



## SCHEDULE OF FEES AND CHARGES

### 1. SIMPLE ADVISORY SERVICES

In all cases we make our fees known upfront and agreed with our clients in advance of any engagement. Sometimes we are able to support enquiries and requests for help with simple advisory services, which means that Hobbs Financial Practice Limited may charge a part-hourly rate (see below) and/or collect disclosed commission earnings from product providers depending on the circumstances and often dependent on client choice. This relates to single transactions or advice on matters like investments, savings, pension funds, etc. Hobbs Financial Practice Limited also provides advice services at no cost where we can do so, but our scope, due to regulation, is increasingly limited as a consequence of rules that require deep analysis of clients' financial affairs, attitudes, objectives and experience before giving advice, even of a simple nature.

### 2. FULL ADVISORY SERVICES

The full advisory service generally relates to a **comprehensive review** of existing financial assets and liabilities. A comprehensive review, much like legal and taxation consultancy, costs money, meeting the costs of travel, research, meetings, reports and administration and, typically, involves several hours of work. Hobbs Financial Practice Limited offers **new** clients **two options** to pay for our services, to be selected at outset. These are **Pure Fee Only** and **Fee-Based** advisory services. Unless Pure Fee Only is specifically opted for by the client, Fee-Based service will apply.

Higher fees usually relate to detailed research into the complex affairs of an individual client or when detailed corporate work is required like reviewing a large staff pension scheme. In all cases we make our fees known upfront and agreed with our clients in advance of any engagement. Unless stated otherwise our Pure Fee Only hourly rate is €400 plus VAT and which includes cost recovery for travel, meetings, research, analysis, reports, executing instructions, administration and compliance and a profit element. Any additional expenses related to overseas travel, etc., will be separately receipted and billed.

#### 2.1 Fee-Based Service

The **Fee-Based** service is **not** time-based. A lower fee is charged for research and analysis, typically between €400 and €1,000 plus VAT, depending on the complexity of the client position. This fee part



covers several hours of travel, meeting, analysis, reporting, administration and compliance costs, and represents a discount to true costs. Subsequent initial or sales commissions earned by Hobbs Financial Practice Limited are used to subsidise advisory costs, which would otherwise be billed on the Pure Fee Only basis.

Where initial commission falls short of advisory costs **no fee** will be charged to the client. All sales commissions received by Hobbs Financial Practice Limited will be retained by Hobbs Financial Practice Limited. As a matter of practice policy, we avoid sales commission or reinvest initial or sales commissions for client investments where possible, instead benefitting from a share of the fund management charge by the asset manager as a rebate of its standard retail fees or as an addition.

## 2.2 **Pure Fee Only**

**Pure Fee Only** means the client pays Hobbs Financial Practice Limited exclusively for time expended on client affairs. Subsequent investment products, if any, will typically be invested on a nil commission's basis. Hobbs Financial Practice Limited's fees will be debited against the client account at a rate of **€400** per hour plus VAT. Hobbs Financial Practice Limited's authorisation means it can deliver broad advice on many of the investment instruments ranging from deposits to complex financial products.

A comprehensive analysis and report for a new client will typically cost between €2,000 and €4,000 plus VAT to complete, depending on the complexity of client affairs. Hobbs Financial Practice Limited will provide a fee indication after initial examination of the client position, and fees may vary from the above. Fees are payable **after the completion of** agreed analysis and reporting unless otherwise stated.

## 1. **ARRANGING PRODUCTS**

Outlined below are the maximum advisory commissions under Hobbs Financial Practice Limited's Terms of Business.

- **Investment Products**  
Hobbs Financial Practice Limited will not generally charge for arranging investment, pension and savings schemes and will do so on **nil initial commission terms**, earning instead a rebate of the fund management charge typically of 0.5% p.a. In the case of JPMorgan, we are rebated half its annual management charges. **Total** fund management charges usually range between 1.0% to 1.5% p.a.



depending on fund type. In many cases this means zero entry and exit costs and fund fees ranging 1% to 1.5% p.a. Highly specialised funds including geared property funds may have higher charges including incentive fees.

Due to increased regulatory burdens from escalating compliance costs and requirements, the firm, for modest transactions, may require charging a fee (or commission lieu), but where this proves necessary, will be disclosed in advance to our client.

- **Protection Products**

Initial commission is typically payable by the insurer to Hobbs Financial Practice Limited related to the possible policy term on the basis of 9% per possible policy year often subject to a maximum of 90% of the year one premium; although in some instances it may be higher. Protection products include term assurances and health insurance.

Note: As a general rule we do not transact on an Execution Basis simply because we have found that requests from consumers for advice-free transactions are rare.

- **Product Providers**

Hobbs Financial Practice Limited holds terms of business and agency agreements with the following product providers: