

HARGREAVEHALE

contemporary thinking with traditional values



Investment Expertise | Professional Advice | Personal Service

Contemporary thinking with traditional values



Giles Hargreave

Hargreave Hale has grown since 1897 from a small Blackpool based firm to a national provider of stock broking, investment management and fund management services to private investors and companies.

Although we may have grown and changed over the years, our philosophy remains the same - the client's financial well being is paramount.

Our experienced and qualified teams continue to provide the excellent standards of portfolio management, investment advice and customer care for which we are long renowned. Indeed most of our clients stay with us for ... years.

Hargreave Hale portfolio managers and advisers ensure the advice and investments suit the personal and professional needs of clients and their families both today and in the future.

Giles Hargreave

Chairman and Chief Executive



Marilyn Salkeld

We have been looking after the needs of investors in the Carlisle area since 1990.

Our dedication and commitment runs through all aspects of the services we provide from traditional equity investment to a range of portfolio management options. Whether you're looking for an advisory service, investment service or a discretionary managed account we offer the same levels of care and attention to private investors, trusts and charities. At heart, of course, we are brokers providing a second to none execution-only service.

A Carlisle specialty is our probate valuation service for solicitors and accountants and we manage this service nationwide for the Hargreave Hale network.

Our clients come first and we provide a friendly, first class service from the moment they walk through the door.

Marilyn Salkeld

Carlisle Branch Manager

We manage your money like it's our own

Whether you prefer to be guided or have complete control, our portfolio advisers will manage your finances with the greatest of care.

Our investment techniques may be modern and innovative but our commitment to client care and service is a tradition we are very proud to maintain.

Discretionary Account

The Discretionary Account gives you complete peace of mind knowing that your personal portfolio manager will make important investment decisions carefully, quickly and responsibly on your behalf. Your portfolio manager will help you establish a risk profile and investment strategy that will aim to produce the best possible returns for your portfolio.

Investment Managed Account

The Investment Managed Account offers you a professional advisory service. You and your portfolio manager will establish a risk profile and investment strategy, unique to you.

Choose the option you prefer

Whether you prefer the Discretionary Account or the Investment Managed Account approach you would always benefit from a personal portfolio manager monitoring your investment portfolio and the stockmarkets. Both services are provided at a competitive annual management fee based on the value of your portfolio and also incur deal commissions.

How do I benefit from these services?

In addition to your dedicated personal portfolio manager, Discretionary and Investment Managed Account clients benefit in many ways:

Benefit	Discretionary Account	Investment Managed Account
Portfolio management service tailored to your individual requirements	✓	✓
Portfolio valuation every six months, indicating confirmation of any investment changes and corporate actions	✓	✓
Contract note confirming each transaction agreement - either by email or post	✓	✓
Tax certificate showing dividends, interest received and tax deducted	✓	✓
Nominee account where we take responsibility for custody of assets	✓	✓
Deposit account, for aiding efficient settlement of transactions	✓	✓
Online valuations	✓	✓
Investor benefits from timely investment decisions made on their behalf	✓	x

Choice and flexibility

Depending on your individual circumstances and investment objectives, we have a range of flexible portfolio management options and would use one or more strategies to help you achieve your investment objectives.

Asset Allocation Models

In this type of discretionary portfolio management, decisions are based upon an asset allocation and stock selection model that is regularly reviewed and updated. We take into consideration the prevailing economic climate, stock specific news, and our own analysis to ensure that these models meet their objectives.

Bespoke Portfolio

As unique as you are, a Bespoke Portfolio is individually styled to meet your particular objectives. One of our qualified, experienced portfolio managers will help you identify your investment needs, interests and concerns to manage a portfolio that is truly tailored for you.

Inheritance Tax Portfolio

As clients' assets develop progressively over time, pushing clients over the exempt threshold, skilled Inheritance Tax (IHT) planning becomes more important to the success of investment portfolios.

A flexible way of mitigating IHT and maintaining access to capital is by holding assets which qualify for Business Property Relief. As long as these assets are held for at least two years then the value is not subject to Inheritance Tax.

Our skilled advisers will construct a portfolio of appropriate securities that will aim to achieve your personal investment goals and provide a legacy of which you can be proud.

The above information is based on our understanding of current tax rules.

Tax benefits depend on individual circumstances and may be subject to future change.

New High Portfolio

The New High Portfolio is an active portfolio management strategy which invests in companies whose share price has reached a 'new high' within a 52-week period.

Small Trust Service

This is a service designed for portfolios of less than £50,000 which require exposure to the stock market. Investments are made in a range of specially selected investment funds rather than directly into shares with regular portfolio reviews.

Stock market investing with confidence

Helping clients to invest in stock markets is part of our heritage and remains central to our thinking. However, we understand that our clients have varying knowledge of stock markets, so we have developed a range of services that reflect these different levels of experience and interest.

Execution-Only Share Dealing

If you prefer to make investment decisions without advice from our professionals, we offer a competitive execution-only share dealing service where we execute your instructions across a range of investments:

- UK listed shares
- AIM market
- PLUS Market
- shares listed on major world exchanges
- corporate bonds
- government stocks
- warrants
- investment funds

Employee Share Options

Employees of listed firms that operate share option or share save schemes are able to use our dealing services with discounted commission rates on transactions in their employer's shares.

Our advisers can provide valuable guidance on the taxation effects of these schemes, and we offer loan facilities to assist clients with the exercise of options.

Employee Share Options can also be transferred into an Individual Savings Account (ISA). We are happy to help clients to do this and, if required, we can set up an ISA on their behalf.

Advisory Dealing

Our Advisory Dealing service enables clients to take advantage of our skilled and experienced investment professionals without committing to any of our portfolio management services.

Contracts for Difference

Contracts for Difference (or CFDs) can be a cost effective and tax efficient way to invest in individual shares and markets for certain experienced investors.

CFDs may enable you to profit on share price movements without actually buying or selling the shares. The advantage of this account is that as the margin is only a fraction of the value of the opening transaction, the gearing effect allows greater exposure than investing directly in the underlying securities.

You can also open both long and short positions, which means there is no stamp duty under current tax laws and the positions can be held indefinitely. However, as a result of the gearing effect, losses may be in excess of the initial amount deposited if prices move against the investor, making this type of account only suitable for those who want a high degree of investment risk.

Showcasing our success

Investment funds can be an effective way for investors to gain exposure to the rewards offered by stock market investing. Like all investments there are risks, however funds help to reduce investment risk by offering diversity.

Our team of experienced and respected investment managers advise on four popular Marlborough Fund Managers (MFM) unit trusts as well as our own range of Venture Capital Trusts.

Investment Funds

The **Marlborough Extra Income Fund** invests in corporate bonds, preference shares and high yielding equities. The fund would be suitable for investors seeking higher income than ordinary shares. The investment adviser to this fund is Nigel Beidas based at Hargreave Hale's Bangor branch.

The **Marlborough Special Situations Fund** focuses on UK smaller companies, new issues and companies with recovery prospects to generate long term capital growth for investors.

The **Marlborough UK MicroCap Growth Fund** invests in AIM listed companies and UK smaller companies with a market capitalisation of £100m or less, offering investors capital growth over the medium to long term.

The **Marlborough UK Leading Companies Fund** focuses more on UK companies who are leaders in their business sector with long term capital growth in mind.

Giles Hargreave and his team of fund managers and analysts based in London are investment advisers to the Marlborough Special Situations Fund, the Marlborough UK MicroCap Growth Fund and the Marlborough UK Leading Companies Fund. Fund factsheets and additional information are available from any Hargreave Hale office or from Marlborough Fund Managers at www.marlboroughfunds.com.

We receive income from Marlborough Fund Managers based on the value of the fund which is in addition to income we receive when clients invest in the funds.

Venture Capital Trusts

Venture Capital Trusts (VCTs) enable investors to invest indirectly in a range of small, higher-risk trading companies whose shares and securities are not listed on a mainstream stock exchange.

The Government offers investors a range of upfront and long-term tax benefits when investing in VCTs (new shares):

- upfront income tax relief of 30%, on up to £200,000 invested per tax year if the shares are retained for five years
- tax-free dividends
- tax-free capital gains, when you sell your shares

Hargreave Hale manages two VCTs which both invest small companies whose shares are traded on the Alternative Investment Market (AIM).

The **Hargreave Hale AIM VCT 1** and the **Hargreave Hale AIM VCT 2** are both managed by Giles Hargreave and his investment management team; George Finlay, Guy Feld, Richard Hallett, Adam Caplan, Mark Chadwick and Oliver Bedford.

The above information is based on our understanding of current tax rules.

Tax benefits depend on individual circumstances and may be subject to future change.

The Hargreave Hale ISA

Individual Savings Accounts, commonly known as ISAs, are tax wrappers that offer savers and investors reduced income tax and no capital gains tax obligations. These wrappers are particularly attractive to higher rate tax payers because all future gains and income are tax free which means you will earn better returns on your investments.

We can help you manage all your ISA requirements.

Our Managed ISA means you can invest automatically into one of the funds run by Giles Hargreave and his team of investment managers, as well as the investment adviser of the Marlborough Extra Income Fund, with no ISA administration charges to pay.

If you would like a more flexible option, we also offer a Self-Select ISA which allows you to invest in a wider range of investments including any UK or foreign company listed on a recognised stock exchange, or any fund or investment trust, which meets the Revenue's ISA rules.

If you're in our Discretionary or Investment Managed Accounts your portfolio manager would also look after your ISA needs.

How much can I invest in an ISA?

The ISA annual investment allowance is now £10,200 (for tax year 2010/2011). You can invest the whole allowance in stocks and shares or £5,100 in cash and the remaining £5,100 in stocks and shares. With reference to the *HM Revenue & Customs ISA Bulletin 26*, this states that the subscription limits for the 2011/2012 tax year will be £10,680. The whole allowance can be invested in stocks and shares or £5,340 in cash and £5,340 in stocks and shares.

If you have ISAs which are not currently managed by Hargreave Hale, we offer a free ISA transfer service to help you manage all your ISA requirements in one place.

Tax benefits depend on individual circumstances and may be subject to future change.

The Hargreave Hale SIPP

The Hargreave Hale Self Invested Personal Pension (SIPP) puts you in the driver's seat.

A SIPP enables to make your own investment and asset allocation decisions so you have the freedom to choose from a wide range of investments such as:

- investment trusts
- unit trusts and OEICs
- direct equities (stocks and shares, provided they are quoted on a recognised stock exchange)
- investment funds
- insurance company funds
- hedge funds – provided they are publicly quoted, regularly priced and freely tradable
- CFDs

If you already have a SIPP, and you would like Hargreave Hale to manage your equity investments, then contact us for further information. We offer a flexible approach by working with your other SIPP provider to give you the best of both worlds.

Pensions

Hargreave Hale acts as the investment manager or deals manager to a range of pension schemes, including Occupational Schemes and Self Invested Personal Pension Schemes (SIPPs).

We do not offer advice on pension planning or pension transfers, however we do have a network of strategic partners who provide specialist, qualified, independent advice on pension planning, transfers and administration services.

Once a Scheme account has been opened, it benefits from all of Hargreave Hale's appropriate services including; share dealing, portfolio management and safe custody.

Behind every good investment manager...

Hargreave Hale employs a unique team of stock market and portfolio management experts who continually explore investment opportunities here and abroad.

Our clients enjoy free access to their research and analysis. For example:

The Investment Bulletin

Prepared by our brokers, the Investment Bulletin is a valuable source of investment inspiration, market information and commentary and is available free to clients via email.

ClientZone: online account access

Our internet-based ClientZone is a fast and convenient way for you to access your savings and investment information. You can view portfolio holdings (valued at the previous day's closing price) as well as cash statements in a safe and secure environment.

The Hargreave Hale ClientZone is free for our Discretionary Account and Investment Managed Account clients. Advisory and execution-only clients can also use the ClientZone for a nominal annual fee.

Helping you through difficult times

Estate and Probate Valuation Services

Hargreave Hale's dedicated team offer an Estate and Probate Valuation Service. We provide a comprehensive valuation within one week of receiving a probate request, or sooner if possible. We can also offer ongoing investment advice to beneficiaries or trustees.

Although at such times finances feel like the least of your concerns, there are financial matters that have to legally be addressed. We can assist the executors by providing the necessary data to calculate:

- the amount of inheritance tax payable
- the capital gains on sales made by the executor
- the value of any assets to be inherited as specified in the will, which may affect the beneficiary's capital gains tax in the future

The main features of the Estate and Probate Valuation Service include:

- an efficient, comprehensive service
- a dedicated team who are available to provide advice when required
- expertise and experience in stock selection
- a share disposal service
- the full range of Hargreave Hale services available to beneficiaries and trustees

Complementary services

Nominee Service

Looking after your share portfolio can be time consuming and confusing. Using our Nominee Service means you can hand over the responsibility of managing all your shares certificates to our experienced and professional staff. It's a simple, cost-efficient way of handling the settlement of transactions and gives you more time to do what you enjoy.

When dividends or interest on your investments are received, they are either retained on your account or paid out, depending on your instructions. We will send you an annual statement of holdings, so that you can keep track of your investments. With the nominee service we will not be able to offer clients the option of taking scrip dividends or shareholder perks. However, a consolidated tax voucher is also issued shortly after the end of each tax year, showing the amount of tax that has been deducted from dividends and interest. Investments kept in our nominee company are generally registered or recorded in the name of the nominee company, and may be held on a pooled basis.

Nominee Service

- reduce dealing charges
- save time on paperwork
- improve security of your shareholdings
- increase the effectiveness of your portfolio
- simplify dividend payments
- save time and money on tax returns and accountancy fees

Deposit Accounts

The Deposit Account service is ideal for clients of the Discretionary Account, Investment Managed Account or who are frequent traders. It allows us to hold money on your behalf, improving the efficiency of settlement. Interest is paid on the balances held. You will also receive statements and a Consolidated Tax Voucher at the end of each tax year.

Private Banking

Hargreave Hale is an associate of Investec PLC, one of the UK's largest private banks. If you would like to know more about our private banking services and facilities one of our advisers would be happy to help.

Safe and secure

Hargreave Hale clients not only benefit from our commitment to professional service and personal customer care. We are authorised and regulated by the Financial Services Authority (FSA Register firm reference number 209741) to ensure that your best interests are safeguarded at all times.

Your stocks and shares and most other investments are further protected within the limits of the Financial Services Compensation Scheme should Hargreave Hale go into default. We also have significant insurance in place to protect you against loss in the event of fire, theft, fraud or negligence.

As part of our commitment to meeting regulatory requirements, and to ensure the highest quality of service and care, telephone calls to Hargreave Hale offices may be recorded.

For added security, we are also members of the following professional organisations and exchanges, bound by their rules and codes of conduct:

- Member of the London Stock Exchange (LSE)
- Member of the Plus Market
- Member of the Association of Private Client Investment Managers & Stockbrokers

Risk

Hargreave Hale services may not be suitable for everyone. Before investing in the stock market, please bear in mind that the value of investments and the income generated from them can fall as well as rise.

Investing in the stock market should be done for the medium or longer term, and should be part of your personal financial planning which may also involve considering levels of debt and cash resources as well as pension provision and tax planning.

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Hargreave Hale Limited

www.hargreave-hale.co.uk

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Member of the Association of Private Client investment Managers and Stockbrokers
Member of the London Stock Exchange
Member of the Alternative Investment Market
Member of the Plus Market

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