nucleus

DIRECT Debit

Instruction to your bank or building society to pay by Direct Debit

Please fill in the whole form including official use box using a ball point pen and send it to:

Nucleus Client Relations
PO Box 26968
Glasgow
G2 9DY

Service user number

5	5	8	4	4	8

FOR NUCLEUS FINANCIAL SERVICES LIMITED OFFICIAL USE ONLY
This is not part of the instruction to your bank or building society

General (Gross) Account

Name(s) of account holder(s)

S+S BRATTON DEVELOPMENTS
EXECUTIVE PENSION

Bank/building society account number

1	9	1	7	4	9	3	7

Branch sort code

2	3	0	5	8	0

Name and full postal address of your bank or building society

To: The Manager Bank/building society
METRO BANK

Address
ONE SOUTHAMPTON ROW
LONDON

Postcode WC1B 5HA

Reference

Instruction to your bank or building society
Please pay Nucleus Financial Services Limited Direct Debits from the account detailed in this Instruction subject to the safeguards assured by the Direct Debit Guarantee. I understand that this Instruction may remain with Nucleus Financial Services Limited and, if so, details will be passed electronically to my bank/building society.

Signature(s)
S W Bratton

Date
06/12/2016

B.M. Davies
30 DECEMBER 2016

Banks and building societies may not accept Direct Debit Instructions for some types of account

DD1

This guarantee should be detached and retained by the payer

The Direct Debit Guarantee

DIRECT Debit

- This Guarantee is offered by all banks and building societies that accept instructions to pay Direct Debits
- If there are any changes to the amount, date or frequency of your Direct Debit Nucleus Financial Services Limited will notify you 5 working days in advance of your account being debited or as otherwise agreed. If you request Nucleus Financial Services Limited to collect a payment, confirmation of the amount and date will be given to you at the time of the request
- If an error is made in the payment of your Direct Debit, by Nucleus Financial Services Limited or your bank or building society you are entitled to a full and immediate refund of the amount paid from your bank or building society
  - If you receive a refund you are not entitled to, you must pay it back when Nucleus Financial Services Limited asks you to
- You can cancel a Direct Debit at any time by simply contacting your bank or building society. Written confirmation may be required. Please also notify us

wealthmasters
FINANCIAL MANAGEMENT LTD
Working Together Building and Preserving Wealth

INVESTORS IN PEOPLE | Bronze

INVESTMENT REPORT

Prepared for:

Trustees of the S & J Bratton Developments Executive Pension Scheme

wealthmasters

Prepared by:
Adrian Shakespeare Dip PFS, Cert's CII (MP & ER)
Principal Consultant

Wealthmasters Financial Management Ltd
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Charnwood Park
Waterton
Bridgend
CF31 3PL
Friday, 12 November 2015

E&OE

Further to our recent discussions please find attached your research report and accompanying documents for your perusal and safe keeping.

Introduction and basis of advice

This Report is for your retention and sets out my recommendations for you in detail. It is our objective to treat our clients fairly, therefore, should I have omitted or inaccurately recorded any details, please advise me as soon as possible. I confirm that I am authorised by the firm to advise on the type of products recommended in this Report. Under the terms of our FCA regulation, we regard you as a "Retail Client" and will act at all times in your best interests, discussing with you your investment objectives, assessing your personal and financial circumstances, and providing you with advice in line with a level of risk that you are prepared to accept.

Your duty of disclosure

You should note if any information provided by you or anyone acting on your behalf is inaccurate or if you fail to disclose any information which might reasonably affect our recommendation your right to benefit under the policies may be affected. We accept no liability should you suffer any loss due to non-disclosure of material facts about which we were unaware.

Important Information - please read carefully

The purpose of this report is to explain the basis of our advice to you, in relation to your financial planning. We want you to feel confident that we have understood your requirements and that we have explained our recommendations clearly, so please read this report carefully. If you believe that we have not understood any aspects of your requirements, or you need any further information about our recommendations do not proceed, and contact us at the earliest opportunity. In our experience it is usually easier (and potentially less costly) if any amendments are made at the outset, rather than when the contracts have been in force for some time.

This report also refers to other documents that are enclosed, or have already been provided. If you need further copies, please let me know as soon as possible.

We discussed with you the range of advice options that we are able to offer. These are explained in our Client Agreement that was provided to you. The associated fees and costs are detailed in the Client Fee Agreement provided at our meeting. I have charged our standard £299.00 Investment Report Fee and a Fixed £600 implementation fee. You confirmed that you were happy to proceed on this basis.

Where appropriate the investment illustrations and Key Features documents supplied previously contain full details of all Product Provider fees and charges associated with the contracts.

Below is a summary of Scheme assets obtained during our discussion, please let me know if additional information should be added or any amendments made.

Current Pension Scheme Position:-

	Source	Asset/Liability	Reference	Status	Monthly	Value
Joint	Metro Bank	Scheme Bank Account	n/a	Open	£600.00	£126,338
Joint	Scheme Loan	Loanback	n/a	Ends 2017	£0	£172,200
Joint	Scheme Loan	3rd Party Loan Terra Firma	n/a	Ends 2017	£0	£64,860
Joint	Scheme Loan	3rd Party Loan SC B&D	n/a	Ends 2016	£0	£41,200
Joint	Land	Ambulance Plot	n/a	Open	£0	£50,000
				TOTAL	£600.00	£454,598

In the light of my analysis of your financial position and whilst I have recommended that you consider financial planning in all areas during our meeting, you have requested that I restrict my advice to your main objectives for you at this time, so I have focused on these areas of need. I have therefore only provided advice in relation to your Company Pension Scheme Investment requirements in accordance with your instructions during our meeting and have therefore not advised on areas such as protection, personal investments etc. You have placed no restrictions in regard to the products or markets in which you may wish to use. You should be aware that other recommendations could have been made from the information provided but you wished to restrict my recommendations at this time to the following areas:-

- **New Pension Scheme Regular Investment**

Affordability

We discussed your budget based on your current and estimated future circumstances and you confirmed that you would be able to afford the cost of the new recommendations that I have made now and for the foreseeable future as the funds are held within your existing Scheme bank account as well as being met by current contributions into the scheme. You therefore will be left with sufficient accessible cash. We have fully discussed the financial implications and expenditure this will involve and you are confident you will be able to meet these ongoing commitments.

The Regular premium investment of £600.00 (net) per month will be made from your existing deposits which you confirmed as affordable. I also recommended that you retain a cash reserve. It is almost always desirable to have some cash to cover immediate or very short-term needs. After discussion, it was decided that the cash reserve I feel would be sufficient to cater for the short term would be about £10,000. You are content with your existing cash reserves and did not wish to discuss this any further and assured me that, even after the regular premium investments you will be left with sufficient accessible emergency funds. I agreed that your existing provision should be sufficient to cater for most emergencies and that you should aim to maintain it around this level and replenish it whenever it's used. You do not have any financial commitments in the scheme that the funds could be used towards.

The emergency Fund is viewed as the lowest form of risk as the cash value will not go down, however, you should be aware of the affects of inflation. i.e. you receive 2% on cash based deposits, however, if inflation is 4% in real value terms the spending power of your cash has been reduced by 2%.

Risk Profile
We discussed at some length your attitude to risk and in particular the relationship between risk and reward. The more risk you are prepared to accept, the greater the long term rewards will often be. It is important to maximise your return, but also ensure that your attitude to risk and maximum capacity for loss is clearly defined at outset.

You have previously completed our Risk Profiling Questionnaire. The questionnaire has been designed to assess your knowledge, experience, attitude towards investment risk and capacity for loss. Your risk profile was deemed to be Adventurous, which you agreed with for these funds which can be described as follows:-

Adventurous
The Adventurous Investor aims to maximise long-term expected returns rather than to minimise possible short-term losses. An Adventurous Investor values high returns relatively more and can tolerate both large and frequent fluctuations through time in portfolio value in exchange for a higher return over the long term.

We fully discussed the definitions of the different risk categories and you confirmed your understanding of them, as well as your chosen attitude to risk surrounding the recommendations including the inherent risks adopted with such a stance as detailed above. Whilst you are not experienced investors you appreciate the risk associated with investments and are looking to take a long term view on the fund as it is tied up in your pension until retirement whilst also reducing risk by investing monthly to capture the benefit of future fluctuations and volatility in the markets. We discussed the benefits of this over lump sum investments.

Background
During our discussion we established that you wish to increase your investment planning objectives for your Pension scheme cash deposits, in order to achieve long-term growth and income on your monies to promote your financial security for the future. In addition to this you now want a fully managed portfolio and investments advice, previously you had managed all your investments personally but with increasing restrictions on your time, new commitments to the family business, a lack of confidence in the banks and continued complexities in the market you felt no longer able to achieve this.

You are prepared to invest for the long term in order to achieve your goals by utilising funds currently held on deposit therein. You would like the convenience of having all funds held under one arrangement for ease of monitoring and tracking. It is also extremely important for you now to arrange a more diverse portfolio, utilising the products of more than one manager within the same contract. Your cash funds are currently held on deposit and therefore not achieving any real growth, you have taken this action whilst you review your options and requirements for your other monies moving forward.

Given the current climate and subsequent dramatic reductions in the interest rates you will be receiving on your current & deposit accounts thus reducing your total return. You wish to take a longer term view with the capital as well as accepting risk to the capital. You are looking for a good potential return in excess of current deposit rates in exchange for tying up your funds and taking a riskier approach to capital security.

Given the current economic climate you were also looking for the option of adding structured features at a later date that could still realise a potential return or income in stagnant markets and possibility of adding shares to the portfolio. It was your initial preference however to allocate the regular premium investments to Capital growth. The aim was for the initial monies to assist in providing potential long term growth through exposure to the markets whilst in their volatile environment. It was also a preference for you to be able to invest your monies through a platform that gives you access to Managed fund portfolio options, multiple structured product providers and contracts. You wanted online access to allow you to view your investments regularly with a single point of contact for ease.

Possible Solutions

We discussed the options of Investment Plan's, Unit Trusts/OEIC's, Bond's, Platforms, Structured Investments, Fund Supermarkets, Wrap's and alternative investment vehicles (you also understand that due to the nature of the investments, you should aim to hold them for a minimum of 5-6yrs).

In keeping with your attitude to risk, your need for good growth in potentially stagnant or volatile markets, tax efficiency within stock market linked contracts, funds to be tied up for 5 – 6 years but with access potential in an emergency, your requirement to take a longer term view towards the investment and acceptance of risk to the capital, ability to consolidate investments within a single point of contact, ease of monitoring, online access, benefit from fluctuations in markets through monthly contributions; I recommend a General Investment account for the Pension Scheme as being the best option to meet your stated requirements.

You would like these funds to be incorporated within a fully managed portfolio that covered global assets and sectors as well as being well rated with a good track record, fully managed and rebalanced regularly with the advantage of the ability to use alternative holdings and a dynamic approach to changing markets. We therefore discussed the use of self select and risk generated portfolios/funds as well as model portfolio's and Discretionary Management Services with the latter appealing to you more and suited your objectives. In light of your land and loan investments you were keen for the regular premium funds to adopt a more adventurous profile. We discussed the implications to this and the definitions of such approach which you agreed for me to adopt on this portfolio

Fixed deposits didn't provide the growth and income returns you are looking for or appropriate to your attitude to risk. The likes of bonds or fund supermarkets could not provide the balance of access, discretionary management and control you were looking for. Of the options available for me to consider and including those previously mentioned I believe General Investment Account approach most closely matches your requirements compared with the previous options and alternative investment vehicles.

__Investment Structure__

As part of the overall investment strategy, I have recommended that you simplify the process of investing through the use of a consolidated portfolio service or wrap account under which you can hold all of your new individual structured investments and future investment portfolio's. This can cater for all your structured products and future requirements as well as being able to track plans. Put simply, a wrap account is a new concept in investment portfolio management and administration which allows an individual to consolidate and view their financial assets on one platform. It is designed to assist the investor and their adviser with arranging transactions, reporting and administering their investments.

There are many advantages for you as an investor that can be available when using wrap accounts:

- **Simplicity** - One point of entry to access your portfolio and arrange transactions.
- **A clear and transparent charging structure** – Usually consisting of the cost of the underlying investments, the cost of advice and the cost of the wrapper.
- **Value for money** – As a result of their purchasing power, the platform provider can often negotiate discounts on the initial and annual charges of the funds that they make available through their platform.
- **Reduced administration and paperwork** – Consolidated Income and Capital Gains Tax statements from one source to help simplify the tax year end reporting for tax return purposes.
- **Control** – As your adviser, I will be able to report, arrange transactions and monitor your portfolio from one controlled online platform.
- **Greater choice** – Providing an investment and / or security is tradable, it can usually be accessed through the wrap provider. This will not only provide you with access to a more diverse range of investments including collectives, equities, fixed interest securities, ETF's, investment trusts and structured products but will also allow an overall asset allocation approach to be adopted across your portfolio regardless of the investment type or tax wrapper being used.
- **Access** – 24/7 online access to your portfolio to obtain up to date valuations or to perform a number of transactions, such as withdrawing an income without the need for any paperwork.
- **Service** – Allows me to provide an investment advisory, rather than transaction-led service. There are a number of wrap providers within the UK. As a company, we regularly review and monitor the market to see which of the current offerings are most suitable for our clients and investment process (a copy of our research / due diligence can be provided on request).

Direct Investments, Fund Supermarkets and General Platforms were discounted due to them having a greater restriction on the Structured Product assets available to invest in as well as limited functionality and support for the Structures combined with the Pension scheme ownership.

__Recommended Wrap Provider__

I have identified that certain features of a Wrap are essential for your current needs. Having researched the market for this particular service, I recommended that you open a new Wrap account with Nucleus who offer competitive charges, they are also a financially secure company with many years experience in providing accounts of this type, they offer an unbiased and unbundled charging structure, they offer a competitive charging structure when compared to other providers in this market place, they offer an unbiased and unrestricted coverage of the investment and tax wrapper market, they provide access to a wide range of different tax wrappers, they provide access to a wide range of investment vehicles including Structured Products, ETFs, shares etc, they provide access to model investment portfolios, they provide access to discretionary fund management, they have negotiated discounted terms with a number of fund management groups, they provide excellent support and they have excellent service standards.

My selection was based on assessing criteria such as:-

- Underlying products / tax wrapper and contract range.
- What tools are available.
- The options / online functionality available.
- Their on-going client valuation and reporting functionality.
- Their on-going support and service standards.
- The associated costs incurred for using the account.
- The ownership and financial security of the wrap.
- Model Portfolio access

Nucleus were the most suitable account provider obtained by carrying out appropriate research and analysis to best match you preferences detailed earlier. Copies of which accompany this letter in the appendix for your retention.

NUCLEUS DESCRIPTION

The Nucleus platform is an award-winning wrap-based business solution launched in 2006. It allows clients to combine, or wrap, all of their investments into a single manageable online account. This means that portfolios can be viewed at a glance, allowing instant valuations and variations to holdings to be made. The platform holds a wide range of product wrappers and is continuously enhanced in line with feedback from advisers and is truly built around advisers and their clients.

With the financial services landscape continuing to evolve, investors are seeking to broaden their horizons as they look for value, diversification and capital security. As a result an increasing number are coming to the conclusion that these needs are best served by including structured products in their portfolios. Access to best of breed technological solutions that help manage and shape strategic planning needs underpin many investment decisions and it has long been noted that the retail structured product space is one of the last mainstream investment sectors to address the need for comprehensive platform functionality. With a wide range of Structured products available on the platform this will help meet your requirements.

We also discussed your need for access to model portfolios with a high calibre portfolio construction and review process. For this reason we use a branded version of the platform Paradigm Nucleus Platform. This allows us to meet your future regular premium investment requirements utilising some of the best calibre investment review and construction consultants in the financial services market.

The charges associated with the recommended Paradigm Nucleus Wrap are:

The initial charge for investing on the Paradigm Nucleus Wrap is £100 for each wrap account. The annual charge is tiered depending on the size of your holdings on the platform, and these are:

[illegible]	PARADIGM NUCLEUS
£0 - £1,000,000	0.50%
£1m to £2m	0.45%
£2m to £3m	0.40%
£3m to £5m	0.35%
£5m +	0.30%

For example, for a portfolio of size £5m, the first £1m would attract a charge of 0.50%, the second million would attract a charge of £0.45% and so on. There are no charges for switching funds and no charges for transferring existing holdings onto the Wrap. There is also no charge levied if you decide to transfer your holdings away from the Wrap. For full details of any other charges that may apply, I refer you to the accompanying wrap documentation and transaction illustrations

The initial charge for investing on the Wrap will therefore be 0.50%. For example a £10,000 investment would incur a charge of £100 for each wrap account and an annual charge of 0.50% approximately £50.00. For full details of any other charges that may apply, I refer you to the accompanying wrap documentation, your advice charges are separate to this...

Product Provider Solvency

Whilst we will endeavour to place business with product providers who demonstrate an adequate level of financial solvency, and although their regulator requires them to maintain a minimum level of capital, we cannot guarantee the solvency of any product provider.

Transaction Recommendations

In keeping with your attitude to risk, your investment requirements and long term goals I am recommending a £600 per month contribution into the Nucleus General Investment Account from which we will access your recommended portfolio detailed later in the letter.

Discretionary Investment Part of the Proposal

In keeping with your attitude to risk, your need for capital growth on your funds, tax efficiency by utilising your Pension Scheme exemption, funds able to be tied up for 5-6 years plus but with access potential in an emergency, your requirement to take a longer term view towards the investment and acceptance of risk to the capital but with FCSC recourse; I recommended that a General Investment Account as being the best option to meet your stated requirements for the investment wrapper as well as meeting your requirement for convenience utilising the new Nucleus Platform. For the underlying investment part of the portfolio we established the following requirements:-

Investment Objectives and Requirements

- the convenience and continuity of the investment platform provider
- flexibility to vary contributions
- flexibility to take withdrawals without penalty should circumstances demand
- flexibility to start, stop, increase, decrease contributions without penalty
- no fixed term
- ability to invest in a stock market environment
- tax efficiency
- competitive charges
- the ability to switch funds
- an Adventurous Risk based portfolio with FSCS coverage
- not to be dependent upon a single companies funds
- the portfolio to incorporate numerous funds spanning various asset classes
- ability to transfer or receive transfers
- a fully managed portfolio solution
- regularly rebalanced to maintain fund exposure
- a good track record to the fund manager
- a dynamic approach to take account of current market conditions

In keeping with your attitude to risk, your need for flexibility, tax efficiency within a stock market environment I recommend a Unit Trust/OEIC portfoliowould best meet your stated requirements. The Unit Trust/OEIC also matched your overall preferences and requirements whilst compared with previous contracts and alternative investment vehicles and assisted in creating an overall investment portfolio for you utilising tax efficiency and capitalising on the different tax regimes. It was felt that a Maximum Investment Plan, was not flexible enough whilst a Bond was potentially not as tax efficient and the Unit Trust/OEIC most closely matched your requirements. Fixed deposits didn't provide the growth returns you are looking for or appropriate to your attitude to risk, whilst structured products were not able to meet your FSCS protection needs

Product Provider Solvency

While we will endeavour to place business with product providers who demonstrate an adequate level of financial solvency, and although their regulator requires them to maintain a minimum level of capital, we cannot guarantee the solvency of any product provider.

Individual Fund Selection

In line with your attitude to risks, I would recommend the following funds. The recommended funds are compatible with your risk profile and have been chosen when researched using an appropriate research system and criteria. A copy of the research undertaken accompanies this letter for your consideration which outlines in greater detail the reasons for recommendation of the chosen funds. Although past performance is no guarantee of future returns, the past performance of the funds concerned has been consistent with the sector average over the last 5 years (where appropriate).

The portfolio was to contain an active Adventurous managed growth fund with a good track record, inherent diversification, good fund management and consistency, this was to therefore concentrate on benefiting from the current volatile markets and potential future growth opportunities whilst having an overall more active Approach.

Given your previous investment objectives I have advised that a Model Portfolio Service would best meet your requirements with monthly rebalancing, excellent manager pedigree as well as the dynamic approach to current markets you are seeking.

Fund Split

Fund	%invested
Brewin Dolphin Growth Portfolio	100%

Details of the funds recommended are included within the fund research, statistics and factsheets which accompany this letter for your consideration. You should refer to the fund objectives of each fund for a description as to its objectives and investment mandate. They include 5 year discrete performance where available.

About Brewin Dolphin

Established in 1762, Brewin Dolphin is one of the largest independently-owned private client wealth managers in the country with 39 offices across the UK and the Channel Islands. We have been offering bespoke advice to private clients, pension funds and charities for generations and manage £26bn in investments for more than 130,000 clients. Our focus is on working with clients and their advisers to provide investment advice that is suitable for each client's needs. We are not part of any other financial organisation and have no in-house funds - we search across a wide range of the market to offer our clients a high quality service.

Our credentials

Brewin Dolphin's reputation for providing sound investment advice to institutions and individuals stretches back more than 250 years. Over the years, we have proved ourselves to be a stable, trustworthy adviser whatever the financial climate, developing close working relationships with our clients. Our ability to help our clients create and preserve wealth has been recognised by several industry awards in recent years. We won Best Wealth Manager for Alternative Investments at the 2011 Investors' Chronicle Wealth Management Awards and the Large Firm Award in the Citywire Wealth Manager Advisers' Choice Awards 2010. We were also awarded for the quality of our investment research at the 2010 Investment Week Fund Manager of the Year Awards. Other accolades we have won in recent years include the 'Best Discretionary Stockbroker' award at the Shares Magazine Awards 2009.

About the Managed Portfolio Service

The Brewin Dolphin Managed Funds Service is an investment management service, comprising of a series of investment portfolios which differ from each other in their investment objectives and risk profile. We will work with you to ensure you select the most appropriate investment portfolio for your individual objectives, taking into account your appetite for risk and your capacity to suffer losses within your portfolio. Brewin Dolphin benefits from an extensive research and asset allocation team and these individuals meet on a monthly basis to discuss the prevailing economic outlook, the prospects for financial markets, regions and asset classes. They then combine to construct investment portfolios which reflect their best investment ideas, whilst being mindful of the risks associated with each risk profile.

The benefits of MFS 'at a glance'

– A range of managed portfolios, each aligned to a specific investment objective and attitude to risk.

– Expert investment management ensures that portfolios reflect changes in our house views and in market conditions over time.

– Option to take a regular, fixed income from your portfolio or to focus on capital growth.

– Ability to add or withdraw cash.

– Six monthly valuation reports.

– Online access to your portfolio with supporting information to help you keep track of your investments.

The value of investments can fall and you may get back less than you invested. Past performance is not a guide to future performance. Any specific investments mentioned are for illustrative purposes only and are not intended as investment advice.

[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Growth Portfolio	1.6	4.3	15.9	19.8	14.5	22.9	29.6	68.5	73.9	5.7	7.0	22.1	12.4	-5.9	16.1	20.9	49.9
WMA Growth Index	1.9	4.7	15.6	14.8	17.4	22.4	28.5	62.9	66.7	3.3	6.1	17.0	10.0	-2.9	13.4	20.0	42.6
Relative	-0.3	-0.7	-0.7	-1.2	-3.3	0.5	1.1	5.6	7.2	2.7	0.3	5.1	2.4	-3.0	4.7	0.8	1.6

Performance Calculation: All income is reinvested. Performance is shown inclusive of underlying fund charges but gross of Growth Portfolio's investment management charge. Deduction of this charge will have the result of reducing the illustrated performance.

Performance is calculated through Morningstar ... and provided for illustrative purposes only and should not be viewed as the performance of a specific client account. Inception Date of 31/10/2008, quoted on an annualised basis.

Growth Portfolio

The portfolio's objective is to provide outperformance of the Wealth Management Association (WMA) Growth Index over the medium term. Returns will be generated through both capital growth and income with a bias towards developed and liquid capital markets. The risk will be diversified by holding collective investments. The management of the portfolio aims to meet the objective conservatively by taking managed risk through fund selection and asset allocation.

Recent Activity

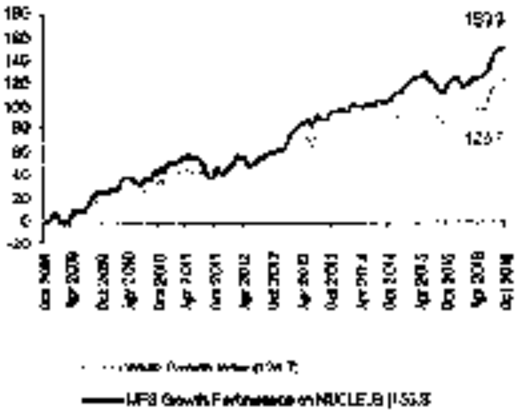
The Growth Portfolio underperformed against its index by roughly 0.2%. The main drivers behind this were through asset allocation, namely the overweight to US equities which benefited from the rally in the S&P500 over the month. UK stock selection in the active management space continued to face headwinds given its positioning especially the underweight position to the resource sector. That said, the UK value strategy run by Investec performed well given its contrarian positioning, and provides credence to our approach of blending differing styles together. We remain comfortable with the funds positioning and there were no trades over the month.

Portfolio Information

Portfolio Benchmark	WMA Growth Index
Investment Management Charge (p.a)	0.3% +VAT
Fund Underlying OCFs	0.72
Estimated Annual Yield	1.71

An Investment Administration Charge is applicable. Please refer to your Investment adviser or Investment Administrator for details.

Performance Since Inception



Full details of the fund can be found in the attached fund factsheet

Furthermore for the Growth element of the portfolio I have recommended that we look to combat potential market volatility by drip feeding these funds into the market at a rate of £600 per month. This will allow us to potentially benefit from pound cost averaging if markets continue in their volatile nature.

Pound cost averaging explained

This is the process of regularly investing the same amount, usually on a monthly basis, to smooth out the highs and lows of the market within which you're invested. It's also extremely useful as a means of tipping your toe in the water and monitoring your investments on a monthly basis during potentially volatile markets or don't want to fully risk and up front lump sum.
The effect of pound cost averaging is that you're buying assets at different prices on a regular basis, rather than buying at just one price. And while riding out the movements of the market, you could also end up better off than if you invested with a lump sum.

Pound cost averaging is a less risky method of investing your savings especially when the market outlook can be volatile. Let's look at this in practice. If you invested a £10,000 lump sum and bought shares valued at £10 each, you'd have 1,000 shares. Now, if you bought £500 worth of shares per month over 18 months (amounting to £10,000 overall all), you would buy 50 shares in the first month. But if the share price went down to £9.50 in the second month, you'd be able to buy 52 shares, as the shares are at a lower price. Therefore, rather than your full £10,000 investment being affected by the drop in share price, only a small proportion of your money drops in value. After 18 months of movement in the share price, it might end back on £10

If you invested with a lump sum, you'd still have the same amount of money and the same number of shares. But by regularly investing, you may end up with more shares and, consequently, some growth of your capital, despite the share price ending up the same as when you invested and investing the same amount. However, it's important to remember that you may not necessarily benefit this way using pound cost averaging. One potential downside of this is that if your investments continuously grow, you'll be missing out on some of that growth as not all of your money has been invested over the whole period.

Risk Warnings

I would draw your attention to the following risks that are applicable to an Individual Savings Account:

- The value of your investment and the income from them will rise or fall as the value of the underlying investments in which your money is invested changes.
- Whilst the plan has no withdrawal penalties, when you sell your investment you may get back less than you invested.
- Movements in exchange rates may cause the value of your investment to go up or down.
- To obtain the benefit of equity investing, a long term view is usually advised.
- You should remember that the returns from these funds are not guaranteed. The value of the investment funds and the income from them can go down as well as up and past performance is not necessarily a guide to the future.
- Fund choice is consistent with your attitude risk
- This plan is intended to be a long-term investment. If you withdraw from the plan in the early years, your fund could be significantly less than originally intended. Your fund will not have had the time to grow in value to the level you originally envisaged.
- The tax status of the account could change and is not guaranteed.
- Investing in a property fund - Please note that when investing in a property fund, the fund managers reserve the right in exceptional circumstances to defer the payment of withdrawals for up to 6 months.
- Some Cash/Deposit Funds involve alternative investments such as derivatives, money market instruments etc. This means that they are not totally risk free and may be subject to capital losses.
- By opting for a managed portfolio solution to meet all your needs there can be circumstances where the charges you incur may be higher than average to facilitate your objectives.

It would be prudent to review your contract on an ongoing basis. I should be happy to advise you in the future, should you require this. In order to provide this service then you would need to enter into an Investment Service Agreement. Details of which have been provided to you. If you do not require this service then we will not actively review your investments risk profile, fund portfolio, taxation, performance, market conditions etc. You may contact us at any time to request a review which will be carried out based on the Terms Of Business applicable at the time.

Trusts
The pension assets are held under trust whilst in the scheme, we have recommended however that you consider appointing a trust as the beneficiary of any death benefits to provide long term asset protection and reduce inheritance tax implications in the future.

Taxation
As the funds are held within a registered pension all income or growth generated by the investment is currently free of income or capital gains tax.

Key Features Document
I have provided you with a Key Features Document. This documentation is important and contains information regarding the product which I have recommended, particularly with regards to the product's aims, the commitment which it entails, charges on the contract together with its legal and tax status and the commission payable. If there are any points on which you are unsure or require further clarification, please contact me and I will be pleased to explain these in greater detail. Contract specific illustrations have also been provided to you.

Conclusion

I hope that the comments made in this report satisfy your criteria and that the content, together with the literature which accompanies this letter for your consideration provides sufficient explanation and justification for your adopting the stance I have suggested. Should any of the information provided to me initially, contained in this letter be incorrect or my interpretation of your requirements be wrong then please contact me immediately. All statements concerning the tax treatment of products and their benefits are based on our understanding of current tax law and Inland Revenue practice. Levels and bases of tax relief are subject to change.

I have recommended that you invest £600 per month into a new Nucleus General Investment account where these funds will then be invested into the Brewin Dolphin Managed Portfolio Service to achieve your financial goals of capital growth over the long term in a tax efficient environment.

Finally
Your assets after the restructuring are shown as follows:-

	Source	Asset/Liability	Reference	Status	Monthly	Value	
Joint	Metro Bank	Scheme Bank Account**	n/a	Open	£600.00	£126,338	
Joint	Nucleus	Investment Acct	n/a	Open	-£600.00	£0	✔
Joint	Scheme Loan	Loanback	n/a	Ends 2017	£0	£172,200	
Joint	Scheme Loan	3rd Party Loan Terra Firma	n/a	Ends 2017	£0	£64,860	
Joint	Scheme Loan	3rd Party Loan SC B&D	n/a	Ends 2018	£0	£41,200	
Joint	Land	Ambulance Plot	n/a	Open	£0	£50,000	
				TOTAL	£0.00	£454,598	

*** less associated costs of investment fees ✔ denotes new transaction*

I hope that the comments made in this report satisfy your criteria and that the content, together with accompanying literature, provide sufficient explanation and justification for your adopting the stance I have suggested.

On behalf of our Firm, I would like to thank you for your continued support. I look forward to being of help and service to you over the years ahead. Our website www.wealthmatters.co.uk provides essential information regarding services we offer. We invite you to take a look for yourself. Our quarterly 'Smart Money Bulletin' is also published on the site together with a suite of brochures discussing topical subjects that may be of interest to you.

What happens next
Your application upon receipt will be sent to the product provider for processing and they will shortly send you a formal notice. Our Administration Team will keep you informed of the progress of your application(s) and no doubt will be in contact with you again shortly. Should you have any questions or queries, do not hesitate to contact them at our Bridgend office. We may send you a Client Questionnaire, and ask you to provide us with feedback on what you thought of the service you have received and highlight any areas where improvements could be made. We appreciate your help in this matter.

Yours sincerely

Adrian Shakespeare Dip PFS, Cert's CII (MP & ER)
Principal Consultant

You should read this Document in full and with care before signing it

Client Declaration
I confirm that I have received an original copy of this Suitability letter and have read and understand the recommendations made and agree with information provided. I also confirm receipt of all the necessary documents listed below.

Mr Simon Bratton Date 06/12/16

Mrs Julie Bratton Date 06/12/16

APPENDIX

Unit Trust/OEIC Basic Features

It is worthwhile outlining the product features of the contract recommended to demonstrate why it is suitable to your current circumstances and stated objectives, which I outlined earlier. These are forms of collective investment, which allow individuals to participate in a large portfolio of quoted securities by pooling their money together with other investors. This gives the individual access to a much wider spread of holdings than can normally be achieved with smaller sums of money, which in turn reduces the risk. The fund is divided into units or shares, which are valued on a daily basis and reflect the underlying value of the fund. This value will fluctuate on a daily basis with market conditions.

Basically, Oeics and Unit Trusts are a flexible and relatively cheap way to invest in the stock market. They are run and regulated in a similar way, and you can hold them in an ISA or PEP. There are differences and you will usually find that unit trusts have two prices - the 'bid' which is the lower price you receive when you sell, and the higher 'offer' price you pay to invest. The difference between the two prices is commonly known as the bid/offer spread. With an Oeic there is just a single price to buy and sell shares, so it's easier to see the actual effect of charges. However, this advantage may not last forever as unit trusts are expected to become 'single-priced' eventually, with some already so.

It can cost fund managers less to run an Oeic than a Unit Trust, so some companies cut initial charges when they converted their unit trusts, although annual charges remain much the same. Another advantage of Oeics is that it may be cheaper to switch between a manager's different funds than between unit trusts because of the Oeics' structure. Each may be made up of various sub-funds, and when you buy shares in an Oeic you actually invest in one or more of the sub-funds. Changing between sub-funds e.g. UK for European or vice versa, is easier than switching between completely separate unit trusts. Several Oeic managers have therefore cut switching charges or even offer free switches.

Income (the yield, or dividend) from these funds can be distributed or accumulated within the fund and is paid net. Higher rate taxpayers will have to declare this income on their tax return and pay the difference between the tax deducted and either higher rate tax, in the case of interest, or 32.5% in the case of dividend income. Non taxpayers can no longer reclaim the tax which has been deducted at source unless the income is deemed to be interest such as that payable from a fixed interest or cash fund. When the holding is surrendered, if there is a gain, this is subject to capital gains tax. However, each individual has an annual allowance and as long as this gain together with any other gains you may have is less than the allowance, there is no tax to pay.