

Thesis Asset Management

Fees for investment management services

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Personal Investment Portfolio

This service is for investments of at least £150,000. The structure of a Personal Investment Portfolio will be based on a client's investment needs and attitude to risk. Included within such a portfolio will be a wide range of asset classes, such as individual stocks, collective investments, cash deposits, gilts, bonds and hedge funds. If a client has other existing assets, such as personally owned stocks and shares, we can incorporate them into the portfolio.

The Thesis Personal Investment Portfolio also offers an ethical investment option for clients wishing for us to construct and manage portfolios based on their own preferences or beliefs. Clients have genuine choice in terms of how Thesis management fees are paid, including the option of a fully transparent, management fee-only solution.

Optima Investment Portfolio

Available for investments of £10,000 upwards, this service offers a range of Unit Trust funds designed to meet different investment objectives. Our Optima Investment Portfolio provides clients with a portfolio account within which to invest these funds.

Optima funds are invested in different asset classes in varying proportions with different levels of risk. This is coupled with a choice of styles, including relative and absolute return approaches to investments, as well as multi-manager and direct investment.

An investment into Optima can be across one or any combination of Trusts and has the ability to blend together different asset mixes, levels of risk and investment styles to suit a client's overall financial needs.

Thesis SIPP

Within the Thesis SIPP you can invest in either our Personal Investment Portfolio or our Optima Investment Portfolio.

Subject to HM Revenue and Customs contribution limits, you can invest £100,000 or more into the Thesis SIPP. Alternatively, clients can transfer existing pension funds held elsewhere into a consolidated SIPP where funds can then benefit from ongoing active investment management.

Personal Investment Portfolio – Fee Structure Choice

Standard

Our Standard charging structure is currently the common approach for clients to meet Investment management costs within our industry.

A lower annual management charge is levied by Thesis, but in addition the client also pays from within their portfolio dealing charges for the buying and selling of stocks. Thesis will also receive annual commissions in respect of any collectives such as Unit Trusts that we purchase on our clients' behalf.

We deal with the majority of our clients on a discretionary basis. As the name implies, this means that we have complete discretion, subject to the overriding requirement for suitability, to manage and deal within your portfolio having agreed your objectives and attitude to risk.

For some of our clients we act on an advisory basis although this is not our common approach. For advisory clients we will seek your agreement before trading on your behalf.

The fees and charges under our Standard offering are as follows:

Portfolio Management Fees

Value of portfolio	Discretionary	Advisory	ISA
First £500,000	0.75% p.a.	1.25% p.a.	Additional 0.25% if within Thesis ISA
Balance over £500,000	0.50% p.a.	0.75% p.a.	Additional 0.25% if within Thesis ISA

- Percentage fees are on total value of investments, excluding VAT, and are charged half yearly in arrears.
- For larger portfolios or family holdings special rates may be negotiated.
- £750 is the minimum annual portfolio management fee.

Dealing Charges

Individual bargain value	Equities and collectives	Gilts and bonds
On the first £25,000	1.50%	1.00%
On balance over £25,000	1.00%	0.50%

- A £50 minimum charge applies to all transactions.
- Additional charges (including increased brokerage charges) may be levied if investments are to be registered in any name other than the Thesis nominee account on behalf of the Client. Any additional custody charges incurred in such cases will be passed to the Client in full.
- Any upfront commissions charged by product providers (eg Unit Trusts) will be rebated in full for the benefit of the Client.

Personal Investment Portfolio – Fee Structure Choice

Fee Only

Our Fee Only approach is a very clean and transparent charging structure. Clients pay simply one annual management fee to Thesis.

We do not make dealing charges in addition and we will rebate all commissions (upfront and annual) that Thesis receives in respect of holdings within your portfolio that are in collectives such as Unit Trusts.

We will manage portfolios of any size on a Fee Only basis, although it should be noted that a minimum annual management fee of £2,500 applies.

The Fee Only approach to charging enables your Thesis Investment Manager to deal and trade as often and as actively as required without creating additional costs to you.

The breakdown of our Fee Only offering is as follows:

Minimum investment	None	
Minimum fee	£2,500 p.a.	
Annual management fee (First £500,000 of portfolio)	1.5%	Additional 0.25% if within Thesis ISA
Annual management fee (Next £500,000 of portfolio)	1.25%	
Annual management fee (Balance over £1m)	1.00%	
Set-up fee	None	
Trail commissions	All rebated	
Dealing costs	None	

- Thesis management fees are subject to VAT.
- Percentage fees are on total value of investments, excluding VAT, and are charged half yearly in arrears.

Optima Investment Portfolio – Management charges

Initial and annual charges

Fund name	Initial charge	Thesis annual management charge
Optima Growth Fund	Nil	1.50%
Optima Balanced Fund	Nil	1.50%
Optima Income Fund	Nil	1.50%
Optima Multi Asset Strategy Fund	Nil	1.50%
Optima Bond Fund	Nil	1.00%
Optima Cash Fund	Nil	0.50%

- Any annual remuneration to financial intermediaries is paid from within our annual management charges.
- Intermediary remuneration is paid at 0.50% in respect of the Growth, Balanced, Income, Multi Asset Strategy and Bond Funds. Remuneration for the Cash Fund is paid at 0.25%.
- Annual management charges in respect of underlying collectives we invest are in addition to Thesis' own annual management charges.
- Thesis rebates all trail commissions in respect of the underlying holdings in collectives.

Thesis SIPP – Fee structure

Thesis Management Fees (minimum £1,750 p.a.)		
Portfolio value £100k to £499k	1.75%	
Portfolio value £500k to £999k	1.50%	
Portfolio value £1m plus	1.25%	
Thesis & Joint Venture Connected Persons (minimum fee £1,000)	1.00%	
Remuneration to IFA (paid from above fees)	Initial	Ongoing
Portfolio value £100k to £499k	0.50%	0.50%
Portfolio value £500k to £999k	0.50%	0.50%
Portfolio value £1m plus	0.50%	0.50%
Thesis & Joint Venture Connected Persons	0.50%	0.25%
SIPP Centre Fees		
Establishment fee (rebated by Thesis)	£120	
Transfer in of another approved pension scheme (rebated by Thesis)	£60	
Quarterly administration fee (rebated by Thesis)	£40	
Income withdrawal	£150	
Transfer out to another approved pension scheme	£75	
Insufficient funds e.g. to pay benefits or fees	£25	

- All Thesis management charges are billed six monthly in arrears and charged to the client's Trading Account;
- Thesis management fees are subjected to VAT;
- Payment to IFAs is at zero rate VAT and deemed as commission;
- Thesis makes no dealing charges and rebate all commissions received in respect of collective investments.
- Any additional third party fees and custody charges incurred will be passed to the client in full
- Minimum new contribution/transfer value to the Thesis SIPP is £100,000 (£50,000 for Thesis/Joint Venture connected persons)