is not included within our services.	YES	YES	YES
Switching of investment fund & implementation without extra charge	Up to 3 per year	Up to 2 per year	Up to 1 per year
Withdrawal of investment Funds & implementation without extra charge (excluding Pensions). Each wrapper withdrawal counts as 1 withdrawal, for example a withdrawal at the same time from an ISA and an OEIC would count as 2 withdrawals.	Up to 3 per year	Up to 2 per year	Up to 1 per year
Pension drawdown strategy / ad-hoc withdrawal / amendment to income amount or source	3 per year	2 per year	1 per year
Valuation Requests sent via email or post of plans invested via ourselves	Up to 6 per year	Up to 3 per year	1 per year
Cashflow modelling Reporting	Up to 2 per year	1 per year	NO*
Liaise with your current workplace pensions provider to calculate pension allowances & project pension in retirement	YES	YES	NO
Tax calculations for Bonds & Mutual Funds under our ongoing service to show the amount of gain applicable to capital gains tax or the size of any chargeable gains	YES	YES	NO
Liaising with your other professional advisers i.e. legal, accountancy without extra charge	YES	YES	NO
Annual Face-to-Face review meeting	YES	YES	NO
Half Yearly Face-to-Face review or Valuation meeting at your request	YES	NO	NO
Regular Premiums added to your portfolio without an implementation fee	YES	NO	NO

	High Touch Service	Standard Touch Service	Lighter Touch Service
Annual Service Charge	Tiered	Tiered	Tiered
£0 to £100,000	1.0%	1.0%	1.0%
£100,001 - £200,000	1.0%	0.9%	0.65%
£200,001 - £300,000	1.0%	0.8%	0.65%
£300,001 - £1,000,000	0.8%	0.75%	0.65%
£1,000,001 - £1,500,000	0.5%	0.5%	0.2%
£1,500,001 +	0.1%	0.1%	0.1%
Minimum fees that may apply	£2,800	£600	£350

During your advice meeting your service charge percentage will be calculated including the discounts applicable to the size of your portfolio. Once agreed this will be your ongoing service fee, your fee will then be reviewed at your next annual review meeting and adjusted in accordance to the size of your portfolio.

Please note that as the fee is based on the investment value, the actual amount we received will increase (or decrease) in proportion to any increase (or decrease) in the value of your portfolio.

For clients and their families with more complex financial arrangements likely to need a range of support services over time, which aren't included in your ongoing service arrangement, such as IHT planning, taking retirement benefits over time and regular cash flow monitoring, we will agree an additional one-off fee for each piece of advice in this category which is agreed with yourself prior to any work being undertaken. Such a fee will be based on the time it takes for the piece of work at the firms hourly rate (please see investment fees – Standard section for hourly rates). Details are available on request.

Examples of Ongoing Fees

If we look after you via our 'High Touch Service' service (as detailed above) & your investments are valued at £500,000, our fee is 0.92%. Therefore the annual payment to us will be £4,600.

If we look after you via our 'Standard Touch Service - Aspire' service (as detailed above) & your investments are valued at £150,000, our fee is 0.97%. Therefore the annual payment to us will be £1,450.

If we look after you via our 'Lighter Touch Service - Choice' service (as detailed above) & your investments are valued at £50,000, our fee is 1.0%. Therefore the annual payment to us will be £500.

Please see the VAT section.

The elements that make up your ongoing servicing package are subject to alteration; I will notify you in advance and in writing if any of these aspects change.

Where any of the above services are included in an ongoing service option, you will not be charged separately for these services.

Impact of Fees

When you make an investment there will be costs involved which will impact on your investment returns. These costs will typically comprise of the platform charge, the fund managers charge and our advice fee. As a typical example these charges may amount to 2.5% a year, so your investment return will be reduced by this amount each year. Your personalised illustration will clearly show the actual costs that will apply to your investment.

Investment Fees – Ad Hoc / Where No Ongoing Service Is In Place

If you do not wish to subscribe to an ongoing service, we provide many services on an 'ad-hoc' basis. Should you require any services as noted below, or bespoke work to be carried out, we will be able to tailor a specific service. **Please note that implementation fees are in addition to the examples shown below.**

An additional fee may be required, typically calculated in accordance with our hourly rates, as shown at the bottom of the table below.

Prior to any work being agreed and carried out we will give an indication of the approximate amount of time that these tasks might take. These additional fees might be paid by single payment (e.g. by cheque), charged from your investment plan(s) or via regular monthly retainer payments (e.g. standing order).

Fees will depend on individual circumstances, but are typically:

Initial Consultation and confirmation	No Cost
Full Financial Review - To include a review of client's assets and liabilities and net worth; his/her current and projected income and expenses (e.g. projected in retirement); current insurance policies, retirement provision and other investments, including an analysis of current product and fund features and estimated inheritance tax liabilities.	£2,950
A Simple Financial Review orientated to meet a specified client need with outline Recommendations	£950
Portfolio product/fund features and investment analysis, pension projections, valuations (factual analysis, no recommendations)	£750
Pension Transfer Analysis (factual analysis, no recommendations)	£495 per ceding scheme
Advice on withdrawing money from your retirement funds	£495 per scheme
Annual valuation of plans we have authority to gain information on. To include deposit accounts recording during the latest factfinding.	£150
Annual risk profile questionnaire	£250
Annual telephone advisory update	£495

Additional reviews per session	£950
Pure time related rate work per hour	£300
Implementation fees	Standard fees
Implementation fee for the surrender, part encashment or withdrawal from a policy / investment	£250 Per investment
Implementation fee for a Fund Switch within 1 product wrapper	£250 per product wrapper
Cash Flow Modelling reporting	£595

A client has invested £100,000 and did not wish to be part of our ongoing advice services. Should the client ask for further advice on the original investment in the future, the fees from the table that would typically apply are as follows when the advice would be to switch investment fund :

- A Simple Financial Review orientated to meet a specified client need with outline Recommendations = £950 plus
- Implementation fees will also apply as Implementation fee for a Fund Switch within 1 product wrapper = £250
- Total fee = £950 + £250 = £1,200

Please note that these services on their own are likely to attract Valued Added Tax (VAT), in accordance with current HMRC (Her Majesty's Revenue and Customs) guidelines.

Where any of the above services are included in an ongoing service option, you will not be charged separately for these services.

Protection – Ongoing Services & Fees

Set out below are the details for the ongoing service that we deliver to our clients. You can if you wish to, add or enhance levels of service with your adviser if you feel appropriate (usually for an agreed fee).

There is no fee for the following level of service, as we will have been paid commission from the insurance provider at inception of your protection plan.

1. **Communication** - In order to provide you with a high-quality service we may want to contact you regarding items we consider are of interest to you, or to make you aware of new opportunities. If this happens, we would like to contact you
2. **Protection** - It is important to ensure your current protection plans and provisions remain in line with your requirements, which may change over time.

We will make reasonable endeavors to contact you.

Other Important Information We Feel You Ought To Know

The Permitted Scope of Our Advice

We have set out above the general permitted business of Quilter Financial Services Limited and Quilter Mortgage Planning Limited by the FCA.

However, we are only able to offer advice from certain leading investment, insurance and mortgage companies. By restricting the permitted business to a selected panel of product providers and to a carefully chosen range of their products Quilter Financial Services Limited and Quilter Mortgage Planning Limited ensure that we are able to meet the needs of our clients and deliver the high standards they expect and deserve.

We provide a list of the companies on our panel on request.

Examples of products and services which we are prohibited from recommending include the following:

- Any overseas service or product (for example QROPS and QNUPS but excluding Offshore bonds designed for UK resident clients); and
- Non Mainstream Pooled Investments (NMPs), such as Unregulated Collective Investments Schemes (UCIS).

In the event that you wish to consider a product or service which is not included in the Quilter Financial Planning authorised list, and which is outside of the offering of any other Quilter group company, we may be able to introduce you to a third party who might be able to provide you with further information and/or advice on a particular product or service. Please note though that in such circumstances, any such introduction and any information and/or advice on the product and service provided by that third party will be separate and distinct to those offered by any Quilter company. As such, Quilter does not accept any responsibility for any such introduction or for information and/or advice provided by any third party.

Please do not hesitate to call us should you have any queries or concerns: 01785 212560

Complaints - If You Are Not Happy With Our Service

If you are not happy with our service or have a complaint about your Adviser or any financial advice you have received from your Adviser please contact us:

In writing:

Quilter Financial Planning Complaints Department
Sunderland
SR43 4JR

Email: QFPcomplaints@quilter.com
Tel: 0191 241 0700

We will be happy to provide you with a summary of the internal procedures for handling complaints, this is available without charge upon request or will be provided to you when we acknowledge your complaint.

If you cannot settle your complaint with us, you may be entitled to refer it to the Financial Ombudsman Service.

The Financial Ombudsman Service can be contacted as follows: The Financial Ombudsman Service, Exchange Tower, London E14 9SR

Telephone: 0300 1239123 or 0800 023 4567
Email: complaint.info@financial-ombudsman.org.uk
Website: www.financial-ombudsman.org.uk

You should note that if your product is not regulated by the FCA (for example, a buy-to-let mortgage), you may NOT be entitled to refer the complaint to the Financial Ombudsman Service.

This is the current process. Should it change, we will notify you the next time we meet by issuing you with an updated version of this document. If, however, you want to have the updated version sooner you can request them at any time, and I will provide you with the updated process.

Our Contact Details – Principle Wealth Solutions Limited

You may communicate with us at any time using the following contact details:

Principle Wealth Solutions Limited
Address: 8 North Walls, Stafford, Staffordshire, ST16 3AD
Telephone Number: 01785 212560
Email: info@principlewealthsolutions.co.uk

Our Regulator - The Financial Conduct Authority

Principle Wealth Solutions Limited (FCA register number is 602383) is an appointed representative of Quilter Financial Services Limited (FCA Register number is 440703) and Quilter Mortgage Planning Limited (FCA Register number 440718)] of Senator House, 85 Queen Victoria Street, London, EC4V 4AB which are authorised and regulated by the Financial Conduct Authority.

The permitted business of Quilter Financial Services Limited and Quilter Mortgage Planning Limited is advising on and arranging pensions, investments, mortgages, life assurance and general insurance.

You can check this on the FCA's Register by visiting the FCA's website at <https://register.fca.org.uk/s/> or by contacting the FCA on 0300 500 8082 or 0800 111 6768.

The FCA address is: 12 Endeavour Square, London. E20 1JN

Client Categorisation Levels For Your Protection

The FCA has rules which affect the rights you have as a client. In our dealings with you we will be representing you as the client.

By default, we categorise all of our individual clients as 'retail' clients. The range of financial products and investments we recommend are tailored to meet the needs of retail clients. As a retail client, you will have rights under the Financial Ombudsman Service (FOS) and the Financial Services Compensation Scheme (FSCS). These rights will apply to the provision of the advice we provide.

In most cases these rights will also apply to the products we recommend. However, there are some exemptions for specialist products such as Enterprise Investment Schemes and Venture Capital Trusts. Your adviser will let you know if the product recommended will not have rights under the FOS or FSCS.

There are other client categorisations that don't have these rights. These are "professional" clients and "eligible counterparties".

You may have the right to be categorised as a professional client and revoke your retail client status on request. Should you feel you have the skills, knowledge and experience to be a professional client and don't wish to have the same protection afforded to retail clients (as explained above), please let me know and we will complete the forms necessary to re-categorise you.

If you have any questions regarding your categorisation (e.g. if you are a large company), please write to Quilter Financial Planning Ltd Compliance Department, Sunderland, SR43 4JR or using the contact details above.

Client Money Peace of Mind

We do not handle Client Money. We never handle cash and will only accept a cheque made out to us in settlement of Advice and Service fees. Our preferred method of payment is via bank transfer.

Your Duty of Disclosure

Any financial advice we provide will be based on your personal financial circumstances and objectives. It is important that the information you give us is both accurate and a true reflection of your current circumstances.

It is your responsibility to provide complete and accurate information to a provider (a provider being for example, an organisation that provides insurance, mortgage, or investment related plans).

It is important that all statements made on any proposal form, or on any additional documentation are full and accurate.

Please be aware that if you fail to disclose any relevant information, or any change of circumstances to a provider, then the terms of your desired plan may be invalidated (e.g. an insurance claim may not be paid). We strongly recommend that the information you provide is checked thoroughly prior to submission.

Client Risk

The value of investments can fall as well as rise. You may get back less than you originally invested. The price of investments that we recommend to you may depend on fluctuations in financial markets or other economic factors that are beyond our control. The past performance of an investment or product is not a reliable indicator of future results. You should therefore carefully consider all investment/product decisions.

Any specific warnings relevant to particular investments, investment strategies, or products will be provided to you in your Suitability Advice Report and/or your Demands and Needs Statement collectively (Written Advice).

Investment, Mortgage and Protection Advice and Recommendations Scope

Any investment, mortgage or protection advice your adviser provides will be based on your personal financial circumstances and objectives. We will confirm these and the reasons for any recommendation in your Written Advice

If you have asked for any restrictions on the types of investment or the markets you wish to invest in, these will be confirmed in your Written Advice. We will always make it clear when products are not within the 'regulated' scope and advise you of your rights.

Paying For Advised Services

Where payments are facilitated through a product, this will impact the actual amount remaining invested. Payment of the initial Advice and Ongoing Service fees facilitated by the relevant Product Providers or Platform administrators will be as a percentage of contributions invested or of the value of the plan's value/funds under management as at the anniversary of the initial investment. As such, the cash equivalent amount will vary depending on the value at the time.

Providers/Platform administrators will detail the specific process they operate to facilitate a fee in their literature. If you opt to pay the Adviser Charge directly (not through a product) an invoice will also be provided, which must be settled within 14 days of issue (we reserve the right to charge interest on late payments at a rate of 3% above Bank base rate).

Full details of the final Advice will be provided in the Suitability Advice Report. Full details of any future Service fee will be provided either in the Suitability Advice Report or 'Authority to Proceed' document prepared for you by your Adviser. You may also be asked to sign and return a copy of the Authority to Proceed document to confirm your understanding and acceptance of the arrangements.

Other costs, including taxes, related to transactions may arise that are not paid via us or imposed by us. For further details on how to pay for our services, please read the "Guide to Our Services". There are no additional charges for our services for using a means of distance communication.

Implementing Investment Solutions

As with most investments there is a risk of loss, especially in the short-term (over periods of less than five years). If you need access to your money in the very short-term, then holding it in a risk-free bank account could be the right course of action. We will discuss these options with you, as well as providing a detailed Suitability Advice Report for you to read in your own time, before we implement our recommendations. This will help ensure you understand the advice you have been given. Of course, if you have any questions, we will be happy to help. You are not obliged to implement any of our recommendations. However, we may still charge a fee for our advice.

When we arrange an investment for you it will typically be made into a collective investment fund. These funds have a range of different investment strategies so we will recommend one that aligns with your attitude to risk and the period of time you wish to invest for.

These funds will typically be bought via an investment platform that we recommend for you. Once we have completed the advice process the investment will be made for you in a timely manner, and in accordance with our Best Execution Policy. For example, for the majority of collective investments, they will be bought or sold at the next Valuation Point (typically 12.00 Midday) the next business day, after the instruction has been received by the platform.

Once we have agreed on an appropriate solution, we will provide you with full details of the investment fund, platform, and all associated costs.

Cancellation / Termination of Authority

You can cancel these terms of business at any time without penalty. This will not affect any outstanding transactions being carried out on your behalf and you may still have to pay a fee to us – see Investment Advice Refunds below.

To cancel these terms of business you should notify us using the contact details above.

The Ongoing Service fee or our authority to act on your behalf can be cancelled at any time without any penalty by email or post using contact details above. These methods ensure we have an audit trail for your instruction. You will be responsible for cancelling any instructions from your bank. If the fee is being taken from your investments we will endeavour to instruct the Provider,

Platform or DFM to stop the fee within 5 working days of receiving your instructions and refund any over payment if we are unable to meet this commitment.

You may ask us for an updated estimate of your advice fee at any time and you may ask us not to exceed a given amount without checking with you first.

Investment Advice Refunds

Our standard policy is that in circumstances where this agreement is terminated, a recommendation is not followed through to implementation, or a product arranged is cancelled at any time, no refunds will be given, and all work undertaken will be billable and due. Please note that this does not affect your statutory rights or ability to complain.

If you cancel your investment(s) in the cooling off period or stop regular contribution payments the fee will no longer be due unless a minimum fee is stated in this Terms of Business and your Adviser Charging Agreement/Authority to Proceed.

Language

Unless agreed by us at outset all communication will be completed in English. We will communicate in a manner that is convenient to you, this could include Face-to-Face meetings, Post, E-mail and by telephone using the contact details above.

Location of Advice

All advice will be conducted in the UK. We do not have permissions to give advice when either you or I are located in any location (outside the UK).

Timing of Written Advice

Financial Planning: I will send you a Suitability Advice Report setting out the reasons for my recommendation at the time of my recommendation and where applicable before implementing any advice that I have recommended.

Protection Advice: I will send you a Demands and Needs statement setting out the reasons for my recommendation before the policy starts. If I am advising you by telephone, and the policy starts on the same day the Demands and Needs statement will be sent by the end of the next working day.

VAT

The service we provide is described as an 'intermediation' service. This means we provide advice with the intention of acting between you and a product provider to arrange a financial product or service. In most instances our intermediation fee in arranging the sale of a retail investment product is VAT exempt. However, where VAT is payable we will advise you for example, where a Discretionary Fund Manager (DFM) forms part of our recommendation, or where a fee is charged before application.

The adviser fee made for an ongoing service may also to be VAT exempt if the initial fee is exempt and the on-going fee is agreed at the time of the initial advice. Whereas on-going fees in relation to DFM solutions are likely to be subject to VAT.

All fees covered by this agreement are exclusive of VAT, and if applicable VAT will be charged on top of the stated fee.

Declaration of Other Interests

To ensure that client interests are always put first, we operate a robust Conflict of Interest and Inducements Policy. If a potential conflict of interest does arise it will be actively managed, and we

have arrangements in place to ensure that all our clients are treated fairly. If we feel that our interests conflict with yours, you will be contacted, and we will obtain your consent to proceed. Our full conflict of interest policy is available on request.

Minor Non-Monetary Benefits

We are not able to receive or retain any inducements from a product provider. Should we receive any additional fee, commission or monetary or non-monetary benefit as a result of a recommendation made to you, we will return this to the product provider or transfer it to you (as appropriate) and attempt to stop further payments or inducements being received.

Our Ownership

Quilter Financial Services Limited and Quilter Mortgage Planning Limited are part of the Quilter Group. The Quilter Group of companies offers a range of pension, protection and investment solutions through both a UK and International platform. This may give rise to a potential conflict of interest where a company within Quilter Group has a suitable solution for your needs. If such a situation occurs, I will ensure that my recommendation is the best execution of your needs. I will also highlight the potential conflict of interest at the time of making the recommendation.

Addressing Financial Crime

All transactions relating to the services provided by us are covered by The Money Laundering, Terrorist Financing and Transfer of Funds Regulations 2017. The FCA also requires that we have appropriate measures in place to prevent the furtherance of financial crime.

Our responsibilities include but are not limited to verifying the identity and address of our clients and any third-party making payments on their behalf. If required you must supply proof of your identity in accordance of the above Regulations. Identity verification checks may include electronic searches of the electoral roll and the use of credit reference agencies, which will result in a soft 'foot-print' on your credit records.

This footprint is not visible to other financial service providers and does not affect your credit rating in anyway. In accordance with the Data Protection Act 2018 acceptance of these terms and conditions represents your permission for us to access this information.

Financial Services Compensation Scheme (FSCS) Current limits

We are covered by the FSCS. You may be entitled to compensation from the scheme if we cannot meet our obligations. This depends on the type of business and the circumstances of the claim. i.e. it differs for investments, insurance, mortgages and bank accounts.

Further information about compensation scheme arrangements including the conditions governing compensation and the formalities which must be completed to obtain compensation is available from the FSCS via its website at www.fscs.org.uk

The Law that we operate under

All of our agreements provided are governed and construed in accordance with the laws of England and Wales. In relation to any dispute, for your protection you agree to submit to the non-exclusive jurisdiction of the English courts.

Data Protection

The personal information you provide will assist your financial adviser in offering you the best advice as required by the Financial Services and Markets Act 2000. The personal data you provide will be used and stored in accordance with the Data Protection Act 2018 and the UK General Data Protection Regulation (UK GDPR) under UK law.

For further information on how we use your personal data and your rights in relation to your personal data, please see your Advisor's Privacy Notice which can be accessed on the Principle Wealth Solutions website and will be provided to you by your advisor as part of your initial disclosure documents.

Should you have any enquiries relating to the personal data that Quilter may hold about you, how your personal data is processed, or how to exercise your rights you can contact our Privacy Team, at QFPdataguardian@quilter.com.

Privacy Notice

We, together with Quilter Financial Services Limited, Quilter Wealth Limited, and Quilter Mortgage Planning Limited (collectively to be known as Quilter) are the joint data controllers of any personal data you provide to us in accordance with these terms of business and any further information which you provide to us during our relationship with you.

We and Quilter each have a legal obligation to comply with applicable data protection legislation. Information on our uses of your personal data is set out in your Advisor's Privacy notice which can be accessed on their website or on request.

We will collect and use your personal data such as your name and contact details and other information for the provision of financial advice and to provide you with financial products or services, including related services such as administration, risk assessment, fraud prevention and regulatory purposes.

In order to provide these services, we may share the personal data you provide with, The Quilter group of companies, third parties such as other advisors within the Quilter network, product and service providers, administrators of a scheme relating to your investment plan, and third-party companies providing administration services. We may also need to share it with HM Revenue and Customs and our regulators such as the Financial Conduct Authority or the Prudential Regulation Authority in certain circumstances.

Your rights and how to contact us

For further information on how we use your personal data and your rights in relation to your personal data, please see your Advisor's Privacy Notice which can be accessed on our website or provided on request.

Should you have any enquiries relating to the personal data that Quilter may hold about you, how your personal data is processed, or how to exercise your rights you can contact our Data Protection Officer, at QFPdataguardian@quilter.com

Accessibility

Please note that a paper / hard copy of this document is available, upon request.

If you would like this document or any other document in an alternative format e.g. Braille, Moon, Clear and Large Print, Audio documents (Cassette, CD, MP3 or Wav) or any other languages please let me know.
