



Med-Ex

Financial Advisory Services

OUR INVESTMENT PROPOSITION



***Keeping the fair treatment of
clients at the forefront of
everything we do***

Med-Ex Financial Advisory Services Limited is Authorised and Regulated by the Financial Conduct Authority (No. 484988).
The Grist Mill Top Office, Coldharbour Mill, Uffculme, Devon, EX15 3EE Telephone: 01884 841046 www.med-ex.co.uk

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About Med-Ex

Med-Ex was established in 1998, and specialises in offering advice to the Medical Profession, although our clients range from young families to businesses. Our relationship with clients, some of whom we have looked after for over 25 years, is based on personal service. Our goal is to get to know you to understand your needs, wants, aspirations and help you to create a plan to achieve them. Each client has their own personal 'LifePlan'. This covers every aspect of your financial planning needs. Our aim is to give you peace of mind so that you can live the life you want.

We offer a full range of services, including:

- Retirement Planning
- Investment Management
- Tax Planning
- Estate Planning
- Cash Flow and Financial Management
- Mortgages
- Life Insurance and Family Protection

Med-Ex Investment Philosophy

As financial planners, our job is not to guarantee future returns or to try and second guess which investments will perform best.

Our job is to use our knowledge, skill and experience to maximise the chances of you achieving your aspirations and objectives.

We believe that the most important aspect to a successful investment strategy is effective risk management – how much risk can you afford to take and how much risk are you comfortable taking, as well as how much risk you need to take – after all, there is no point in taking more risk than you need to!

The key aspects of our investment philosophy are highlighted below:

- **We will find out what is important to you and build a plan to meet your goals**
- **We will build your portfolio in line with the amount of risk you can afford to take and are comfortable taking**
- **We will invest your money to best meet your goals, not simply to speculate on the latest trends**
- **We believe that investing is a long-term commitment**
- **An approach focused solely on performance is intrinsically high risk**
- **For most clients, the risk of permanent loss of capital is the most important consideration**

Med-Ex Financial Advisory Services takes the investment of our clients' money very seriously.

Where investment objectives are a strategic part of your LifePlan, our key aims are:

- To provide as much relevant and timely information as you need to help you make an informed decision.
- To ensure the most appropriate product is recommended to you, meeting your risk profile.
- To enable quick and simple ways to check on the progress of your investment in terms of meeting your financial objectives.
- To respond to your questions and queries when they arise as quickly as possible.
- To ensure we deliver value in terms of your investments and to review this regularly.
- By way of Annual and Half yearly (where relevant) reviews, checking whether you are on track, or off track.



Med-Ex Investment Proposition – partnering with LGT Wealth Management

This relates to investments such as Individual Savings Accounts (ISAs), Junior ISAs (JISAs) General Investment Accounts (GIAs) and most personal pensions and self-invested personal pensions.

In June 2023, after 8 months of careful research, Med-Ex decided to engage LGT Wealth Management to run 9 of our portfolios. The objective behind our partnership is to:

- ❖ Carry out and pass on regular portfolio reviews and investment commentaries at least quarterly.
- ❖ Provide cost and value benefits where possible, having researched the available products and services,
- ❖ We will also check your existing holdings (providers and manufacturers, for example) to ensure they remain fit-for-purpose.
- ❖ Provide consistent communication on performance and outlooks to help keep you informed between your reviews.
- ❖ Support you when you have questions of us or LGTWM or any of the elements of your investments.
- ❖ To enable withdrawals quickly and efficiently, fund switches, transfers, and any other amendments, including to regular contributions.



**Wealth
Management**

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The next 18 months – to early 2025.

Over this period, our aim will be to transfer the investment management of our clients' investments and portfolios, where possible, to the partnership with LGT Wealth Management.

- There will be no costs involved (we are anticipating some small reductions).
- The outcome should be simpler with a reduced number of portfolios and likely reduction in the number of constituent funds.
- Med-Ex will still administer and advise on your investments.
- Med-Ex and LGTWM will hold quarterly investment management meetings to determine the composition of each model portfolio.
- For those who remain outside of one of the new portfolios, we will design/continue to maintain a bespoke portfolio.



Please note:

The partnership with LGTWM will not extend to specialised products: -

- Investment Bonds (Onshore and Offshore)
- Venture Capital Trusts (VCTs)
- Enterprise Investment Schemes (EIS)
- Innovative Finance ISAs (IFISAs)
- Structured Deposit Schemes
- (Business) Property relief Schemes (BPR for IHT planning)

Med-Ex will continue to research these products and report on them directly, usually at your annual review.

Taxation

Investments often involve the need to consider taxation, whether income tax, dividend tax, capital gains tax etc.

We will usually bring taxation matters to your attention where the purchase/sale of an investment might necessitate notification.

We will also speak with your accountant etc provide details, numbers of just information to help them.

As an aside, as important as taxation is, we try not to let the tax tail wag the dog.

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Fees

Our fees are documented in our Terms of Engagement, but our Ongoing Adviser Fees (OAF) are typically set at 0.75%pa of the value of your holdings.

This fee is usually deducted from your investment and paid to us.

You can, if you wish, pay the OAF twice yearly by BACS from your bank account.

LGTWM's fees are also taken from your investments but often 'covered' by the discounts the group gets from the fund managers it uses.



Platforms

An investment platform is usually a single body used to access a vast array of different investment fund managers and their funds, to manage them under one roof.

It enables us to manage your holdings in one or two places, more cheaply and less time consuming.

Think of a shopping centre with many franchises under its roof which enables the ability to shop in several different outlets without having to leave the building and drive somewhere else to purchase other goods.

In this case, we tend to use 3-4 platforms, like Fidelity, Old Mutual, Transact and AJ Bell, for instance.

We check on the most appropriate platform whenever you wish to make a new/additional investment.

This doesn't apply to the specialised investment products noted above.

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Outcomes

In the past, our regulator (The Financial Conduct Authority) has been keen to focus on delivering processes to achieve a good outcome for clients.

The key ambition now though, is to monitor the outcome at each stage of our client's journey; it's not enough to simply have good processes.

This has always been front-and-centre of Med-Ex's code, but we are keen to reinforce it and find out how we can improve client experience and outcomes.

Overall.

Our investment proposition remains key to the way we deliver investment services to you, to meet your LifePlan objectives.

We will always try to act in good faith and put you, our client, front and centre in terms of a product and/or services recommendation.

We want you to feel confident in our ability to meet your needs at any time during your investment relationship with us and we will be asking ourselves of the highest standards, monthly, as we have done for over 15 years, to check this.



Expert

Over 25 years in the business

Optimistic

Giving you confidence for the future

Ethical

Investing for a positive impact