

Barton Lyle Ltd

INDEPENDENT FINANCIAL SERVICES & INVESTMENT ADVISORS

3 London Wall Buildings, London EC2M 5PD

Barton Lyle Ltd is a trading style of The Clarkson Hill Group plc which is authorised and regulated by the Financial Services Authority

1. The Financial Services Authority (FSA)

The FSA is the independent watchdog that regulates financial services. This document is designed by the FSA to be given to consumers considering buying certain financial products. You need to read this important document. It explains the service you are being offered and how you will pay for it.

2. Whose products do we offer?

Investment

- We offer products from the whole market.**
- We only offer products from a limited number of companies.
Ask us for a list of the companies whose products we offer.
- We only offer products from a single group of companies.
- We only offer our own products.

Insurance

- We can offer products from the whole of market for term assurance, critical illness insurance, mortgage protection, income protection and private medical insurance.**
- We offer products for 'accident sickness & unemployment' and 'buildings and contents' from Legal & General except where specialist providers in niche markets are required.**
- We only offer products from a single insurer

Home Finance Products

Lifetime Mortgages and Equity Release Products

- We offer Lifetime Mortgages and Equity Release Products from the whole market.**
- We only offer products from a limited number of companies.
Ask us for a list of the companies we offer products from
- We only offer a limited range of the product from a single company
- We only offer our own products.

3. Which service will we provide you with?

Investment

- We will advise and make a recommendation for you after we have assessed your needs.**
- 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.
- We will provide basic advice on a limited range of stakeholder products and in order to do this we will ask some questions about your income, savings and other circumstances but we will not:
- conduct a full assessment of your needs
 - offer advice on whether a non-stakeholder product may be more suitable.

Insurance

- We will advise and make a recommendation for you after we have assessed your needs for term assurance, critical illness insurance, mortgage protection, income protection and private medical insurance, accident, sickness & unemployment and buildings and contents.**
- You will not receive advice or a recommendation from us for term assurance, critical illness insurance, mortgage protection, income protection, private medical insurance, accident, sickness & unemployment and buildings and contents. 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.

Home Finance Products

Lifetime Mortgages and Equity Release Products.

- We will advise and make a recommendation for you on Lifetime Mortgages and Equity Release Products after we have assessed your needs.**
- You will not receive advice or a recommendation from us. We may ask some questions to narrow down the selection of Lifetime Mortgages and Equity Release Products that we will provide details on. You will then need to make your own choice about how to proceed.

4. What will you have to pay us for our services?

Investment

You will pay for our services on the basis of fee, commission and/or a combination of both fee and commission. We will discuss your 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.

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.

If you choose the fee option

We will agree the rate we will charge before beginning work. We will tell you if you have to pay VAT.

Our typical charges are:

Principal/Director/Partner	£150-400 per hour
Financial adviser	£80-150 per hour
Administration	£40 per hour

We are able to quote a fixed fee for a specific project. Please ask us to for more information.

You may also ask us not to exceed a given amount without checking with you first. It is the policy of The Clarkson Hill Group to ask clients to sign a fee agreement prior to undertaking any chargeable work; this is to avoid any confusion at a later date.

Paying by commission (through product charges). If you buy a financial product, we will normally receive commission on the sale from the product provider. Although you pay nothing up front, that does not mean our service is free. You still pay us indirectly through product charges. Product charges pay for the product provider own costs and any commission. These charges reduce the amount left for investment. If you buy direct, the product charges could be the same as when buying through an adviser, or they could be higher or lower. The amount of commission we receive will vary depending on the amount you invest, and (sometimes) how long you invest for, or your age when you start the product.

For example:

- If you invest a lump sum of £30,000 in an investment bond we would receive on average commission of 4% of the amount invested (£1,200.00) and 0.5% of the value of the fund (approximately £150) every year.
- If you invest £7,200 in an individual savings account (ISA) we would receive on average commission of 3.5% of the amount invested (£252.00) and 0.5% of the value of the fund (approximately £36) every year.
- If you pay £100 a month into a personal pension (with a term of 25 years) then we would receive commission of £521 and 0.5% of the value of the fund (approximately £6) every year.
- If you pay £100 a month into a Stakeholder pension (with a term of 25 years) then we would receive commission of £187.
- If you pay or transfer a £10,000 lump sum into a personal pension then we would receive on average commission of £380 and 0.5% of the value of the fund (approximately £50) every year.
- If you pay £100 a month towards a whole life policy then we would receive £1632 initially plus £30.00 each year from month 49.
- If you purchase an annuity with a £50,000 lump sum from a personal pension then we would receive on average commission of £650.

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 information above.

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

Paying by a combination of fee and commission (through product charges). We will charge you a combination of fee and commission. The fee will not exceed the rates shown in this document. We will agree the rate we will charge before beginning work and we will tell you if you have to pay VAT. The fee will become payable on completion of our work. 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. We will tell you how much the commission will be before you complete an investment, but you may ask for this information earlier.

Insurance

- A fee.
- No fee – we will be paid commission by the provider.**

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

Home Finance Products

Lifetime Mortgages and Equity Release Products.

- No fee - we will be paid by commission from the company.
- A fee of £500 payable at the outset when you apply for a lifetime mortgage or equity release product. We will also be paid commission from the mortgage lender or product provider.**

You will receive a *key facts illustration* when considering a particular lifetime mortgage or equity release product, which will tell you about any fees relating to it.

Refund of fees

If we charge you a fee, and your lifetime mortgage or equity release plan does not go ahead, you will receive:

- A full refund if the lender rejects your application.**
- A full refund if your application falls through.**
- A full refund if you decide not to proceed.**

5. Who regulates us?

The Clarkson Hill Group Plc, Alexandra House, Alexandra Road, Wisbech, Cambridgeshire, PE13 1HQ is authorised and regulated by the Financial Services Authority. Our FSA Register number is 207520

Our permitted business is advising and arranging life assurance, pensions, investments, mortgages, and general insurance business.

You can check this on the FSA's Register by visiting the FSA's website www.fsa.gov.uk/register or by contacting the FSA on 0845 606 1234.

6. Loans and ownership

Zurich Financial Services provides The Clarkson Hill Group plc with loan finance of up to £500,000 on a commercial basis.

7. What to do if you have a complaint

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

...in writing

Write to Martin Field, Complaints Department, The Clarkson Hill Group Plc, Alexandra House, Alexandra Road, Wisbech, Cambs PE13 1HQ.

... by phone

Telephone 01945 585721

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

8. 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 depends on the type of business and the circumstances of the claim.

Investment

Most types of investment business are covered for 100% of the first £30,000 and 90% of the next £20,000 so the maximum compensation is £48,000.

Insurance

Insurance advising and arranging is covered for 100% of the first £2,000 and 90% of the remainder of the claim, without any upper limit.

Mortgages and Equity Release Products.

Mortgage and Equity release advising and arranging is covered for 100% of the first £30,000 and 90% of the next £20,000 so the maximum compensation is £48,000.

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

Message from the Financial Services Authority

Think carefully about this information before deciding whether you want to go ahead.

If you are at all unsure about which equity release product is right for you, you should ask your adviser to make a recommendation.