

Investment partner

Company profile

Quilter is a specialist in bespoke wealth management services. With approximately £8.1bn in funds under management as at 31 March 2012 Quilter's clients include private investors, charities, trusts and pension funds.

The company employs more than 370 staff based in 13 offices throughout the UK, Jersey and Ireland.

Why select Quilter?

Our core service is wealth management. Our highly skilled investment management teams have extensive experience and knowledge and are supported by our research analysts, who are responsible for researching, monitoring and making recommendations on securities. We have an established reputation for working closely with clients' professional advisers and recognise that a SIPP portfolio may form part of an overall financial planning strategy.

Working with Quilter – key benefits include

- leading wealth house specialising in bespoke investment management services
- Quilter has a network of regional offices in the UK, Jersey and Ireland. This gives you direct access to your investment and allows local meetings to take place. UK staff are trained on investment management for SIPPs
- Quilter constructs portfolios to meet clients' investment objectives and personal requirements
- for investments over £200,000 a bespoke portfolio will be constructed, using the full range of available investment vehicles and managed against an agreed benchmark. For a minimum investment of £25,000, clients can benefit from our Managed Portfolio Service, which is a discretionary service

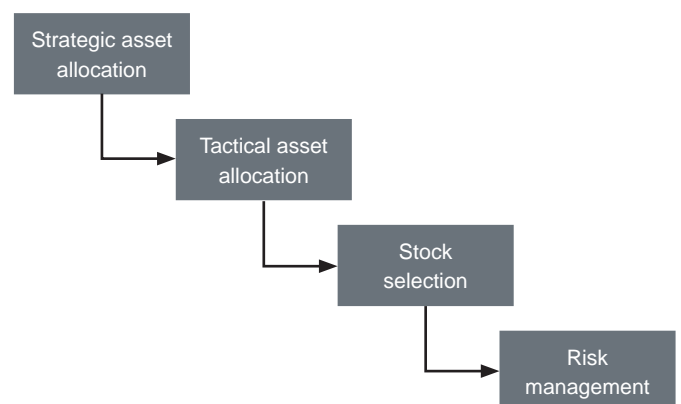
investing in a wide range of collective investments and

- high quality reporting is offered in printed form, through regular meetings and through our secure website.

Investment process

Quilter has a rigorous approach to SIPP management. Our investment process combines our top-down view, based largely on macro-economic inputs and market valuation, with bottom-up recommendations from our team of in-house analysts. Quilter is a firm believer in active investment management in terms of both the asset allocation and security selection, but with no permanent bias towards a single investment style. The range of investments that can be used in SIPPs includes bonds, equities, collectives and alternative investments (including private equity, property, hedge and absolute return funds).

We have four stages in the investment process:



We draw on the research of many leading investment banks, brokers and other providers. We supplement this with our own research and meetings with management, maintaining excellent company and industry awareness. Discussions and decisions on our investment process

are communicated with all investment managers in regular meetings, via email and on our research database.

Once the strategic asset allocation and benchmark are decided, investment managers add value in two areas. First, through tactical asset allocation which looks at relative weighting of different asset classes and sectors given the current circumstances, and secondly through stock selection. Our research team focuses on around 360 major UK and overseas companies and a wide range of collective funds. The selection of stocks or funds for portfolios are based on the analysts' and the investment committee's recommendations, and the investment manager decides based on the client's objectives which of these to select.

Charges

For further information regarding charges, please speak to your contact at Quilter.

Adviser remuneration will be paid out of your SIPP cash account by Sippcentre. Your adviser may receive initial and renewal commission from Quilter.

Your adviser is responsible for transferring cash between Sippcentre and Quilter. Your adviser must transfer cash using Sippcentre's online cash movement facility.

Contact details

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North Wales	01492 530 677
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A J Bell Management Limited is authorised and regulated by the Financial Services Authority and is the scheme administrator of all A J Bell's Self Invested Personal Pensions (SIPPs). A J Bell Securities Limited is a member of the London Stock Exchange and is authorised and regulated by the Financial Services Authority. It is the plan manager for all of A J Bell's Individual Savings Accounts (ISAs) and provides A J Bell's Dealing Accounts.

Sippdeal, Sippdealxtra and Sippcentre are platforms provided by A J Bell Management Limited. A J Bell Platinum SIPP is provided by A J Bell Management Limited. A J Bell Platinum SSAS is provided by A J Bell Limited.

The companies listed in the adjacent table are all registered in England and Wales at Trafford House, Chester Road, Manchester M32 0RS.

Company	Company Number	VAT Number
A J Bell Holdings Limited	4503206	833 5478 13
A J Bell Management Limited	3948391	759 3531 03
A J Bell Limited	3091664	639 0316 44
A J Bell Securities Limited	2723420	918 4226 21