



AIM Portfolio IHT Plan (including ISA option) for clients of external financial advisers

Introduction

This rate card is only for use where a client has been introduced to Investec Wealth & Investment by an external financial adviser.

Charges

This forms part of our Agreement with you, as defined in our Terms and Conditions.

Initial Fee

An initial fee will be charged on the amount invested as follows:

Amount	
Up to £400,000	1.25%
£400,000 and over	£5,000

The above initial fees apply to the initial and any subsequent 'top-up' investments.

Annual Fee

IW&I will charge an annual fee of 1.5% of the portfolio value.

Annual fees will be charged quarterly in arrears in February, May, August and November.

Commission

There is no commission payable on all transactions.

Adviser Agreed Remuneration

The amount of any non-recurring and/or recurring adviser agreed remuneration must be agreed with your Financial Adviser. We will then be pleased to facilitate these payments (inclusive of any VAT that may be applicable) to your Financial Adviser on your behalf.

The Ongoing Adviser Charge will be made to your Financial Adviser quarterly in arrears and calculated at the same time as our charges.

Bargain Administration Charge (BAC)

All transactions will also be subject to a bargain administration charge of £35.

Termination

No additional termination fees are charged, however normal bargain administration or nominee transfer charges will apply.

Charges Illustration

Cash illustration based on £200,000 investment in 22 stocks and seven switches (14 transactions) per annum, ignoring any changes in portfolio value.

Please note this illustration is exclusive of VAT which will be added where applicable and the number of stocks purchased will vary depending on portfolio weightings applying at the time of investment.

Initial Charges:

£2,500 (Initial Fee) + £770 (BAC) = £3,270

Annual Charges based on portfolio value of £200,000:

£3,000 (Annual Fee) + £490 (BAC) = £3,490

On account closure based on a 22 stock portfolio with a value of £200,000:

Sale of stocks - £770 (BAC)

In this example aggregate IW&I Investment Management charges, assuming the investment is realised after two years, are £11,020.

In addition adviser remuneration may apply where agreed with your Financial Adviser.

Minimum and Maximum Investment

The minimum initial investment is £100,000. For subsequent 'top-up' investments the minimum is £20,000 for an ISA and £25,000 for non-ISA investments. There is no maximum amount either for the initial or 'top-up' investment.

Cash Management

Cash in your portfolio will be held in a deposit account. Interest will be credited with reference to the current Bank of England base rate.

Your money will be held in a pooled client money account along with monies held on behalf of other clients. Where the rate of interest we receive overall is more than the rates set out below, any difference between the interest received by us and the interest paid to you will be retained by us.

Interest is applied to your account in line with income payment dates.

Cash Balance	Interest Rates
Under £5,000	3.00% below base rate
£5,000 – £9,999	2.25% below base rate
£10,000 – £24,999	1.50% below base rate
£25,000 – £49,999	1.00% below base rate
Thereafter	0.50% below base rate

At a base rate of 3% or less the firm reserves the right to vary the rates paid on client deposits.

When base rate stands below the above minimum we may at our discretion continue to pay a variable rate of interest or apply zero or negative rates.

Other Charges

Foreign Exchange

Where we undertake a foreign currency transaction in relation to a transaction on your portfolio, a foreign exchange charge will apply. This charge will be calculated by reference to the sterling equivalent value of the foreign currency transaction as follows:

- **0.25%** on the first £500,000
- **0.15%** thereafter

Nominee Transfers

There are no charges for transfers into our nominee company. However, a charge of £10 per holding will be made for transfers out of our nominee company.

Probate Charges

There is £50 charge for probate valuations plus £10 per line of stock with a minimum total charge of £100.

Stamp Duty/ Stamp Duty Reserve Tax (SDRT)

From 28th April 2014 Stamp Duty is not applicable for transactions conducted on the Alternative Investment Market (AIM).

Stock Exchange Levy

For certain UK transactions greater than £10,000 a Stock Exchange Levy of £1 will be payable. This Levy funds the Panel on Takeovers and Mergers and will be shown as PTM Levy as a separate item on contract notes if applicable.

Third Party Charges

We reserve the right to pass on any third party charges incurred in the operation of your account, for example, indemnity charges.

VAT

VAT will be added to charges, where applicable, at the standard rate.

Belfast	02890 321002	Edinburgh	0131 226 5000	Liverpool	0151 227 2030
Birmingham	0121 232 0700	Exeter	01392 204404	London	020 7597 1234
Bournemouth	01202 208100	Glasgow	0141 333 9323	Manchester	0161 832 6868
Bristol	01172 444860	Guildford	01483 304707	Reigate	01737 224223
Cheltenham	01242 514756	Leeds	0113 245 4488	Sheffield	0114 275 5100

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