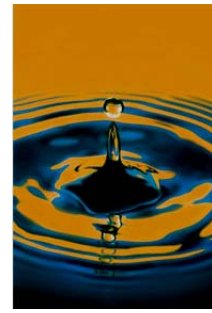


IMPORTANT INFORMATION ABOUT OUR SERVICES

Anand Associates
10 Glentworth Street
London
NW1 5PG



**ANAND
ASSOCIATES**
WEALTH ARCHITECTURE

Telephone: 020 7486 5486

Our Services

We are Financial Architects. We help you to design and create the financial home of your future. This home will represent your future dreams and aspirations, each room perhaps representing a personal goal or ambition. Then, we will look for the financial furniture to furnish this home; the furniture to give you the comfort that your goals and aspirations for you and your family will have a greater prospect of being achieved.

We find that most clients come to us having accumulated different types of financial furniture, but none of it with any strategy or coherency. We'll take a look at the financial furniture that you already have and see if it fits into the financial home that we've designed together. If it fits, we'll keep it. But if it doesn't, we'll try to improve it or upgrade it if it is no longer suitable; you wouldn't usually keep antique furniture in a modern contemporary home!

And, as part of our ongoing relationship, we'll regularly review both your financial home and your financial furniture. We want to ensure that it remains appropriate to your changing circumstances, your revised goals and your updated needs.

Freedom to Choose

We are Independent Financial Advisers which means we are not restricted in the investments we can recommend. We only recommend products that have been fully researched and meet our high standards. Our advisers are fully qualified and undergo regular professional development to ensure you get the best advice.

Paying for our Services

We offer an initial discussion (at our expense) when we will describe our services more fully and explain the payment options.

In this meeting, we will gather and analyse personal information about you, your finances, your needs and objectives.

If, as a result of this meeting, you want to take things further, we will be able to analyse your information and make recommendations of any action we think you should take. We will research the market place for the solutions most suitable for your personal circumstances and then, with your agreement, arrange the appropriate plans.

Not all firms charge for advice in the same way. We will discuss your payment options with you and answer any questions you have. We will not charge you anything until you have agreed how we are to be paid. We have ticked the payment options we offer:

- ✓ Paying by fee. Whether you buy a product or not, you will pay us a fee for our advice and services. If we also receive commission from the product provider when you buy a product, we will pass on the full value of that commission to you in one or more ways. For example, we could reduce our fee; or reduce your product charges; or increase your investment amount; or refund the commission to you.
- ✓ Paying by a combination of Commission and Fee. In some circumstances, we may also receive commission on top of any fee we charge, for example, fees for advice and commission for purchase of appropriate products.

The Fee Option

We usually work on a fixed fees basis. We will agree the rate we will charge before beginning work. We will tell you if you have to pay VAT. Our maximum charges are detailed separately in our Fee Agreement and The Design Strategy fee matrix. Our Advice Fees start at £339 and our Implementation Fees start at £500.

Where we charge hourly fees, you may ask us for an estimate of how much in total we might charge. You may also ask us not to exceed a given amount without checking with you first.

If you choose the commission option

Tables 1 and 2 below show examples of the amounts of commission we could receive (or the equivalent we earn through product charges). They are not maximums. The amounts vary according to the type of product, the amount you invest, and (sometimes) how long you invest for, or your age when you start the product. We will confirm the actual amount to you before you buy a product.

Commission if you Invest Monthly

	Our typical	Example based on £100 per month
Collective investments (e.g. unit trusts)	3% of all payments plus 0.5% of your fund value each year from year 2	£36.00 each year plus £12.00 in year 2, £18.00 in year 3, and so on (the actual amount in later years will vary in line with your fund value)
Whole of life assurance (assuming the policy holder is 40 years old)	136% of the first 12 month's payments plus 2.5% of all payments from month 49	£1,632.00 initially plus £30.00 each year from month 49
Personal and Stakeholder pensions (10 year term)	30% of the first 12 month's payments plus 2.5% of all payments from month 13	£360.00 initially plus £30.00 each year from month 13
Personal and Stakeholder pensions (25 year term)	65% of the first 12 month's payments plus 2.5% of all payments from month 28	£780.00 initially plus £30.00 each year from month 28

Commission if you Invest a Lump Sum

	Our typical	Example based on £10,000 lump sum
Collective investments (e.g. unit trusts)	3% of the amount you invest plus 0.5% of your fund value each year from year 2	£300.00 initially plus £50.00 each year from year 2 (the actual amount in later years will vary in line with your fund value)
Investment bond	6% of the amount you invest plus 0.5% of your fund value each year from year 2.	£600.00 initially plus £50.00 each year from year 2 (the actual amount in later years will vary in line with your fund value)
Personal and Stakeholder pensions	5.6% of the amount you invest plus 1% of your fund value each year from year 2	£560.00 initially plus £100.00 each year from year 2 (the actual amount in later years will vary in line with your fund value)
Annuities	2% of the amount you invest	£200.00 initially
Income drawdown	6% of the amount you invest plus 1% of your fund value each year from year 2	£600.00 plus £100.00 each year from year 2 (the actual amount in later years will vary in line with your fund value)

Personal Pension Schemes

Not all types of personal pension scheme are included in the information above about commissions. Instead only the more common types are included, and structures such as Self Invested Personal Pensions (SIPPs) are not. Before we start advising you, we will inform you of how much we could be paid if we do recommend one of those products to you.

You can also ask us about commission we might receive on underlying investments we recommend you hold within a SIPP, if not contained in the above information.

Regular Payments

Some products provide for regular payments to be made to us during the lifetime of the product. We will inform you of any such payments and how they are calculated at the same time as we explain our charges. We will have the right to receive these regular payments, on the terms disclosed to you, even though you may not request further services from us or decide to terminate this agreement. However, if you appoint another firm to advise you on your affairs you can request that the regular payments be transferred to that firm.

If you need any further information about our charges please ask.