



Service and Fees Schedule

Financial Planning



OUR SERVICE

Our Financial Planning service helps you and your family get the most out of life today and in the future. Using a holistic financial planning process, your Davy adviser will work with you to define and achieve your financial goals. Whether you want to ensure that your assets meet your income needs in retirement, transfer your wealth efficiently to the next generation, or ensure that your investment strategy has taken account of your personal tax considerations, Davy can develop a financial plan that is tailored to meet all of your planning needs.

Your lifestyle goals are likely to fall under three broad categories:

Protection: Ensure that you and your loved ones are able to meet your liabilities and maintain your living standards should life take an unexpected turn.

Lifestyle: Planning ahead can help you to achieve the freedom to create a future that fulfils your needs and goals. We will guide you as to how much capital you may need to maintain your lifestyle so that you can look forward to your retirement with confidence, wherever that might take you.

Succession: Effectively providing for your family now and in the future requires a thoughtful succession strategy. Succession planning is more than minimising inheritance tax, it is also about ensuring that your assets are utilised according to your wishes both during your lifetime and beyond.

Once your investment objectives have been agreed, we will recommend a personalised investment strategy that is results-orientated, risk-managed and, most importantly, tailored to your specific needs, goals and preferences.

WHAT YOU CAN EXPECT

Discovery

Your initial meeting will be without charge or obligation and will involve the completion of our Financial Planning Questionnaire to determine your objectives. This process may include the provision of an Options Paper, outlining the generic options available to you.

Advice on Structuring and Investment Implementation

At this point you will pay for Davy's advice on the basis of an initial fee for our analysis, research & recommendation. The initial charge will be either a transactional fee, an hourly rate, or in the form of commission, depending upon the recommendation.

Davy will research the market and provide you with a specific recommendation based upon:

- ▶ A comprehensive analysis of your personal financial situation, existing financial arrangements and attitude to risk,
- ▶ Your financial planning needs, and
- ▶ Consideration of specific solutions such as life cover, investments, pensions and tax efficient products.

Davy will summarise our analysis of your personal situation, your stated objectives, any recommendations made to you and the costs associated with the advice in a Financial Plan, including an Investor Policy Statement where applicable. This report will be issued to you along with the supporting documentation and details of any risks associated with our recommendations.

Upon your approval, we will put the Financial Plan into effect by arranging and implementing the recommendations made. This may include:

- ▶ Arranging new products
- ▶ Amending existing products
- ▶ Carrying out fund switches
- ▶ Administration and completion of related documentation

Ongoing Service

The financial planning process should not be a one-off exercise; it is an ongoing relationship that Davy will have with you and, if you wish, your family. We believe that it is important to meet regularly with you to review what we have implemented and why. Davy's ongoing fees relate to this review process, which is designed to ensure that your investments and tax wrappers remain in line with your objectives and circumstances and that, ultimately, your plan remains on track to achieve your goals.

Our ongoing service includes:

- ▶ A review of your personalised Financial Plan
- ▶ Valuation of your investments on a biannual basis
- ▶ Annual review of circumstances and risk profile to include
 - Administration, servicing and review of product wrappers
 - Administration, servicing and review of investments
- ▶ Consideration of estate planning requirements

SCHEDULE OF FEES

Our fees are set out below and should be read in conjunction with Davy's Schedule of Trading Charges and UK Terms and Conditions of Business.

Initial Advice Fees

Before starting any chargeable work, we will estimate the amount payable and discuss your payment options. You will not be charged until we have agreed this fee and the related work to be undertaken. If we believe that the fee initially agreed with you will be exceeded, we will provide an updated estimate for your approval.

For our initial advice, we apply a tiered percentage fee scale to avoid a "clock ticking" atmosphere which can restrict dialogue. An aggregate fee will be applied based upon the following:

| Assets under Advice | Percentage Cost |
|-----------------------|-----------------|
| The first £100,000 | 3% |
| Next £100,000 | 2% |
| Amounts over £200,000 | 1% |

Certain products, for example those of a more complex nature, may attract a higher fee but where this is the case, we will discuss and agree this with you in advance.

Indicative Costs

The illustrative example below demonstrates the initial advice charge for a client who engages Davy to review their current financial affairs, develop a Financial Plan and implement a new investment strategy across a portfolio of collective investments, ISAs and a pension.

| Account Type | Value |
|--|-----------------|
| ISA accounts (Consolidation, review and investment) | £65,000 |
| Portfolio of collective investment funds (Investment review) | £49,760 |
| Pension accounts (Review) | £120,000 |
| ISA (Set up and investment implementation) | £15,240 |
| Total Value | £250,000 |
| | |
| Fee Basis | Fee Payable |
| £100,000 x 3% | £3,000 |
| £100,000 x 2% | £2,000 |
| £50,000 x 1% | £500 |
| Total Initial Fee | £5,500 |

The above example is for illustrative purposes only; costs will vary in line with account activity dependent upon individual circumstances. The actual fee that you will pay may be higher or lower than those shown above depending upon the complexity or simplicity of your case. Your Davy adviser will provide you with an indication of what this may be after assessing your circumstances.

Specialist Advice

In certain circumstances, for example more complex pension cases, there may be a requirement for an additional fee. The table below provides examples of some complex scenarios and the typical costs involved.

| Engagement | Typical Cost |
|-------------------------------|-----------------|
| Retirement benefit withdrawal | £1,400 - £3,500 |
| Income drawdown review | £1,000 - £1,500 |
| Tax planning advice | £2,000 - £5,000 |
| Estate Planning advice | £1,200 - £4,000 |

Ongoing Fees

Our ongoing service will be charged on the basis of an annual management fee of 0.75% of the assets under advice and is subject to a minimum of £1,000 pa.

Indicative Costs

| Assets Under Advice | Typical Cost Per Year |
|---------------------|-----------------------|
| £100,000 | £1,000 (minimum fee) |
| £400,000 | £3,000 |
| £750,000 | £5,625 |
| £1,500,000 | £11,250 |

Percentage based charges are linked to the value of your investments and therefore as your assets grow so will the amount you pay.

Additional Costs

Additional third party costs, such as product charges, may arise in relation to the advice that we provide. Where this is the case, these charges will be detailed in the relevant product literature.

VAT

VAT will be applied on fees in line with prevailing UK legislation and HMRC practice. We will inform you if our charges are subject to VAT and if there are other costs that may arise in connection with the services which we provide to you. Our fees will usually be VAT exempt where our advice results in product implementation.

Fee Payment Options

Your fee can be paid via

- ▶ Deduction from the financial product or platform arranged or invested in (where the product provider facilitates this option);
- ▶ Cheque or bank transfer;
- ▶ Commission from a protection product arranged;
- ▶ Commission we receive from a product provider for a pre January 2013 product

Conflicts of Interest

In certain circumstances, we may recommend our own fund of funds as the most appropriate vehicle to implement your investment strategy. The underlying holdings within these Davy funds are selected without limitation from the whole of the market and include only third party funds. Internal procedures ensure that these funds are only recommended where they are suitable.

Davy Copy

Consent and Declaration for the Financial Planning Service

Data Protection consent

I/We authorise the transfer of personal data or personal sensitive data, on a confidential basis and in accordance with the Data Protection Act 1998, between Davy and any relevant third parties. I/We agree that Davy, or any such third party may contact me in the future by any means of communication (including by electronic communication e.g. email), considered appropriate at the time.

We may wish to contact you in the future so that we can provide information in relation to our own and third party products or services, that may be of interest to you. Please tick if you would like to receive information by means of:

| | | | |
|--------------|-----------------------|-----------------------------------|-----------------------|
| Email | <input type="radio"/> | | |
| Telephone | <input type="radio"/> | OR | <input type="radio"/> |
| Text message | <input type="radio"/> | I do not agree to being contacted | |
| Post | <input type="radio"/> | | |

If you change your mind about how you wish us to contact you or no longer wish to receive this information or marketing communications, let us know by contacting the Data Protection Officer, Compliance Department, Davy, Davy House, 49 Dawson Street, Dublin 2.

Declaration

Please note that this Service and Fees Schedule forms part of your Entire Agreement with Davy, which includes other documents provided to you as follows:

- ▶ Keyfacts about our services and costs, version as at June 2015
- ▶ Davy's Schedule of Trading Charges, version as at June 2015
- ▶ Davy's UK Terms and Conditions of Business, version as at June 2015

I/We have read and agree to the Entire Agreement with Davy.

| | |
|-----------------|-----------------|
| Client | Partner |
| Print _____ | Print _____ |
| Signature _____ | Signature _____ |
| Date _____ | Date _____ |

Authorised Signatories:

| | |
|---|---|
| Print _____ | Print _____ |
| Signature _____ | Signature _____ |
| Capacity _____ <i>(e.g. director, trustee)</i> | Capacity _____ <i>(e.g. director, trustee)</i> |
| Date _____ | Date _____ |

Client Copy

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| Email | <input type="radio"/> | | | |
| Telephone | <input type="radio"/> | | | |
| Text message | <input type="radio"/> | OR | I do not agree to being contacted | <input type="radio"/> |
| Post | <input type="radio"/> | | | |

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| Signature _____ | Signature _____ |
| Capacity _____ <i>(e.g. director, trustee)</i> | Capacity _____ <i>(e.g. director, trustee)</i> |
| Date _____ | Date _____ |

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