Whitechurch
Securities Ltd
WEALTH MANAGERS

Services for Solicitors and Accountants

Award Winning Wealth Management

Whitechurch Securities

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Welcome to Whitechurch

Whitechurch Securities Limited was established in 1982. We provide award-winning investment management services and, through Whitechurch Financial Consultants, individually tailored financial planning advice.

Whitechurch has grown into one of the most highly regarded wealth management boutiques in the country, with a well-respected Investment Management Team, experienced advisers, supported by efficient and helpful Client Services and Administration teams.

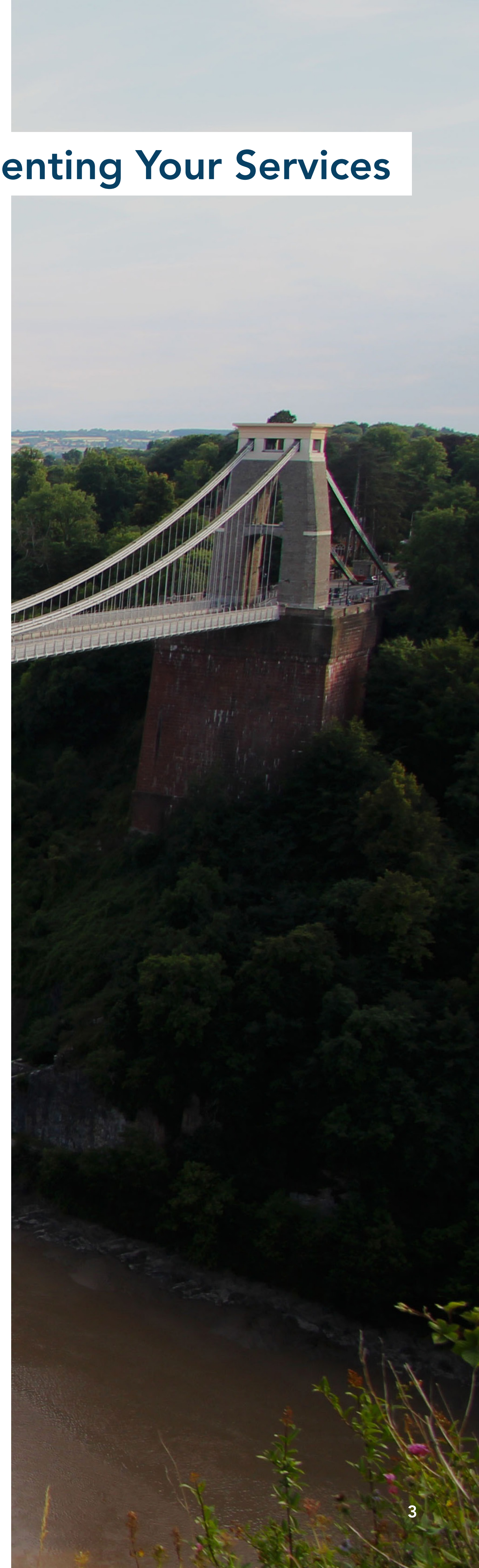
Specialising in wealth management, we provide investment solutions tailored to individual client requirements. The benefit of this is that clients' investments are managed on a day to day basis by professionals. This should provide peace of mind with the knowledge that the portfolios are relevant to their stated objectives and risk profiles.

The standards of our investment portfolios are underpinned by high quality investment research, sophisticated risk management, independent performance ratings and efficient administration processes.

We pursue excellence in all our operations and this has been recognised by personal finance editors of many national and sector publications, who regularly contact our investment managers for expert views on investment products and markets.

From our head office in Bristol, we place great emphasis on providing a truly personal and professional wealth management service to professional advisers and their clients across the UK and abroad.

Complementing Your Services



At Whitechurch we work in partnership with other professional advisers to ensure that client affairs are fully co-ordinated. Our focus is to help you reach the preferred outcome for your clients.

We understand that the decision to refer your clients to another professional is centred on respect and trust; and that our level of service is not only a reflection of ourselves but also of your business. That is why we like to take a partnership approach. Your relationship with your client will always be at the forefront of our minds when considering the best financial and investment solutions.

How we can complement your services

Independent Investment Management

Whitechurch Securities Ltd can provide a range of tailored portfolio management services for individuals, trusts, charities and businesses.

We provide a discretionary management service whereby our investment team would take full responsibility for the construction, active management and administration of your clients' investment portfolios.

Portfolios can be held as standalone investments or within a wide range of tax wrappers to help minimise tax liabilities. Such as consolidating existing Individual Savings Accounts; to invest within Self-Invested Personal Pensions or in Offshore Investment Bonds.

Comprehensive Financial Planning

Whitechurch Financial Consultants provide restricted advice for clients requiring financial planning. There will be no recommendations into high risk investments (or unregulated schemes); and where the consultant feels that discretionary investment management is suitable the Whitechurch investment team — who are wholly independent and able to access institutional fund classes — will be recommended.

There are different services, ranging from those designed for individuals and families just starting out on their saving and investment journey, to those who have accumulated significant personal or business wealth and whose personal circumstances, tax and advice needs are consequently more complex.

The achievement of long-term financial security requires a holistic approach and careful planning. Whether advice needs are centred on wealth management, windfalls or settlements, retirement planning, long term care provision or passing wealth on to the next generation, a partnership approach will be employed to help grow and protect your client's wealth.

Independent Due Diligence & Ratings

Whitechurch is one of a select number of wealth managers who have been given the 3D Due Diligence award by Asset Risk Consultants*.

The ARC 3D standard is awarded to investment managers offering genuine private client, multi-asset class solutions; and willing to embrace the concepts of transparency and engagement.

3D | AWARDED BY ARC FOR COMMITMENT TO TRANSPARENCY 2024

Note: The ARC 3D Award indicates Whitechurch Securities Ltd's engagement with ARC's Investment Manager Research Programme and fulfilment of the due diligence criteria. It is not a rating or endorsement of suitability for specific clients but a validation of our commitment to transparency.

Performance Benchmarks

It is imperative to ensure that our investment portfolios are measured against suitable benchmarks and that our partners can receive independent performance reviews of their clients' portfolios. ARC performance reports provide the detail for trustees, lawyers, accountants and wealth advisers; and true peer-to-peer comparisons of risk-adjusted performance.

Service Ratings

Following comprehensive assessments of various criteria, including the breadth of services and the charging structures, our Prestige Investment Management Service and our Portfolio Management Service have been rated, since 2016, as 5 Star services by **Defaqto** — the UK's leading independent researcher of financial products.

defaqto ★★★★★ DFM MPS Direct 2024 EXPERT RATED

Portfolio Management Service

defaqto ★★★★★ DFM Bespoke 2024 EXPERT RATED

Personally Tailored Service

defaqto ★★★★★ DFM MPS on Platform 2024 EXPERT RATED

Portfolio Management Service

Risk Management

We employ sophisticated risk management systems, which enable us to measure risk using several quantitative risk metrics. We stress test the robustness of portfolios to different investment backdrops and risk rate the underlying portfolios.

Security of Assets

All client assets are ringfenced under Whitechurch Nominees Limited which operates under FCA Client Assets Sourcebook (CASS) rules. The financial strength of Whitechurch Securities has been stress-tested and would comfortably be able to withstand a downturn significantly worse than the falls in the UK stockmarkets during the global financial crisis.

Award Winning Wealth Management

For over 40 years, Whitechurch has operated with a dedicated team of investment managers who work closely with advisers to offer actively managed investment portfolios. Our team is highly regarded in the industry. Their generation of attractive risk-adjusted returns, even in difficult markets, has been recognised by various high performance awards.

We continually pursue excellence in all our operations and our portfolio services are independently rated by leading industry researchers and analysts.

November 2022 saw Whitechurch shortlisted in three separate categories for the 2022 Wealth Partnership Awards. Fund Selection Team of the Year, ESG Advocate and Rising Star Individual The awards are designed to recognise and reward excellence across key elements of the UK's wealth and asset management businesses. We received the award for Rising Star in Wealth Management - the rising star category recognised individuals who had made a big impact within the industry, in a short amount of time.

Whitechurch was declared a **5-star winner in the FT Financial Adviser Services Awards 2021**, rated by advisers themselves. FT Adviser quoted "This year's five-star winners have convinced advisers they have what it takes to deliver the most appropriate returns for clients."
In February 2018 Whitechurch won the highest accolade - Platinum Award - for Best Cautious Manager at the Portfolio Adviser Wealth Manager Awards. This is particularly pleasing as it highlights the robustness of our risk management approach.

In 2017 we were once again a finalist at the **Money Marketing Awards**. This put us in the unique position of being the only firm to be short-listed every year for the past eleven years – winning the award on three occasions.

In October 2016, Whitechurch was awarded Best Overall Small Firm for the third year running at the **Citywire Wealth Manager Awards**. This is one of the most prestigious awards in the UK industry, with an emphasis on consistency as well as out-and-out performance. For the second year in a row we also won the overall award for Best Cautious Portfolio and we were shortlisted for the Best Balanced Portfolio.

Whitechurch was declared winner at the prestigious **PAM Awards** in the Defensive Portfolio Investment Performance category in October 2016. This result was based on an exhaustive due diligence review of our investment process, portfolios, fees, and, of course, performance. Amongst strong competition with multi-billion asset firms, we are proud to have remained a finalist in 2017.

Also in 2016, Whitechurch achieved an unprecedented clean sweep at the **Portfolio Adviser Wealth Manager Awards**; winning the highest platinum awards for the Best Cautious Portfolio, Best Balanced Portfolio and Best Aggressive Portfolio.

We were also awarded overall Runner Up in the Best Wealth Manager category at the **Money Marketing Awards**; and, as well as receiving the **Citywire Best Overall Small Firm Award**, we were shortlisted for the Steady Growth Portfolio Award.

This range of accolades, demonstrates our ability to produce consistently strong solutions to all advisers and their clients. We are committed to maintaining our high standards and award-winning performances for many years to come.

Aggressive, Boutique Firm

Cautious, Boutique Firm

Balanced, Boutique Firm

Investment Management Services

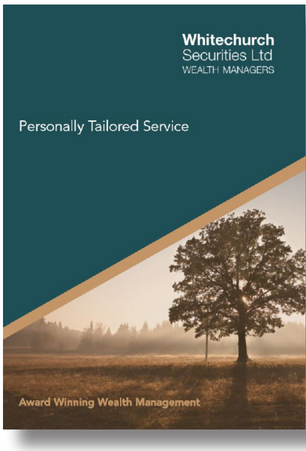
We provide a range of competitively priced discretionary investment management services; from low entry model portfolios to bespoke solutions for high net worth clients. Portfolios within the services can be used to consolidate existing Individual Savings Accounts (ISA), to invest within Self-Invested Personal Pensions (SIPP), Small Self-Administered Schemes (SSAS), Offshore Investment Bonds or held as standalone investment accounts.

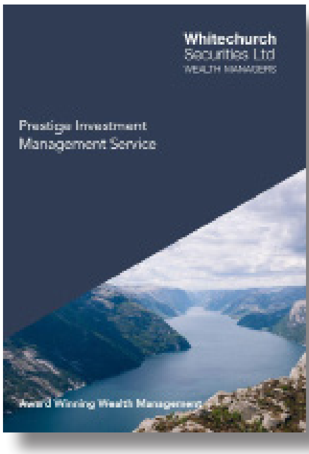
Whitechurch Personally Tailored Service

This service is a bespoke solution that offers flexibility to tailor investment portfolios as closely as possible to the individual client. We will construct and manage portfolios based on individual risk/return requirements.

The Personally Tailored Service is particularly suitable for clients who have specific investment requirements such as Capital Gains Tax management, or restrictions on asset classes (such as a country or property restriction); or clients who wish to have UK shares in their portfolio.

As assets can be held within a range of tax efficient wrappers (as well as standalone portfolios) the flexibility to use the portfolio as a pension or tax planning tool can be very valuable within an overall wealth management strategy.





Whitechurch Prestige Investment Management Service

This is our extremely popular service which offers tailored portfolios to meet clients' investment goals, based upon their objectives and attitude to risk.

Multi-asset portfolios are tailored to meet investor objectives using a range of collective investments. This can include Unit Trusts, Open Ended Investment Companies (OEICs), Investment Trusts and Exchange Traded Products.

The service offers a wide range of model portfolios – diversified across investment markets and asset classes – some with over a 10 year performance record.

The portfolios each have specifically defined strategies, risk ratings and parameters – ranging from Cautious to Adventurous. The strategies comprise of Income, Growth, Balanced and Ethical options.

Ethical Investment Solutions

Whitechurch Ethical Investment Solutions are available through our range of discretionary investment management services allowing us to tailor an investment portfolio in line with a client's ethical considerations.

Portfolios will contain a blend of UK equities or funds, overseas equities, fixed interest, property and cash, and can be created to exclude specific areas of concern for clients. Multi-asset portfolios are constructed to adhere to a predefined and comprehensive set of ethical requirements which we believe will fit the needs of most investors.

A bespoke service is available through Personally Tailored portfolios for clients with more specific ethical restrictions.

We can support your clients in identifying the areas of their investments which will be an issue; then work to create, where possible, a portfolio which matches their risk and investment objectives whilst taking their ethical criteria into account. Please see our ethical brochure for further details.

Structured Investment Approach

At Whitechurch we believe that clients should be able to understand our investment process and the underlying funds held. There will be no overly complex or unregulated investment products in any of our portfolios; and we continually ensure that portfolios fit within the objectives and risk profiles that are suitable.

- Asset allocation drives our portfolio construction combining predominantly 'top-down' economic, market and sector views to construct a portfolio that provides the optimum risk/return profile given our expected investment outlook.

- In overseas markets and in other asset classes, our edge is in identifying the best of breed amongst fund managers. The Investment Team takes a multi-manager approach to fund selection and have no in-house products that create a natural bias.

- Investing in long-term stocks and funds, which the team believes can outperform across investment cycles, is supplemented by shorter-term satellite positions, where we identify areas that appear to be well positioned on a 12-month view.

- Our use of behavioural finance which provides portfolios with a favour for contrarian investing allows us to exploit recovery in areas that are out of favour, but are very cautious about areas that are being widely favoured and have performed well. This typically heralds the peak of a cycle.

Whitechurch Investment Process

Financial Planning Services

Whitechurch Financial Consultants is a division of Whitechurch Securities Ltd through which clients can access a full financial planning service encompassing wealth management, retirement planning, long term care planning, inheritance tax planning and mitigation, and protection assessment and implementation.

We work with:

- Private individuals
- Trusts
- Small businesses
- Other professionals to ensure that a client's financial affairs are properly coordinated

From ad hoc advice or transactions to on-going comprehensive financial planning, our consultants can help clients make informed decisions on a vast range of financial matters, including:

- Pensions and Retirement Planning
- Pension decumulation options
- Valuations and treatment of pensions upon divorce (following a court order)
- Cashflow modelling
- Identification of best bank and deposit rates
- Inheritance tax gifting advice
- Specialist tax advice
- Life Assurance
- Critical Illness Insurance
- Income Protection
- Mortgage Protection Assurance
- Valuation of assets for probate
- Various trust arrangements
- Charity Structures

High Standards of Client Service

Client Charter

We are passionate about helping people who are serious about enhancing their wealth and creating a secure long term financial future for themselves and their families.

Our Client Charter below sets out the framework of how we support clients with their financial affairs.

Professionalism

Our principal mission is to deliver a First Class service, tailored to clients' needs. We understand that being the best requires continual improvement. We regularly update our skills and technical knowledge, and refine our research and due diligence to ensure clients always benefit from relevant, quality-driven advice.

Partnership

We believe that we have no right to advise clients about their money until we fully understand what they're trying to achieve. Because we empathise, we can work in close partnership with clients to ensure their needs are met and maintained; and they are kept fully informed with key developments.

Fairness

We will always put clients' best interests first; treat them fairly; and be open and honest in all our dealings.

Consistency

We will provide a consistently professional and friendly service, through working as a team to agreed principles, service levels and behaviours.

Simplicity

We are committed to providing responsive and transparent services to clients. We will do our best to avoid jargon, and will explain things in an easy to understand manner.

Supportive

We will always be friendly and helpful; and be mindful of issues that could affect our clients' experiences. For instance, we will address enquiries promptly and remove barriers so that clients can cancel services without incurring unfair penalties.

Fees and Charges

Investment Management

Whitechurch Securities Ltd charges an annual management fee which is a percentage of the value of a client's portfolio. The fee is calculated and charged monthly, in arrears. Please see our Professional Services rate card for a detailed breakdown of fees for different service levels.

A comprehensive review of your client's requirements will be undertaken and an investment proposal will be presented containing full details of applicable charges.

Financial Planning

In order to assess suitability and risk profiling, we can work with your client's existing financial adviser to identify the most appropriate investment services aligned to their investment objectives.

Where a client does not have a financial adviser a regulated Whitechurch financial consultant can undertake fact finding, risk profiling and suitability assessments. Detailed reports will be provided illustrating solutions and recommendations. Please see the Whitechurch Financial Consultants Professional Services rate card for fee examples.

Third Party Fees

Stockbroker Fees

- Third party stockbroker fees will apply to trades in UK Equities, Investment Trusts and Exchange Traded Products.
- Dealing costs are 0.25% per transaction with a normal minimum dealing charge of £16.50, although in certain circumstances this may be reduced.

Collective Investments

- We take no initial or ongoing commission on the purchasing of Unit Trusts and OEICs. We aim to minimise charges when buying and selling these within portfolios. We generally invest at 0% initial charge; in most instances, there is no charge for buying or selling (although a bid/offer spread may apply).
- Charges for collective investments are levied by the investment groups. Unit Trusts/OEICs and Investment Trusts held in portfolios will be subject to annual management charges levied by the fund management houses.

Stamp Duty

Stamp Duty applies only to trades in UK equities and Investment Trusts. It applies to purchases and does not apply to sales. It is charged at 0.5% of the value of the purchase transaction.

Ongoing Investment Services

Meetings with Investment Managers

We place significant importance on the value of client meetings. We do not want an investment manager to be just a name to your clients but rather someone who is a key part of the investment solution, and who can provide continuity and stability in the relationship.

Reporting and Valuations

Every three months – within twenty-five business days of 31 March, 30 June, 30 September and 31 December – your clients will receive a comprehensive valuation and progress report on their investments.

The reports will be issued electronically, with notification via an email alert, and will detail:

- Investment manager commentary on investment views and the rationale behind investment decisions
- Comprehensive valuations of portfolios
- Changes made within portfolios during the reporting period
- Schedules of all cash movements
- Fees deducted during the reporting period
- Consolidated tax statements, provided annually at the end of each tax year
- Capital Gains Tax report, on purchases and sales made during the tax year

Through the Whitechurch Online Portal clients will have 24-hour viewing access to their investment information. Portfolio valuations are updated each working day and the portal provides secure messaging, a document vault for all correspondence and the ability to login via a mobile application on smartphones and tablets

Contact Us

To find out more and meet the team, or if you are interested in finding out more about our services please contact us via:

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Website: www.whitechurch.co.uk

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WEALTH MANAGERS

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