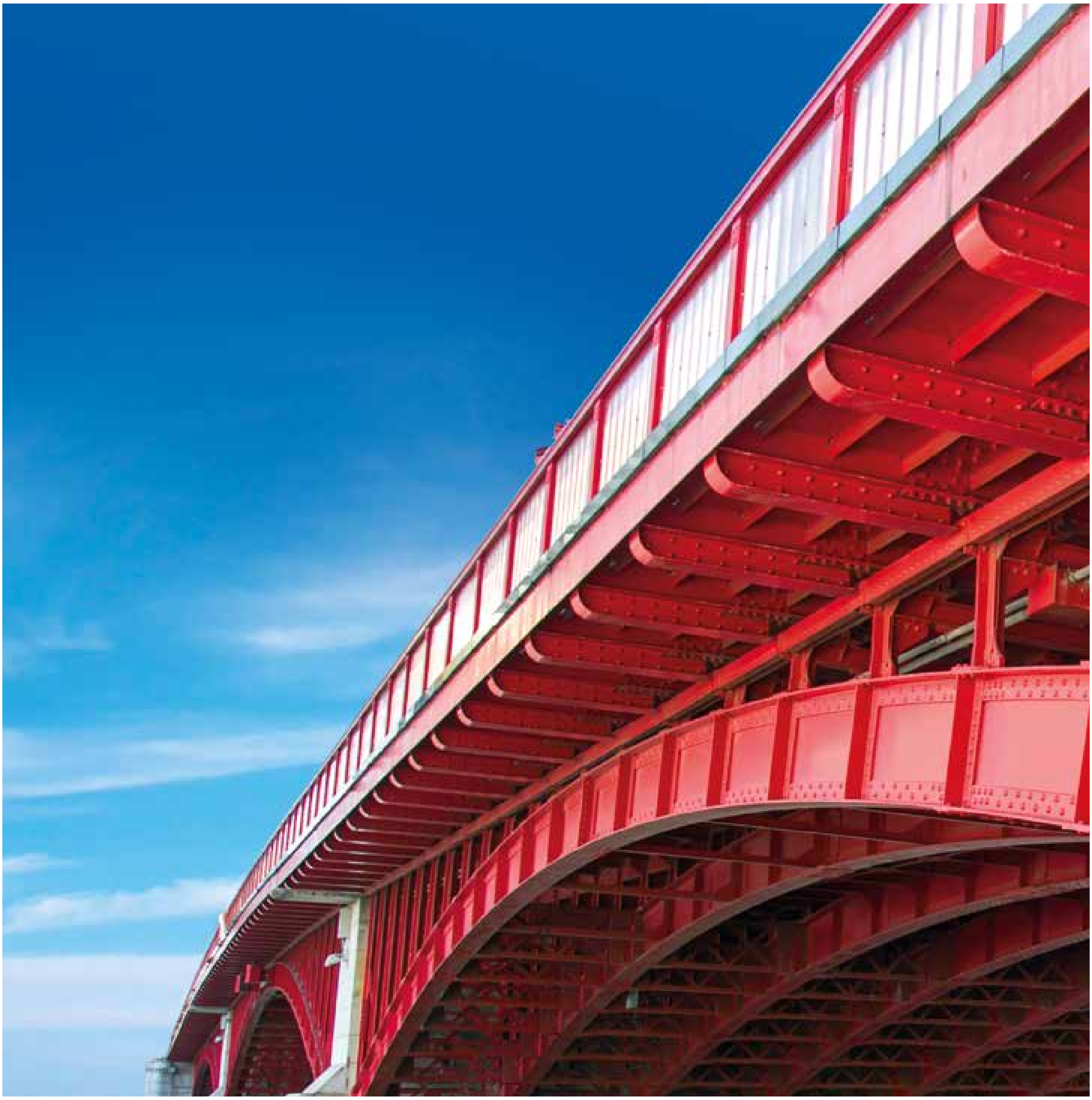
Mattioli Woods plc

Professional pension expertise, respectful of client relationships, in the delivery of Adviser Services



Professional adviser services
Bridging the gap.

"Mattioli Woods' technical knowledge is excellent - I have never asked a question they didn't immediately know the answer to. They are always happy to help and consider different scenarios no matter how unusual."

Peter Waterfield ACII APFS
Director
P W Financial Management Limited

What are professional adviser services?

Our professional adviser services are designed to help you provide pensions and pension-planning expertise to your clients, bridging the gap of knowledge in this highly technical subject.

There are a wide range of different SIPP and SSAS propositions available in the market.

There are:

- the simple online SIPPs (often referred to as 'vanilla' SIPPs) that offer members the ability to invest in a limited range of funds
- middle-of-the-road (or 'deferred') SIPPs, where the operator imposes some limitations on the scheme
- the fully bespoke arrangements as offered by Mattioli Woods, which also include cost-effective options

We are a specialist pension provider committed and focused on the fully bespoke self-invested pension market, distributing our products via financial advisers.

Administration-only services

We provide administration-only services. Your clients will be managed by a separate division of our group, ensuring there is no conflict of interest and roles are clearly identified.

Why use Mattioli Woods?

Financial strength and the maintenance of adequate resources are important factors when selecting a SIPP and SSAS provider. It is essential clients are confident their chosen supplier will maintain a long-term solution and remain in business, avoiding any unnecessary future costs or disruption to client retirement planning.

Since 1991, Mattioli Woods has specialised in pension planning, self-investment and wealth management. Fundamental to our success is our internal structure, which enables us to provide a personalised, technical and professional service to our clients.

As an independent trustee and pension administrator, we are a well-established group, administering more than 8,800 SIPP and SSAS schemes, providing true depth of knowledge and expertise.

Mattioli Woods is committed to providing you with peace of mind. We do not wish to offer any service competitive with your business to your client, nor will we endeavour to entice your client away. We want to develop a great working relationship and become your trusted partner, enabling us to build a successful business together.

In addition to our personalised approach, we also provide information updates to help train and educate your team.

These include:

- **seminars** – to keep you in the loop on changes in pension legislation, and their challenges and opportunities. We are also able to run joint initiatives with you to update your clients, be it at your offices or at a location convenient to you
- **newsletters** – we publish educational newsletters and e-communications, highlighting up-to-date news on pensions
- **exhibitions** – we attend exhibitions throughout the year, showcasing our services. We are always on hand to provide information on how we can help you or work with your business

Five benefits of our service:

1 We are **flexible**

We offer a range of fully flexible products, and will work with you to find the best solution for your clients.

2 We are **respected**

We have a strong reputation for SIPP and SSAS technical expertise in the marketplace.

3 We are **transparent**

Our fee structure is fully transparent and your clients will be safely ring-fenced in the services we offer them, which is directed by you.

4 We are **personal**

We provide quality, results-driven administration, which always has the client at the core of everything we do.

5 We are **strong**

With more than 25 years' experience in the pensions industry, our group now manages billions of assets, providing you with financial strength and peace of mind for your clients.

Supporting your client relationship

Your relationships with your clients are very important, and by offering a personalised service, we look at the ways we can work with you to enhance and support them.

Personalised and professional
Core to our product offering is our professional and personalised service.

Through this service – which puts your clients at the centre of our expertise – we believe we can add real value to complement the advice you provide.

You will be allocated one of our experienced business development managers, who will be your first point of contact for any enquiries.

Developing our relationship
You will also have access to a client relationship manager, who will proactively deal with the day-to-day administration requirements of your clients' schemes.

As well as offering on-going technical support on existing and new legislation, our team is also available to assist with those 'out of the box' solutions.

Our flexible service
To ensure you can provide full flexibility within your advice to your clients, we do not operate on panels, instead allowing full access to investments, deposits and providers of professional services.

We also allow alternative investments and direct ownership of property. We will consider all suitable investments and provide interpretation of legislation with your client's best interests at heart to avoid unnecessary tax charges.

Why Mattioli Woods is right for you

Mattioli Woods offers fully bespoke SIPP and SSAS products, providing full HMRC investment freedom and high levels of personalised service. We also provide administration-only services.

Client-centric in everything we do

Financial strength and **security** with adequate capital resources

Strong systems and controls for **peace of mind**

Named **client relationship manager**

Flexible investment choice – all retirement options are available to facilitate true self-investment

A can-do attitude when dealing with you and your client

Alternative investments reviewed by **technical specialists** prior to entering the portfolio

Expertise in commercial property-related transactions

Clear, consistent and **understandable communications**

Clear and **fair approach** to charging

Dedicated technical support to assist with ever-changing pensions legislation

We will not encroach on your relationship as adviser to your client

Get in touch

We are committed to developing relationships with financial advisers. If you would like to discuss partnership opportunities, please email us at **info@mattioliwoods.com** and one of our business development managers will call you to arrange a meeting.

Initial meetings are held at our expense and on a without-obligation basis. The purpose of the meeting is to gain a full understanding of your position and key issues and objectives, and for you to gain a real insight into Mattioli Woods and our capabilities.

We look forward to hearing from you and building a mutually beneficial relationship.

Mattioli Woods plc is a leading provider of wealth management and employee benefit services.

We pride ourselves in building long-term relationships to provide trusted advice, high standards, and a personalised delivery.

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