Wealth Management

C. Hoare & Co.

PRIVATE BANKERS SINCE 1672

Our aim is to treat customers as we would wish to be treated.

This gives rise to characteristics not always found elsewhere, such as integrity, care and good sense, together with fast, flexible decision-making.

Offering multiple services under 'one roof' enables us to combine the delivery of these services, wherever possible, to make it convenient, consistent and efficient for the customer.

We are an independent private bank with time-honoured values supported by modern banking practices and technology. Our wish is to provide an intelligent personal service based on a relationship developed over time between the customer and the bank.

The bank has been in existence for over 340 years. Throughout this period, it has been owned and directed by members of the Hoare family and we intend for this to continue.

Alexander Hoare
Managing Partner

We offer a full wealth planning and specialist investment management service, which is available to individuals, families, trusts and charities. We provide independent advice, which is unbiased and unrestricted, based on a thorough and fair analysis of the entire market. Our independent status means that we do not have our own products, so our judgement is unclouded, and at all times we will consider what is in your best interests.

A Financial Planner will work together with a Portfolio Manager and Tax Specialist, as necessary, to generate a solution that is tailored to your individual needs and circumstances. This team-based approach ensures we look at the entire picture and provide consistent and comprehensive advice.

Financial Planning

We begin by gaining a deep understanding of your circumstances and objectives, so that we are in the best position to advise on how your requirements can be met in both the short and longer term. This allows us to provide you with truly bespoke advice, which is completely independent.

Your Financial Planner will conduct a comprehensive review of your financial situation and will deliver a strategy consistent with your objectives, risk profile and timeframe. This will incorporate plans that can include the following areas as appropriate:

- Retirement
- Inheritance tax
- Protection
- Savings and investments
- Cash management
- Divorce settlement and pension sharing
- Cash flow modelling

Our advice will include a review of any existing financial structures and to the extent that any new products are appropriate we will consider the whole of the market in order to find the best solutions for your particular requirements.

Investment Management

For any investment related needs, your Portfolio Manager will tailor an appropriate strategy for the totality of the assets you wish us to manage. This may include, for example, personal portfolios for you and your partner, your pension fund, Individual Savings Accounts and perhaps a trust, offshore vehicle or private open-ended fund. Where it makes sense to do so, we will manage the individual portfolios as a 'group', which provides transparency on the overall exposures and risks, while you also retain the ability to see each portfolio in isolation.

The investment solution will take into account information gathered from the financial planning review, as well as information specific to your investment, such as your particular aims and how much risk you are willing and able to take to fulfil those objectives.

We will then construct a portfolio using carefully selected funds and fixed interest securities. We do not have our own funds or products, as we believe doing so could create conflicts of interest that are not necessarily in your best interests.

We are flexible in our approach and provide tailored investment solutions across a range of investment strategies. Tax can make a significant impact on investment returns, which is why your Portfolio Manager will work closely with a Financial Planner and Tax Specialist to ensure the portfolio is invested within the most efficient structure.

If you have ethical considerations that you would like to be taken into account, we can invest your portfolio in socially responsible funds that have passed our rigorous due diligence.

We can also invest your portfolio in offshore vehicles if that is the most suitable strategy for your circumstances. Please refer to our 'Offshore Services' insert or contact us for further information.

Our investment approach

Our strategy team analyse the returns and volatility of equities, bonds and other asset classes. This helps us allocate an appropriate amount to each, that over the long term would be expected to achieve the best returns given a defined level of risk taken. How much risk you are willing and able to take with your investment will determine the allocation to each asset class.

We believe investing should not be a static process, so we make tactical adjustments to these allocations to reflect any changes in our shorter-term views on markets, taking into account the prevailing economic, political and social environments.

After these broad allocations are set, our research team identifies the best funds in each of the specific areas, selecting from the whole of the market. Fund managers tend to have a particular style bias; for instance some prefer cheap stocks while others prefer those offering higher earnings growth. Some fund managers prefer to invest in just large companies, while others are more open to smaller ones. We believe that understanding all of these tendencies can help to generate superior returns for you.

We are not wedded to any particular style, and we may include some index-tracking or exchange-traded funds if they are most appropriate. Without any internal funds or affiliations to any other investment manager we will make changes to your portfolio only if we believe there is justification for doing so and only if it is in your best interest.

Dealing and Administration Service

If you would prefer to make your own investment decisions, we are able to buy and sell bonds and equities on most of the major exchanges around the world, as well as funds that are available on the Cofunds platform.

Fees

We have a fully transparent fee structure, so you know what you are paying for our services. Our Financial Planners are entirely fee-based, with the initial meeting free of charge and without obligation.

If we manage your portfolio, we charge an all-inclusive annual management fee based on the value of your portfolio. In exceptional circumstances third party charges may be applied. The bank will charge for foreign exchange transactions. We do not charge dealing commission when we make trades, nor do we accept commission from product providers. This ensures our interests are aligned with yours.

Please contact our Wealth Management team to discuss the services in more detail.

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Disclaimers

Under the terms of the Data Protection Act 1998 you are entitled to a copy of your personal records held in our files. Contact the Data Protection Officer at the bank if you wish to see a copy.

In order to carry out your instructions, to assist us in improving our services and in the interests of security and fraud prevention, we record all telephone calls and monitor all emails.

Investment services mentioned will not be suitable for all investors.

Not all products and services offered by C. Hoare & Co. and Messrs. Hoare Trustees are available in all jurisdictions.

The value of investments, and the income from them, may fall as well as rise, and you may not recover the full value of your investment. Changes in rates of exchange may cause the value of investments that involve exposure to a foreign currency to go up or down.

C. Hoare & Co. is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority ("FCA") and Prudential Regulation Authority ("PRA") with firm reference number 122093.

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