

FINANCIAL PLANNING

Tariff of Charges

Adviser Charges

For customers receiving personalised advice through a Nationwide Financial Planning Manager

This document sets out the charges that apply when you invest through our Financial Planning Service, including examples of the effects that these charges will have on your investments, having received advice from a Nationwide Financial Planning Manager.

Please refer to the Self-Directed Tariff of Charges if you would like further details of the charges that apply to customers investing without advice. This is available online at nationwide.co.uk/investments

Initial Advice Charge

The charge for Initial Advice is taken whenever you invest via your Nationwide Financial Planning Manager in return for advising and setting up investment products to meet your needs. You can invest in two ways: with a regular premium, or with a lump sum.

Lump sum investments

Total money paid by you - Initial Advice Charge = **Money invested**

For example, £20,000 - £500 = **£19,500**

How much will I pay?

Initial Advice is charged each time that you take out an investment with a Nationwide Financial Planning Manager and applies as follows:

- Portion of contribution value between £0 and £100,000: 2.50%.
- Portion of contribution over £100,000: no charge.

Your Initial Advice Charge can be deducted from any contributions you make or alternatively you can pay separately by cheque if you wish to.

The Initial Advice Charge will not apply to any further investments made without advice.

Regular premium contributions

How much will I pay?

Initial Advice is charged each time you set up or increase a regular investment via a Nationwide Financial Planning Manager. The charge is applied at a rate of 2.50% of the value of the new contributions that you're expected to make over 48 months, as follows:

- Portion of monthly contribution value between £0 and £2,083.33: 48 month's contributions x 2.50%.
- Portion of monthly contribution value over £2,083.33: no charge.

You pay this to Nationwide upfront as a one-off payment by cheque at the point of investment in return for advising and setting up regular premium products to meet your needs.

The fee is non-refundable, even if you do not make the expected contributions over 48 months. If you do not make the expected contributions the initial advice charge will represent more than 2.5% of your investment.

Ongoing Service Charge

What benefits will I receive under Ongoing Service?

If you choose to receive our optional Ongoing Service you will receive the following benefits and services:

- At your request you will have access to a Nationwide Financial Planning Manager should you wish to review your Investment(s), implement any changes or want to discuss any aspect of the advice you have received.
- We'll send you a personalised Annual Customer Report that shows how your Investments are performing.
- The services of our Investment Committee, who on your behalf:
 - select additional and alternative funds for our panel where necessary;
 - will continue to negotiate reduced charges and fees;
 - monitor the performance of our existing range of investment funds regularly to check that they continue to perform as we expect; and
 - meet with the relevant fund manager to ensure their objectives align with our expectations.
- If the Investment Committee feel that a change of fund is necessary, we will let you know so that you can decide whether you want to take any action to ensure your money continues to work hard for you.
- On an annual basis, we will contact you to ensure that your investments remain suitable for your needs. Generally this will be by telephone although we may also contact you by post, email, in person or any other way that is reasonable and appropriate at the time.

As a result of this contact, we may also:

- help you make appropriate changes to your investments; or
- arrange an appointment with your Nationwide Financial Planning Manager if you would like one or where a need is identified.

How much will I pay?

Ongoing Service is charged at a rate of 0.75% p.a. of the value of your Nationwide Investment(s), including any sums invested into these products without advice. Please refer to the relevant Product Terms and Conditions for details of how the Ongoing Service Charge is collected each month.

Example

If you invested a £20,000 lump sum, your ongoing service at a rate of 0.75%, based on a 31 day month, would be £12.74 a month. (Please note that the actual charge will vary depending on the number of the days in the month).

If you choose to not receive our Ongoing Service, you may opt back into Ongoing Service at any time by booking and completing a financial review with your Nationwide Financial Planning Manager. The Ongoing Service Charge is a percentage of the value of your Investment(s), which means that the amount deducted may change over time. If the value of your Investment(s) increases then your charge will also increase.

Charges for existing customers making regular payments

Your Nationwide Financial Planning Manager may recommend that existing regular payments into funds where commission is payable are switched to funds where commission is not payable. In these instances you will not be required to pay an Initial Advice Charge but will pay the Ongoing Service Charge if you choose to opt in.

If your Nationwide Financial Planning Manager recommends that you switch an existing investment to a different fund, and you also wish to increase your monthly contribution, the additional amount will be subject to the Initial Advice and Ongoing Service charges as explained earlier in this leaflet.

The Fund Charge and Platform Charge will also apply as detailed later in this leaflet.

Portfolio Review Advice Charge

Customers who choose to opt out of Ongoing Service, whether immediately after Initial Advice was given, at any point thereafter, or as a result of removing all their money from a Nationwide Investment, will not receive the benefits of Ongoing Service as set out above.

Should you request a review of your Investment(s), a Portfolio Review Advice Charge will apply as follows:

- The charge will be based on the value of your existing Nationwide Investment(s) at the date of your investment review and will be payable via a cheque made out to Nationwide. Please note that the charge will not apply to any investments on which you are continuing to pay commission.
- The charge will vary depending on the length of time you have opted out of Ongoing Service:

Year(s) opted out of Ongoing Service	Up to 1 year	1 - 2 years	2 - 3 years	3 years +
Portfolio Review Advice Charge	1%	1.5%	2%	2.5%

- The Portfolio Review Advice Charge will be capped at 2.5% at Year 4 and any years after.
- The Portfolio Review Advice Charge will be capped at £2,500.
- Any new money invested made when you carry out a review of your existing Investment(s) will be subject to the Initial Advice Charge.

Full Financial Review Charge

The following is only applicable to new customers

If you choose to have a full financial review including pension advice and inheritance tax calculations, there is an additional flat fee of £350 (including VAT). This must be paid at the Presentation meeting.

Platform Charge - Paid to Cofunds Limited

The platform handles your transactions, and allows you to access your latest valuation and transact on your account. The charge is collected by Cofunds Limited to cover their costs in administering your investment(s). This charge is calculated daily and collected monthly based on the value of your investments.

How much will I pay?

Your Platform Charge will be applied as one rate, as outlined below, regardless of how much you have invested. The amount of the charge will also depend on which Platform Service applies to your investments:

- **Primary Investment Service.** If you have access to a range of funds provided by Legal & General only, a flat rate charge of 0.31% will be applied.
- **Standard Platform Service (for existing customers).** If you have access to the full range of funds from different fund managers, a flat rate charge of 0.39% will be applied.

The Platform charge is calculated daily and collected monthly based on the value of your investments.

Fund Charge

Annual Charge

This charge is taken into account when working out the unit price and is used to pay the fund managers (e.g. Legal & General Investment Management) who monitor, buy and sell assets to match the objective of the fund.

How much will I pay?

The Fund Charge varies by each fund with each charge negotiated on your behalf to ensure that you have access to competitive rates. In some instances we have been able to negotiate that part of the Fund Charge is returned to you. This is called a 'rebate'. Rebate amounts will be invested as units (once the amount reaches a minimum of £2.50) into the largest fund of the product that the rebated fund is held in.

Rebates to Unit Trust/OEIC fund charges are taxable as income and any amount used to buy units will be net of basic rate tax at 20%. This means that if you're a higher rate or additional rate taxpayer, you may have a further tax liability to pay. If you're not liable to income tax, you may be able to reclaim some or all of the tax deducted from HM Revenue & Customs. Please note that for Stocks & Shares ISA investments, rebates on fund charges will not be subject to income tax.

Please refer to the most recent fund tables or Key Investor Information Documents/Key Information Documents for the most up to date fund charges.

Transaction Costs

Transaction costs are the costs incurred by fund managers buying or selling securities within a fund. These costs include broker commissions, taxes and levies, but other factors such as the bid-offer spread, the size and timing of the transaction, and the movement in an asset price can all contribute to additional trading costs.

These costs vary from fund to fund and can change from year to year. The most recent cost available for any fund you invest in will be included in any calculations you receive before you invest.

Cumulative Effect of Charges

We have provided the following examples to give you an idea of what effect the Initial Advice, Fund, Platform and Ongoing Service charges may have on your investment. The investment growth figure is based on capital market assumptions on a typical, medium-risk investment.

Assumptions

We have used the following assumptions when calculating these examples:

- Investment growth 4% p.a
- An Initial Advice Charge of 2.50%
- An Annual Fund Charge of 0.34%
- Transaction Costs of 0.05%
- An Ongoing Service Charge of 0.75%
- A Platform Charge of 0.31%

Lump Sum Investment

Scenario: A £20,000 lump sum into Accumulation units (i.e. any income generated by the funds is reinvested)

	End of year 1	End of year 6	End of year 10
What you may get back if there were no charges at all ¹	£20,800	£25,306	£29,605
Effect of Charges applied ²	£814	£2,703	£4,663
What you may get back after charges ³	£19,986	£22,603	£24,942
Net annual return after charges based on 4% growth rate ⁴	Reduction of 0.07%	Gain of 2.06%	Gain of 2.23%

Regular Premium Contribution

Scenario: A £500 regular premium into Accumulation units (i.e. any income generated by the funds is reinvested)

	End of year 1	End of year 6	End of year 10
What you may get back if there were no charges at all ¹	£6,736	£41,374	£74,519
Effect of Charges applied ²	£652	£2,442	£6,130
What you may get back after charges ³	£6,083	£38,932	£68,389
Net annual return after charges based on 4% growth rate ⁴	Reduction of 17%	Gain of 2.04%	Gain of 2.38%

¹If no charges were applied to your investment, this is what you may get back based on the assumptions outlined earlier

²The effect of charges equals the charges applied to the investment plus the loss of growth the customer receives as a result of the application of charges

³This is what you may get back when charges are applied to your investment based on the assumptions outlined earlier

⁴The return on your investment for that particular year based on the assumptions outlined earlier

Protection

There is no additional charge for any discussion regarding protection needs.



We are able to provide this document in Braille, large print or audio format upon request. Your local branch will arrange this for you or you can contact us on **0800 30 20 11**.

Important Information

Investments are provided through Cofunds Limited for the provision of Investor Portfolio Services and facilitation of dealing.

Nationwide Building Society is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority under registration number 106078. You can confirm our registration on the FCA's website fca.org.uk

Nationwide Building Society. Head Office: Nationwide House, Pipers Way, Swindon, Wiltshire SN38 1NW.

P3426 (March 2019)