

Combined initial disclosure document for:

IPS Financial Solutions Limited
South Point House, 321 Chase Road, London, N14 6JT
020 8920 7830

You should use the information provided within this document to decide if our services are right for you.

WHOSE PRODUCTS DO WE OFFER?

INVESTMENT

Please refer to the *'Which services will we provide you with?'* section of this document.

INSURANCE

We offer products from a range of insurers for all non-investment insurance products.

Ask us for a list of products we offer.

MORTGAGES

We offer products in the following 'relevant market(s)':

- Regulated mortgage contracts that are used for a non-business purpose; and/or
- Regulated mortgage contracts that are used for a business purpose.
- We are not limited in the range of mortgages we will consider for you.
- We offer a comprehensive range of mortgages from across the market, but not deals that you can only obtain by going direct to a lender

WHICH SERVICE(S) WILL WE PROVIDE YOU WITH?

INVESTMENT

Independent advice – We will advise and make a recommendation for you after we have assessed your needs. Our recommendation will be based on a comprehensive and fair analysis of the market.

OR

Alternatively no advice – You will not receive advice or a recommendation from us. We may ask some questions to narrow down the selection of products that we will provide details on. You will then need to make your own choice about how to proceed.

INSURANCE

We will advise and make a recommendation for you after we have assessed your needs for non-investment insurance products such as household insurance, private medical insurance, mortgage payment protection or pure protection covers e.g. term assurance, income protection cover and critical illness cover.

OR

You will not receive advice or a recommendation from us. We may ask some questions to narrow down the selection of products that we will provide details on. You will then need to make your own choice about how to proceed.

MORTGAGES

We offer an 'advised' sales service.

This means we will provide advice and make a recommendation for you after we have assessed your specific needs and circumstances.

We also offer an 'execution only' service.

If you choose this service you will not receive any advice or any recommendations from us.

For regulatory reasons we are not permitted to offer this service to all customers. Please ask me for further details.

WHAT WILL YOU HAVE TO PAY US FOR OUR SERVICES?

INVESTMENT

You will pay for our services on the basis of a fee or adviser charge which could be facilitated by a product provider. We will discuss the payment options with you and answer any questions you have. We will not charge you until we have agreed with you how we are to be paid.

All fee amounts quoted below are exclusive of VAT, expenses and disbursements; these will be added to the invoice if applicable.

Advised services

For our advised services, you will pay us via an adviser charge.

Initial advice service

Our initial advice will be appropriate for you, based on your requirements and circumstances at that time. We will not ensure that any initial advice remains suitable for you at a later date, unless you select to receive ongoing services from us.

Ongoing services

In addition to our initial advice services, we could undertake further services on an ongoing basis. Details of any ongoing services that we offer are detailed later within this document.

Our typical ranges of adviser charges are noted below. The exact amount could be more or less than this, but will be specifically agreed with you based on the work you ask us to do for you.

We will confirm the actual adviser charges in writing within our separate Engagement letter and/or a 'Services & Payment Agreement', before providing our services to you.

If we do not agree a fixed adviser charge with you at outset, you may ask us for an estimate of how much in total we might charge for any service(s) provided. You may also ask us not to exceed a given amount without checking with you first, bearing in mind that generally our minimum initial fee for arranging and transacting investment business (including monthly & regular investments) is £990 - a maximum fee can sometimes be agreed.

The cost of our services

Payment for initial advice services

Before we provide any services to you, we will gather information about your circumstances and needs. We shall bear the cost of this initial meeting and/or contact.

AND (if relevant):

We will subsequently send you an engagement letter outlining our proposed strategy & solutions along with more detail regarding the adviser charge based on our time, the complexity of the advice and the potential added value to you. Once agreed, the 'adviser charge' amount will not change, except where your needs or circumstances differ from our initial expectations.

At this stage a non refundable deposit is required with a view to proceeding further whereby the implementation fee is then due.

We will tell you how much the initial 'adviser charge' will be before you complete an investment, but you may ask for this information earlier.

Our typical charges are:

Initial Payment

To undertake research prepare 'key facts' illustrations/documents and suitability reports following the initial analysis we will charge a non refundable engagement fee deposit of at least £395. For more complex work we reserve the right to charge a more appropriate non refundable initial engagement deposit, which will be agreed in advance (should you proceed with us, within 28 days this should result in a reduced implementation fee), then;

Percentage of funds invested

An implementation fee charge based on investable funds, generally by negotiation, however typically between 1% and 5% of the initial investment (e.g. £1,000 - £5,000 initially per annum on each £100,000 invested) - subject to a minimum £990 which is negotiable, at our discretion, in particular if there is a current existing relationship.

Payment for ongoing services

There will be an additional charge for any ongoing work, such as periodic or ongoing reviews we carry out on your behalf. We will confirm the rate, frequency and length of any ongoing service(s) before commencing that ongoing service.

Ongoing services offered:

- Ongoing meetings, if mutually cost effective
- Reporting
- Investment Analysis & Strategy Management.
- Contact
- Administration
- Professional services

Percentage of funds invested and under our direction

We offer an ongoing service where we review your account approximately every 12 months and inform you of new recommendations or changes that may be relevant to your circumstances. This service is provided at a charge based on invested funds, generally by negotiation, however typically between 0.5% - 1% each year (e.g. £500 - £1,000 per annum on each £100,000 invested) – subject to a minimum of £490 pa which again is negotiable, at our discretion, in particular if there is a current existing relationship. This ongoing fee can be either deducted from your investment or paid by standing order. This service can be cancelled at any time. Please ask your adviser for more details.

In order to treat our clients fairly, we feel charging on this fee basis, is clear and more transparent than an hourly rate. This is also less likely to result in misunderstandings or inequitable charging.

Your payment options

Independent advice service

Settling your adviser charge by a single payment

Whether you buy a product or not, you will pay us an adviser charge for our advice and services which will become payable on completion of our work.

You will be required to settle the payment of your adviser charge on completion of our work within 28 business days. We accept cheques. We do not accept payment by cash. You will be provided with a receipt upon payment.

Settling your adviser charge by instalments

The option to pay for initial advice by instalments is only permitted where regular premium products are recommended.

- 'Paying by instalments through your recommended product' and
- 'Keeping up with your payment'

Payment by instalments does not relate to any ongoing charges payment which we may charge for providing an ongoing service.

Paying by instalments through your recommended product

If you buy a financial product, you can choose to have your adviser charge deducted from the product through instalments. Although you pay nothing to us up front, that does not mean that our service is free. You still pay us indirectly through deductions from the amount you pay into your product. These deductions will pay towards settling the adviser charge. These deductions could reduce the amount left for investment.

How your payment plan may work:

Total monthly premium payable	£ 250
Total cost of advice	£1,000
Monthly payment for advice	£ 250
Length of repayment period	4 months

If you choose to pay for the advice you receive through instalments, these instalments will be deducted from the premium you pay each month and allocated towards settling the adviser charge. For example, if the total cost of advice is £1,000, and you have been recommended a regular premium product of which £250 will be paid each month. £250 will be taken from this amount to pay off your adviser charge over 4 months. At the end of this period the adviser charge would have been settled in full. From month 5 the full £250 will be invested.

Keeping up with your payments

If you choose to pay for the advice you receive via instalments, the full amount of the adviser charge will need to be paid irrespective of whether:

- the recommended product(s) is /are cancelled before the full amount is paid; and/or
- you subsequently decide to transfer your business to another firm / financial adviser.

Any outstanding amounts, as at the date of cancelling the recommended product / transferring to another firm or adviser, will be due to be paid in full within 28 business days of the termination / transfer date. An invoice will be raised for the full outstanding amount.

'Non advised' services

The cost of our services

We will tell you how we get paid and the amount before we carry out any business for you.

Information about other costs and associated charges

There may be other costs, including taxes, that are payable through other parties (such as the product provider) that we may not be party to. Such charges are normally disclosed in relevant third party documentation, for example a Key Features Document.

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INSURANCE

You will pay for our services on the basis of:

No fee for for non-investment insurance products such as household insurance, private medical insurance, mortgage payment protection or pure protection covers e.g. term assurance, income protection cover and critical illness cover.

You will receive a quotation which will tell you about any other fees relating to any particular insurance policy.

MORTGAGES

You will pay for our services on the basis of:

Advised sales or Execution only service

A fee of £395 payable when you apply for a mortgage. We will also be paid commission from the lender.

We will tell you how much the total fee will be before you apply for a mortgage, but you may ask for this information earlier.

You will receive a key facts illustration when considering a particular mortgage, which will tell you about any fees relating to that mortgage.

You also have the right to request an illustration for any mortgage we offer.

REFUND OF FEES

Once your mortgage application has been submitted, if the lender rejects your mortgage application, you will receive a refund of the initial fee from us, minus £150.

No refund under any other circumstance

WHO REGULATES US?

We are authorised and regulated by the Financial Conduct Authority (FCA). Our Financial Services Register number is 207663.

Our permitted business is: *advising on and arranging investments, non-investment insurance contracts and mortgages*.

You can check this on the Financial Services Register by visiting the FCA's website <http://www.fsa.gov.uk/register/home.do> or by contacting the FCA on 0800 111 6768 (freephone) from 8am and 6pm, Monday to Friday (except public holidays) and 9am to 1pm, Saturdays.

WHAT TO DO IF YOU HAVE A COMPLAINT

If you wish to register a complaint, please contact us:

....in writing Write to The Complaints Handler, IPS Financial Solutions Ltd,
South Point House, 321 Chase Road, London, N14 6JT

....by phone Telephone 020 8920 7830

If you cannot settle your complaint with us, you may be entitled to refer it to the Financial Ombudsman Service.

ARE WE COVERED BY THE FINANCIAL SERVICES COMPENSATION SCHEME (FSCS)?

We are covered by the FSCS. You may be entitled to compensation from the scheme if we cannot meet our obligations. This will depend on the type of business and the circumstances of the claim.

INVESTMENT

Most types of investment business are covered up to a maximum limit of £50,000.

INSURANCE

Insurance advising and arranging is covered for 90% of the claim, without any upper limit.

For compulsory classes of insurance, insurance advising and arranging is covered for 100% of the claim, without any upper limit.

MORTGAGES

Mortgage advising and arranging is covered up to a maximum limit of £50,000.

Further information about compensation scheme arrangements is available from the FSCS.