



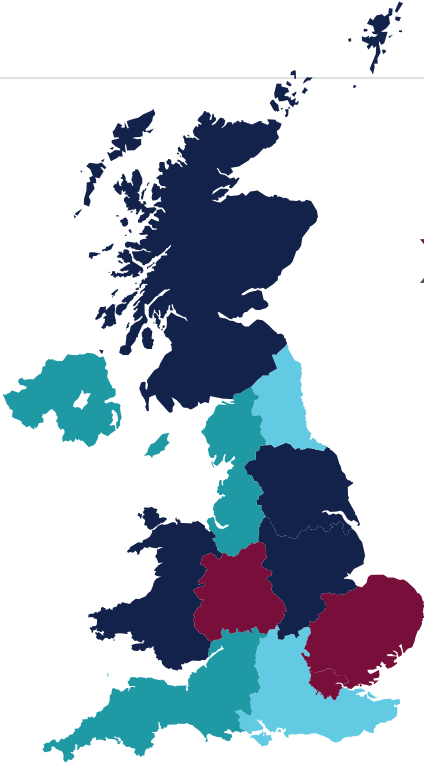
FINANCIAL EDUCATION

Creating opportunities for everyone to
experience *financial freedom*.

MAY 2020

10 UK Offices

- London
- East Malling
- Worcester
- Beverley
- Sheffield
- Lincoln
- Grimsby
- Derby
- Abingdon
- Brighton



 Our
VISION

To create opportunities
for everyone to experience
financial freedom.

 MISSION

By providing financial solutions and education in
supporting our clients **protect and grow their wealth.**

 Our
VALUES



INTEGRITY



TEAMWORK



IMPACT



£3.2 bn

Client Money



40

Client Advisers



130

Employees



+12,000

Clients



DEBT

- Good debt vs Bad debt
- Perils of a credit card



SAVING

- Setting goals and budgeting
- Importance of a credit score



MORTGAGES

- Using a mortgage to buy a house
- How to prepare for a mortgage



PENSIONS

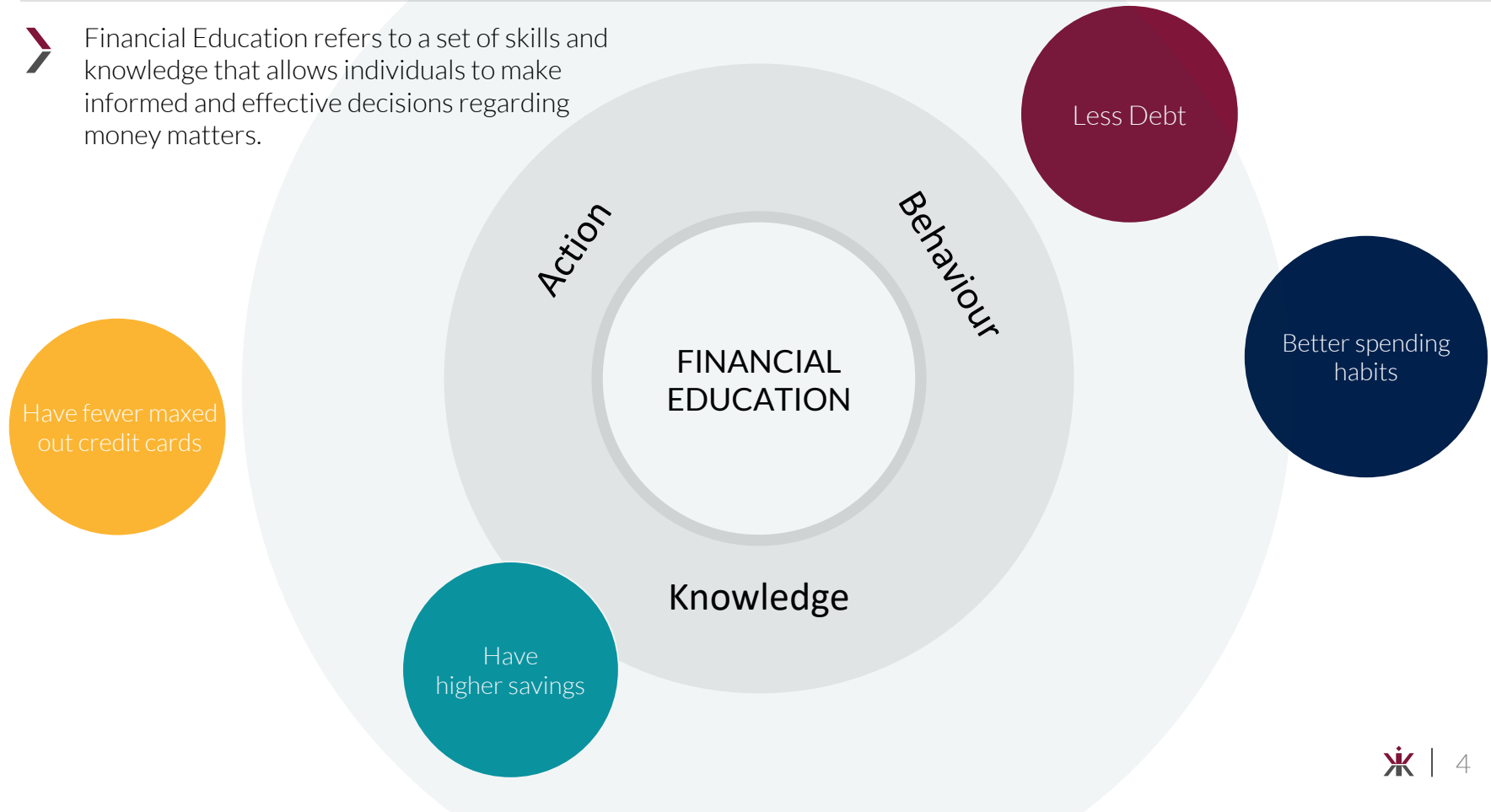
- How compound interest works
- The importance of starting early



WHAT IS FINANCIAL EDUCATION?



Financial Education refers to a set of skills and knowledge that allows individuals to make informed and effective decisions regarding money matters.







YOUR FIRST CAR

What are the costs?



Petrol and diesel



Road tax and license fees



Car Insurance



Repairs and maintenance



GOOD DEBT VS BAD DEBT

GOOD DEBT



Mortgage/
House



Business
Ownership



Education



Investing/
Investment
Loan

Good debt typically has a lower interest rate, something you believe will grow in value over time (house business, education), helps increase your credit history and is within your budget.

Bad debt is typically higher interest debt, not backed by a value increasing value asset (car, credit cards), unplanned within your budget and can negatively impact your credit score.

BAD DEBT



Car Loan



Payday loan



Credit Cards



Cash
Advance

Balance
on card
£5,000



Interest
paid
21.9%
£8,113

The time it will take
32 years and 2 months



OUR FIRST SAVING TIP
START EARLY & BUDGET



WHAT'S AVAILABLE
ISA'S & GENERAL SAVINGS ACCOUNTS



MORE AND MORE
FIRST TIME BUYER ISA'S



IT'S NEVER TOO LATE TO START



MORTGAGES



WHAT IS A MORTGAGE?

An agreement that allows you to borrow money from a bank or similar organisation, to buy a house.

HOW DO I PREPARE?



SAVING IS KEY

Saving early means having a bigger deposit when it comes to buying a property in the future.



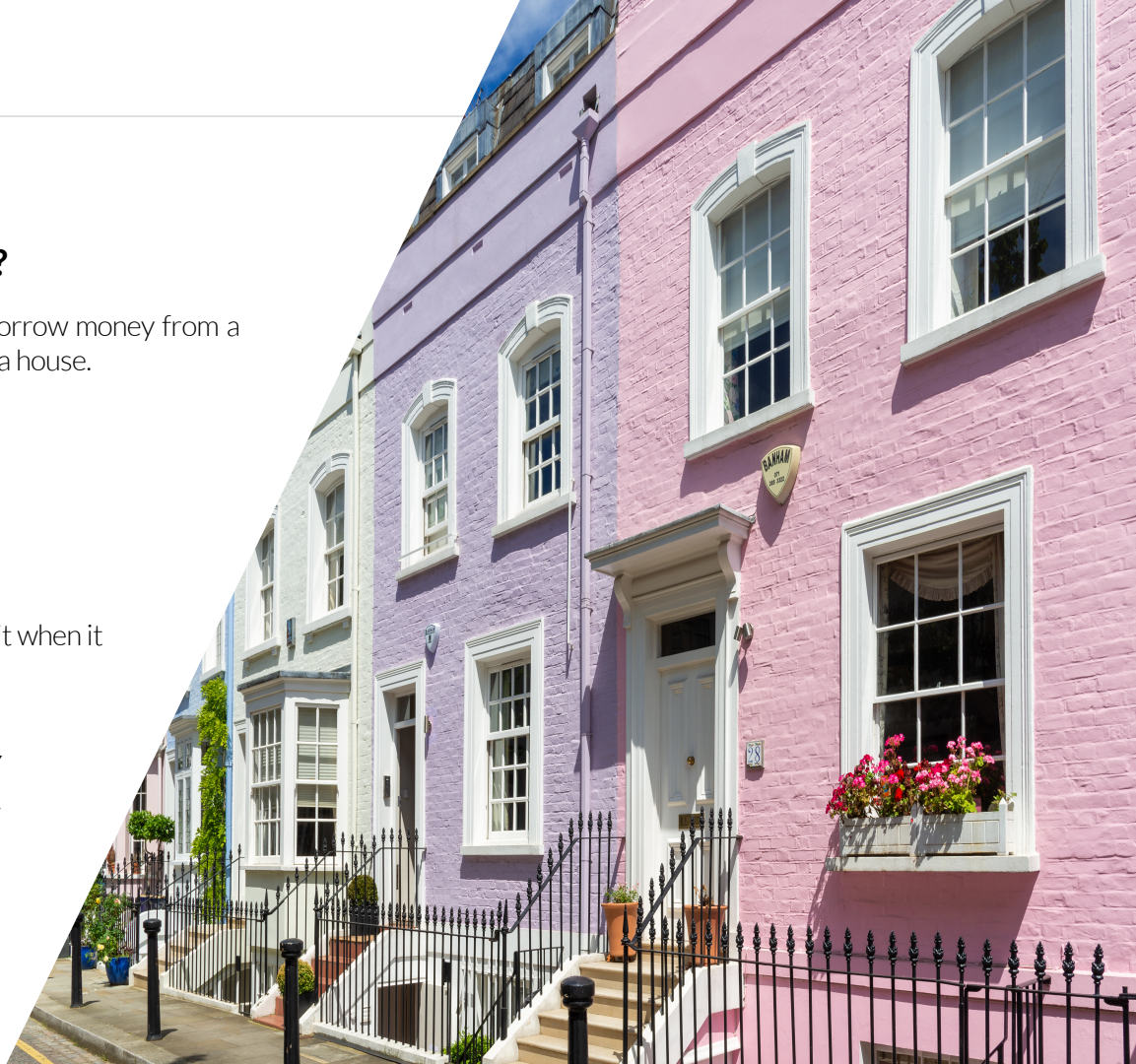
MAINTAIN A GOOD CREDIT HISTORY

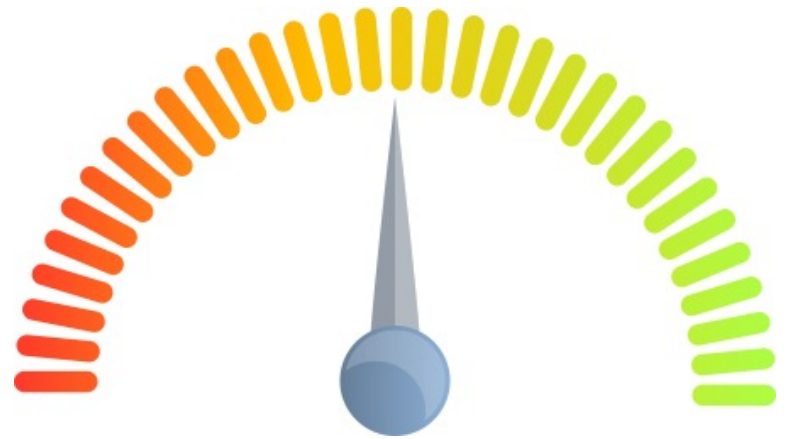
Proving that you are a trustworthy borrower.



STEADY INCOME

Shows the banks that you can afford monthly repayments.





THE COST OF RETIREMENT

£18,000



Average amount a couple would need per year for household essentials

£26,000



Average amount allowing for leisure activities and other extras

£39,000



Average yearly income for additional luxuries such as long haul trips

£210,000



The total pension pot you need to retire with £26k per year.

£50,000



The average pension pit held by people in the UK

£6,718



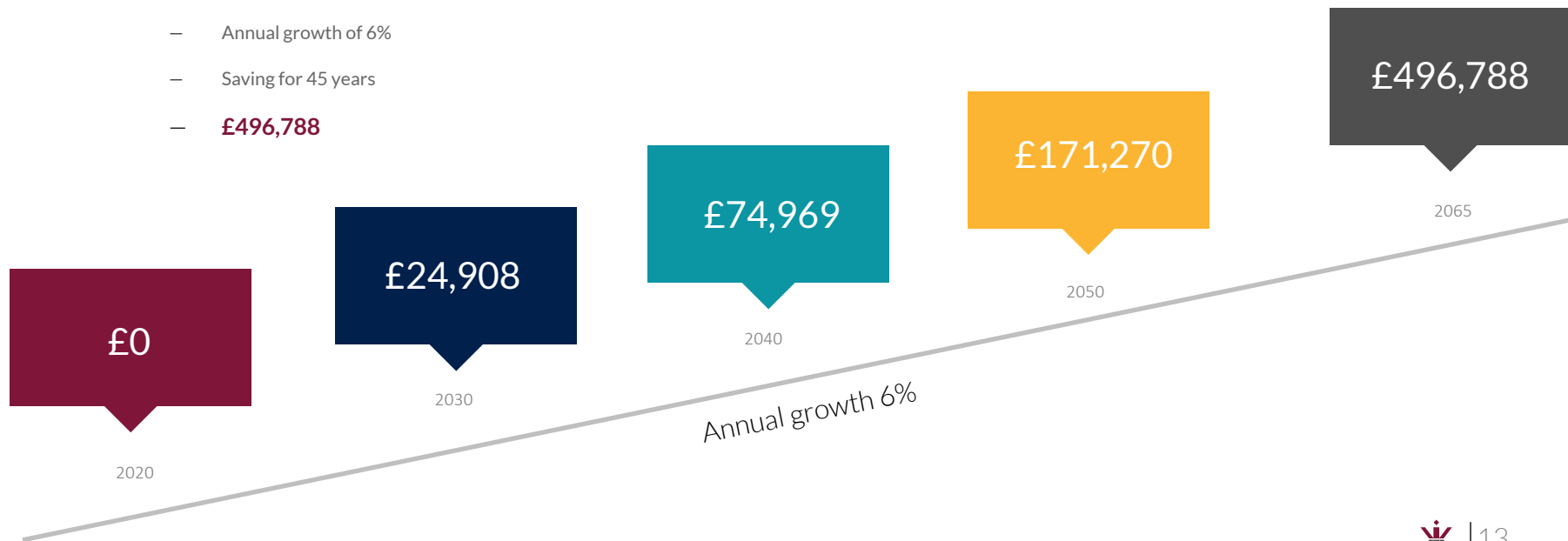
The current maximum state pension per year

THE POWER OF COMPOUND INTEREST



SALARY OF £21,000

- Starting salary of £21,000 per year
- Savings of £0
- Monthly savings of £141
- Annual growth of 6%
- Saving for 45 years
- **£496,788**



INFLATION

£0.45
1974



£1.67
1991



£3.29
2020



WHY FINANCIAL PLANNING?

- Making a difference to people's lives – planning for the future
- We make financial decisions everyday
- During uncertain times, people are worried about their financial security. "Money worries affect 40 per cent of UK employees," - Aresh Sarkar, the chief executive of Salary Finance (<https://www.independent.co.uk/money/savings-money-personal-finance-bills-budgeting-uk-survey-a8648206.html>)
- Relationship building & social rapport
- The industry has a shortage of younger financial planners – average age of a financial planner is 58. (<https://www.quilterfaschool.co.uk/becoming-an-adviser/is-now-a-good-time-to-become-a-financial-adviser/>)
- Provides a good source of income – average salary of a financial planner is £60,000 per annum. However as you become more qualified you have the chance of increasing your earnings potential





Regulatory notice

This presentation may contain information that is confidential or privileged. If you are not the intended recipient, please advise the sender immediately and delete this message. Kingswood, Kingswood Group and KW Institutional are trading names of KW Wealth Planning Limited (Companies House Number: 01265376) regulated by the Financial Conduct Authority (Firm Reference Number: 114694) and KW Investment Management Limited (Companies House Number: 06931664) regulated by the Financial Conduct Authority (Firm Reference Number: 506600) with a registered office at 13 Austin Friars London EC2N 2HE. KW Investment Management Limited is also regulated in South Africa by the Financial Sector Conduct Authority (Firm Reference Number: 46775). Both companies are wholly owned subsidiaries of Kingswood Holdings Limited which is incorporated in Guernsey (registered number: 42316) and has its registered office at Regency Court, Glatigny Esplanade, St Peter Port, Guernsey, GY1 1WW.

Risk warnings

This presentation is not to be construed as a solicitation or offer to buy or sell securities and does not in any way constitute investment advice, nor should it be used as the basis for any investment decision. The information contained in this presentation has been prepared using all reasonable care. However, it is not guaranteed as to its accuracy, and it is published solely for information purposes. Our opinions are subject to change without notice and we are not under any obligation to update or keep this information current. The investments discussed in this presentation may not be suitable for all investors. Kingswood does not guarantee the performance of any investments. Past performance is not necessarily a guide to future performance. The value of investments may go up or down and you may not get back the amount you have invested. The income from an investment is not fixed and may fluctuate. The value of an investment involving exposure to foreign currencies can be affected by exchange rate movements which may cause the value of the investment to go up or down. Kingswood and/or its affiliated companies and/or their employees may, from time to time, hold shares or holdings in the securities discussed in this message and may as agent buy or sell those securities.

Restricted investors

This presentation is not, and under no circumstances is to be construed as, an advertisement, or any other step in furtherance of a public offering of shares in the United States or Canada. This presentation is not aimed at persons who are resident in the United States, Canada or any province or territory thereof, nor any other jurisdiction where such distribution would be contrary to applicable law or regulation