

An Incomparable Investment Service

Individuals and companies are offered a bewildering choice of investment opportunities while having specific, and often complex, taxation and legal issues to consider. Investment objectives can vary considerably and circumstances can change. Are you looking for capital growth, income or both? Are you using your personal allowances effectively? Could you be benefiting from an unused Capital Gains Tax allowance? Do you know where the best tax breaks are? And have you thought about investing offshore?

Answering all these questions can be daunting and time-consuming. Making the wrong decisions could be costly today and have unfortunate consequences for your family's future or your company's growth. Above all, your investment policy must be appropriate for your overall personal or business financial strategy.

Spofforths' investment service provides the impartial evaluation and professional guidance that most of us need to make effective investment choices. Whether for private individuals, companies large and small or on behalf of trusts, we provide detailed assessments and highly personalised advice covering:

- **Objectives** - a comprehensive look at your financial needs and legal obligations
- **Tax** - ensuring your portfolio is flexible enough to make full use of available allowances
- **Opportunities** - assessing the tax breaks offered by different investment products/vehicles
- **Options** - investigating the management of potential investments, seeking competitive long-term performance
- **Administration** - strategies to reduce the time you spend administering existing investments

You will receive a detailed written report of all our findings and recommendations. Our advice is backed by our own in-depth research, our independent investment appraisals and extensive experience of corporate financial planning.

Wealth from information

Spofforths works for its investment clients on several fronts, compiling and analysing a

huge body of data. We conduct our own investigations and purchase in-depth independent research findings in order to provide an insight into financial institutions not easily available elsewhere. We also negotiate discounted charges from major financial providers. In all this, our central assessment criteria match the requirements of our clients:

Trying to choose the right investment?

There is a vast range of products available to investors today. Which one will meet your objectives and suit your situation? Spofforths Investment Service will assess the choices for you.

Our experts' recommendations and guidance may include:

Annuities

Deposit Accounts

Enterprise Investment Scheme (EIS)

Enterprise Zone Trusts (EZTs)

Guaranteed Bonds

Investment Bonds

Investment Trusts

Individual Savings Accounts (ISAs)

National Savings

Odd Term Bonds

Open Ended Investment Companies (OEICs)

Pensions

Personal Equity Plans (PEPs)

Unit Trusts

Venture Capital Trusts (VCTs)

Zeros

- **Financial strength** - any recommended provider must have the viability/stability to support and develop its products
- **Competitive charges** - fees must be comparable to other management service providers
- **Flexible portfolios** - investment vehicles must adapt to changing fiscal climates
- **Professional management** - investments must be properly managed in line with clearly defined processes

Good company planning

Companies may have large cash deposits attracting only low interest and subject to current year UK tax. Our investment service can suggest advantageous offshore investment strategies for such funds, offering tax free growth. Funds can be repatriated at a time to optimise tax reduction and pension planning objectives for your company.

A note to trustees

In February 2001 the legal regulation of Trusts was updated. Trustees now have dramatically increased powers and obligations, including their responsibility for

investment decisions. Trustees must exercise reasonable care and skill and they must ensure that all funds are suitably invested; they must also review all investments regularly. Failure to meet these obligations may result in a trustee becoming personally liable for any loss or may even provoke legal action from dissatisfied beneficiaries. Spofforths' investment service includes special professional assistance to Trusts.

Please ask for our separate detailed leaflet 'Who can you rely on to advise your trust?'

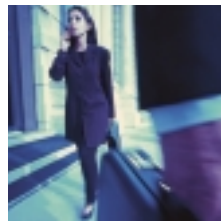
A choice of charges

Your initial advisory meeting is free of charge. You can then work with us on a fee basis or pay us from commissions payable by product providers. Your choice may depend on individual preference, the type of work to be undertaken and your VAT position. It is our policy to be clear about remuneration at all times.

The Spofforths Promise

Spofforths are one of the UK's top 50 chartered accountancy firms. Active in support of personal prosperity and business success, we can promise outstanding service:

- Expert professional advice
- A proactive approach
- Staff dedicated to your concerns
- Long-term support
- Timely responses
- Agreed fees and service standards



Why Spofforths?

Our advisors are highly qualified and most hold the Advanced Financial Planning Certificate - there are only 5,000 AFPC holders in the UK - and the standard required is higher than within the financial services industry as a whole. Our administrators are working towards the Financial Planning Certificate which is of a similarly high level. And above all, you can depend on our culture of independence and objectivity.

For individually tailored, comprehensive advice and flexible investment services, Spofforths' could be a very rewarding choice.

Whatever your investment objective, call Philip Wise on 01903 743856 or e-mail fins@spofforths.co.uk.

Investment should not be made without first obtaining advice specific to your circumstances. Before investing, please ensure that you take note of any risk warnings contained in key features documents and illustrations available to you. We accept no liability for the information contained in this document. This document is based upon our current understanding of legislation and Inland Revenue practice, which may be altered. The value of units and the income they produce can go down as well as up and past performance is not a guide to the future.



Need a guide
through the
investment
jungle?