

Wealth Management Service

Services for Direct Clients

Our Wealth Management Service is designed for UK clients seeking a comprehensive approach to managing their finances. We focus on your personal goals and circumstances to help you achieve financial success with confidence.

What does wealth management mean?

Wealth management is a holistic approach to managing your financial affairs. It combines investment management with financial planning services to help protect and grow your wealth while working towards your long-term goals.

Our Wealth Management Service

We provide expert guidance and management for individuals and families, helping you navigate the complexities of financial planning and investment management. Our approach is tailored to your specific needs, with every decision guided by your personal goals.

We will:

- Assess your current financial situation and future objectives
- Create a personalised wealth plan based on your unique circumstances
- Manage your investments within agreed parameters
- Provide ongoing financial planning advice when you need it
- Monitor and adjust your strategy as markets and your circumstances change
- Provide regular updates and clear reporting
- Arrange income payments and withdrawals if needed
- Review your needs regularly to keep your financial plan on track

You will receive:

- A wealth plan tailored to your goals and risk comfort level
- Personal service from a dedicated wealth manager
- Professional investment management with access to global opportunities
- Financial planning advice covering retirement, tax efficiency, and estate planning

- Comprehensive reporting, including regular valuations and tax information
- Secure online access to view your investments
- Support with all financial administration

The benefits of our service

- **Holistic approach** - All aspects of your finances working together
- **No need to sell existing investments** - We can transfer them directly, potentially avoiding Capital Gains Tax
- **Professional expertise** - Access to our team's collective knowledge across investments and financial planning
- **Time saving** - We handle research, monitoring and paperwork
- **Quick decision-making** - Prompt action on opportunities or market changes
- **Personalised approach** - Your wealth plan is tailored to your needs
- **Regular reviews** - We ensure your plan remains appropriate as your life changes
- **Tax awareness** - We consider tax implications when managing your finances and investments

Is this service right for me?

Our service is designed for clients who:

- Want a coordinated approach to their overall financial situation
- Prefer to delegate investment decisions to professionals
- Have more complex financial planning needs
- Value tax-efficient investing and legacy planning
- Seek a long-term partnership with a dedicated wealth manager
- Have financial goals that need more than cash savings

- Have investable assets for medium to long-term goals (typically 5+ years)
- May have ethical or sustainable investment preferences
- Understand investments can go down as well as up

This service may not be suitable if you:

- Want to make your own investment decisions
- Cannot accept any investment risk
- Need guaranteed returns or full capital protection
- Have a very short timeframe (less than two years)
- Need daily access to all your money
- Have simple financial needs that don't require ongoing advice

What account types are supported?

We can manage investments across:

- General Investment Accounts (GIAs)
- Individual Savings Accounts (ISAs and JISAs)
- Self-Invested Personal Pensions (SIPPs), subject to provider agreement
- Offshore and Onshore Bonds, subject to provider agreement
- Charity, Corporate and Trust accounts

Where are your investments held?

Your investments are held by AJ Bell Securities Ltd, one of the UK's largest investment platforms, providing:

- **Enhanced Security** - Your assets are held separately from our company's assets
- **Regulatory protection** - AJ Bell is regulated by the Financial Conduct Authority
- **Investment Focus** - This allows our team to concentrate on managing your investments

Our Wealth Management Approach

Our approach is based on understanding your total financial picture and working with you to achieve your goals. We believe that effective wealth management requires both high-quality investment management and comprehensive financial planning.

Core and Generational Wealth

We help you identify two important aspects of your wealth:

- **Core Wealth** - The assets you need to support your desired lifestyle throughout your lifetime

- **Generational Wealth** - Assets available for family members, loved ones, or charitable causes

By understanding these distinct elements, we can create strategies that balance your immediate needs with longer-term goals.

As part of our Wealth Management Service, we offer the following financial planning services:

- **Retirement Planning** - Ensuring your pension arrangements support your retirement goals
- **Estate Planning** - Creating strategies to minimise inheritance tax and pass on wealth efficiently
- **Tax Planning** - Making the most of available tax allowances and structures
- **Cashflow Modelling** - Forecasting your future financial position and testing different scenarios
- **Protection Planning** - Reviewing your insurance needs to protect against unexpected events

Our Portfolio Management Approach

We focus on helping you achieve your personal financial goals through research-led, client-focused portfolios designed for real returns over the long term. We balance protection against market falls with opportunities for growth.

For us, risk means the likelihood of achieving your goals, not just market volatility.

Key principles include:

- Portfolios designed with your personal objectives in mind
- Prudent management of your money
- Investments chosen for quality, value, and long-term potential
- Active management responding to changing markets
- Diversification across asset classes and regions
- Consideration of tax consequences and costs
- Disciplined oversight process

We offer six broad investment strategies, designed to meet a range of objectives and attitudes to risk.

- **UK Gilt Portfolio** – Focused on liquidity and capital preservation and nominal returns greater than cash, over the short term
- **Conservative Portfolio** – Diversified, multi-asset, risk managed approach, focused on capital preservation and nominal returns greater than cash, over the short to-medium term

- **Real Return Portfolio** – Diversified, multi-asset, risk managed approach, focused on balancing capital preservation and real growth greater than inflation, over the medium-to-long term
- **Steady Growth Portfolio** – Diversified, multi-asset, risk managed approach, focused on real capital growth greater than inflation, over the medium-to-long term
- **Total Return Portfolio** – Diversified, multi-asset, risk managed approach, focused on real capital growth greater than inflation, over the long term
- **Global Equity Portfolio** – Focused on real capital growth greater than inflation from global equities, over the very long term

Each investment strategy is tailored and adapted to your specific needs, and our financial professionals will work with you to determine which strategy best suits your needs.

Understanding the risks

All investments carry risk

- **Market Risk** – Investments can go down as well as up
- **Income Risk** – Investment income isn't guaranteed
- **Liquidity Risk** – Some investments may be harder to sell quickly
- **Inflation Risk** – Rising prices can reduce the buying power of your money
- **Currency Risk** – Foreign investments may be affected by exchange rates
- **Suitability Risk** – Poorly matched portfolios may underperform

We help you understand these risks and ensure they align with your comfort level.

Supporting vulnerable clients

We support all clients, including those who may be vulnerable due to health, life events, or other circumstances. Our services can operate under Power of Attorney if needed.

Our fees

Our financial professionals prefer to talk through our services and fees with you, however, details of our fees and charges you can expect are summarised below.

- **Initial Planning Fee** – Initial consultation is free
- **Annual Wealth Management Fee** – up to 0.85% of the value of your portfolio (plus VAT).
- **Annual Custody & Settlement Fee** – up to 0.25% of the value of your portfolio.

- **Transaction Charges** – There are no additional transaction charges for buying and selling investments.
- **Onboarding & Exit Charges** – There are no additional charges for transferring your investments to or from us.

Please refer to our Schedule of Fees and Charges for full details. A personalised example with illustrative charges will be included in your Investment Proposal.

Next steps

If you are interested in our service:

- Contact us to arrange an initial meeting at no cost
- We will discuss your goals, circumstances and preferences
- We will create a personalised wealth management proposal
- Once you decide to proceed, we'll set up your account
- We will keep you updated with regular reviews

This guide is not personal advice. If you're at all unsure of the suitability of an investment for your circumstances, please ask your usual Tacit contact for advice.

Important things to remember

All the solutions we offer involve some form of investment risk and you should be aware that the value of investments can fall in value, so you could get back less than the original capital you invested.

Whilst the rules we refer to are those that currently apply, they can change over time and their value and how you are taxed will depend on your personal circumstances, and tax rules at the time.

You have sole responsibility for the management of your tax and legal affairs including all applicable tax filings and payments and for complying with the applicable laws and regulations.

We may provide guidance on using tax-efficient structures such as making use of tax allowances. We are not specialist tax advisers and will not provide you with tax or legal advice and recommend that you obtain your own independent tax and legal advice, tailored to your individual circumstances.

Contact us

Tacit Investment Management

14 Hanover Square,

London,

W1S 1HN

T: 0203 051 6450

W: www.tacitim.com

TIML/CG/WMS-DIRECT/2025

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