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# SSAS Review Report

**Prepared for:**

**Nigel Scott**

**Carlton James Retirement Fund**

**Prepared by:**

**Timus Little**  
**Independent IFA consultant**  
**JAN Investment Marketing**

**Robert Holmes**  
**Senior Planner**  
**JAN Investment Marketing**

**22/03/2017**



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Financial Conduct Authority  
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Data Protection Number: ZA084344

## SSAS SUITABILITY REVIEW REPORT

### Introduction and Basis of the Suitability Review.

In preparing this suitability review, we have taken into account the Carlton James Retirement Fund prospective membership profile, and data established during the fact find conversation. Having considered the membership profile and the best practice guidelines the review findings are detailed within this report. I am authorised to conduct this review on all areas addressed in this report. I would ask that you read the report carefully and check that it reflects the Carlton James Retirement Fund members intended investment strategies, priorities and outcomes.

It is important that you understand this review. You should read this report in conjunction with the remuneration disclosure and the Fund fact sheets and Information Memorandums you have been supplied with, which all provide important information about the Carlton James Retirement Fund investments reviewed within this report. I do stress that if you do not understand any of the information contained within this report then please contact me as a matter of urgency.

Carlton James Retirement Fund has also been provided with a copy of our Client Agreement. This explains my status, our terms of business, the services we offer and how we are to be remunerated for these services as summarised below.

Date of Client Agreement	Date of Identity Verification	Date of First Meeting	Date of Last Meeting	Initial Engagement Fee	Ongoing Reviews Annual Charge
08/06/2016	08/06/2016	08/06/2016	20/03/2017	2% of Fund	0.5% of Fund

If you believe that the information in any of the documents provided is incorrect please let me know as soon as possible. I would also mention that if any information has not been disclosed, it is possible that my review may not take account of the Carlton James Retirement Fund members requirements and could ultimately have been different. I cannot accept responsibility for any non-disclosed information which could have affected this review. Nor can I accept any liability should you suffer any loss due to the non-disclosure of material facts which have not been brought to my attention.

### Summary of Current Position & Objectives

#### Carlton James Retirement Fund - 9 member pension arrangement

The scheme is a Small Self Administered Scheme (SSAS) style pension which is an arrangement which forms all or part of a personal pension scheme, which gives the member the power to direct specifically how some or all of the member's contributions are invested (as opposed to simply choosing a fund or funds).



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All the members of the Carlton James Retirement Fund are also Trustees of the scheme. A Trustee is company appointed to hold assets for the beneficiaries of a trust-based pension scheme, in accordance with the provisions of the trust instrument (the legal document that sets up, governs or amends the SSAS scheme) and general provisions of trust law.

A feature of all SSAS style schemes is that they offer a range of investment options, and the value of each member's savings changes in line with the funds they are invested in. Many people are understandably reluctant to select their own investment strategy, and so it is important that the Carlton James Retirement Fund investment strategy and asset allocation is suitable for all the scheme members with equal and fair member outcomes. As such there should be an appropriate balance between risk and return for the membership profile and the charging structure should reflect this balance. The investment strategy and asset allocation should take into account, on reasonable grounds, the retirement profile of members.

Please find below a summary of the current Carlton James Retirement Fund member trustees and individual fund values with Investment allocation:

Member Name	Member Age	Selected Retirement age	Pension Value	SkyWatch Inn	Preference Share Purchase	Hudspiths Managed Account	Cash
Nigel Scott	62	75	£1,085,855	£200,000	£225,000	£200,000	£30,363

We have used the following information to get a broad sense of the scheme membership profile:

Scheme membership profile	
Average member earnings	Between £25,000 and £45,000
Proportion of males	Equal to 90%
Proportion of females	Equal to 10%
Business in financial sector?	No
Retirement age	75
Preferred equity	External passive management

Based on the inputs provided, shown above, the scheme membership profile suggests an overall risk level of balanced. However, having taken additional information from the fact-find discussion into account, the most appropriate risk level for Carlton James Retirement Fund should be moderately adventurous.

Moderately Adventurous investors typically have moderate to high levels of investment knowledge and will usually keep up to date on investment issues. They will usually be fairly experienced investors, who have used a range of investment products in the past.

In general, moderately adventurous investors are willing to take investment risk and understand that this is crucial in terms of generating long-term return. They are willing to take risk with a substantial proportion of their available assets.



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Moderately Adventurous investors will usually be able to make up their minds on investment matters quite quickly. While they can suffer from regret when their investment decisions turn out badly, they are usually able to accept that occasional poor outcomes are a necessary part of long-term investment.

#### Suitability Review

I have undertaken a suitability review of the Carlton James Retirement Fund investment selections and have undertaken this review on the basis of the information you have provided. We have reviewed your investment strategy to ensure that it:

- Is appropriately designed
- Is suitable for the scheme membership
- Adopts best practice guidelines in a cost effective manner
- Offers externally managed, passive equity investments
- Selected Investments reflect the scheme memberships' needs, capacity and willingness to take risk

Based on the information supplied the company Carlton James Private & Commercial Ltd has established a Small Self Administered Scheme (SSAS) for the following reasons:

- A SSAS will allow the Company and the scheme member trustees to exercise substantial control over the choice of investments held under the Company pension scheme. Whilst the Company may not use all of the options available, the Carlton James Retirement Fund intends to invest in a broad spectrum of investments and require the flexibility to change underlying investments in the future without having to switch providers
- The range of permitted investments is much greater under a SSAS than other pension arrangements and the Company pension scheme and its members are comfortable paying higher charges to gain access to a broader and more sophisticated range of investment opportunities
- Benefits can be taken by individual members at any time from age 55 and the effective requirement to buy an annuity at age 75 was scrapped from 6th April 2011
- 25% of the uncrystallised pension fund can be taken as a Pension Commencement Lump Sum (tax free cash) payment by any member from the age of 55
- There will be no death benefit tax charge on an individual scheme members uncrystallised pension fund on death before age 75 assuming the total value of the pension benefits are within the individual members lifetime allowance. This will help ensure that individual pension scheme members beneficiaries are looked after, financially and in a tax efficient manner, upon death
- Members will receive tax relief on all personal contributions

There are a number of factors to be considered when undertaking a suitability review.



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## Investment Options and Performance

There is obviously no means to categorically predict future investment performance. Although it should be stressed that past performance is no guarantee of future performance, it can act as a useful guide. It is also beneficial to compare the range of investment options available. Flexibility to switch between a wide range of strong performing investment opportunities is important. Your scheme membership attitude to risk could change, and as a result you may wish to take an alternative investment strategy in the future.

## Charging Structure

The effect of charges is reflected in the Reduction in Yield of the selected investments. The Reduction in Yield, outlined in this suitability letter, includes deductions for expenses, adviser remuneration and other adjustments. For further information concerning charges, I refer you to the Fund fact sheets and Information Memorandums you have been supplied with.

## Financial Strength

A pension is a long term investment. As such, it is imperative to select a provider who is financially secure and will be able to meet all their obligations to policyholders in the future.

## Summary of the suitability review

I have undertaken a suitability review on the following for the reasons detailed below:

Ownership	Pension	Company	Member Trustee Number	Pension Value	Chosen Retirement Age
Carlton James Retirement Fund – Nigel Scott	Group SSAS	Carlton James Private & Commercial Ltd	9(of 9 CJRF)	£1,085,855	75

Employer contributions will usually qualify as a business expense which can be offset against taxable profits.

## *Pension Practitioner – Small Self Administered Scheme administrator*

- They are a market leader in the SSAS market place
- They have provided us and our clients with an excellent service in the past
- This pension offers a seamless transition to drawdown pension, which could prove advantageous when taking benefits in the future



### Investment Strategy

I have reviewed your investment strategy and asset allocation of the available monies to be invested as follows:

Fund	Description	Objective	Sector	Risk Rating	Initial Charge	Annual Management Charge	Amount Invested	Scheme Allocation
TempleFX AlgoFXtrader	Forex Trading	Growth of investment over the long term	Financial Instrument	Adventurous	0%	0%	£200,000	18.41%
Carlton James Commercial Real Estate	Capital Accumulation shares	Compound Annual Returns	Unregulated Investment scheme	Adventurous	0%	0%	£200,000	18.41%
Stagg Holdings Ltd	Preference Share Purchase	Fixed annual returns	Financial Instrument	Balanced	0%	0%	£150,000	13.81%
Pure House Ltd	Unconnected Third Party loan	Fixed Annual Returns	Financial Instrument	Balanced	0%	0%	£225,000	20.72%
Cash	Cash	SSAS charges IFA Charges Member - Benefits	Cash	Very Cautious	0%	0%	£310,855	28.62%

### Adventurous risk strategy – TempleFX: Algo Time Cycle account

Investment Type	Invested Amount	Minimum Investment Term	Annual Returns	Frequency of Returns	Early Exit Terms	Early Exit Penalties	Capital Returned at Maturity
Foreign Exchange Trading	£200,000	12 months	72.25%*	Monthly	No capital withdrawals in first 12 months	None-Monthly Withdrawals permitted	172.5%*

\*previous 12 month cumulative monthly achieved returns on the Algo Time Cycle account

An investment of capital into Forex Trading via automated strategies with trading track records of at least 12 months. The strategy by algorithm consists of 25 EAs (Expert Advisors) all working based on different implementations, factors, parameters, risk control, equity management and position sizing. All the EAs working in unison complete this Algorithm and all trading is 100% automated with no human intervention of opening or closing trades, stoploss or take profit interference. The only human intervention occurs when tweaking the Algo based on current data and daily ATRs within the market, but not limited to, for example, switching off the ALGO completely during volatile periods such as the Brexit vote, or other economic events that may impact the market by 3% or more.

TempleFX objective is to trade client accounts using an algorithmic approach with no or minimal human intervention.



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TempleFX Algo trading system is designed specifically to trade based on a set amount of rules, thus taking away any human emotion. The TempleFX algorithm plugs into your account and will follow the exact trading patterns dependent upon your fund size.

Your funds will follow all the trades with the profits and losses opened and closed by the TempleFX trading Algorithm. The account provides investors with variable returns monthly over a term of 12 months. Capital withdrawals are permitted at anytime within the account term subject to the usual pension restrictions.

The structure and flow of this investment is as follows;

- No tie in periods although it is recommended that investors compound all profits for a period of 12 months;
- TempleFX Algo trades within the foreign exchange market only;
- Minimal initial investment £50,000
- Medium risk trading protocol – maximum of 20% of managed account balance traded in any 24 hour period;
- Returns generated from electronic trading of financial derivative Foreign Exchange;
- Algorithmic traders create a copy trade signal service applied to investor capital;
- Expert Advisers intervene the automated trading during volatile periods such as the Brexit vote, or other economic events that may impact the market by 3% or more;
- Client account discipline and a high level of strict risk management strategies are set and monitored by Expert Advisors;
- Client capital held in a segregated account with an FCA approved liquidity provider;
- UK head office with experienced professional traders in the UK and overseas;
- Traders have execution only account set up with no access to withdraw funds;
- Strict risk management strategies to ensure minimum drawdown on client capital;

TempleFX algorithm monitors a basket of currencies along with their built in Currency Strength analyser. Between 15-25 EA's (expert advisors) all working in correlation to deliver this automated trading tool.

All EAs are programmed to risk no more than 20% of the account balance. Each EA has a fixed "Money Management" block (as a percent from Account Free Margin), the EA works with not only "Money Management", but also a more sophisticated system which is calculating the Lot Size by Risk factor and Stop Loss distance in PIP (Price per Point). TempleFX algorithm is set on fixed rules and is optimised on a daily basis. Live performance of its results can be requested.

The investments into TempleFX Algorithm Trading are purely electronic financial instruments with returns generated from trading financial derivatives including Foreign Exchange, Commodities and International Stock Market Indices.



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### Capital Requirements

- Minimum deposit £50,000.
- Investor variable monthly returns compounded with account withdrawals permitted at any time;
- Performance fee of 50%, performance fees are calculated on the profit gains over and above the previous months profit size. No account management fees are charged;
- Investor capital plus all returns can be fully or partially withdrawn at anytime but it is recommended to compound profits for at least 12 months thereby assisting the account to grow faster;

**Client suitability:** Investors should be adventurous risk, Trading in Forex (FX) may not be suitable for all investors due to the high risk nature of the product. Trading risks are magnified by leverage losses can exceed your deposits and you may lose all or more of your initial deposit. Margin calls may be made quickly or frequently, especially in times of high volatility, and if you cannot meet them, your positions may be closed out and any shortfall will be borne by you. Values may fluctuate significantly in times of high volatility or market /economic uncertainty; such swings are even more significant if your positions are leveraged and may also adversely affect your position.

The value of an investment in a Forex trade may be affected by a variety of factors, including but not limited to, price volatility, market volume, foreign exchange rates and liquidity. CFD's are a short term trading tool and commission is charged on the leveraged amount (not the deposit) and therefore costs can build up when frequently traded. You should evaluate potential losses against affordability.

Trade only after you have acknowledged and accepted the risks. You should carefully consider whether trading in leveraged products is appropriate for you based on your financial circumstances and seek independent financial consultation. Temple Securities Limited is an Introducing Broker to ACM Group PLC ("Alpha"). Alpha will hold your account and respective funds and will act as the counterparty to your trades. Alpha is not affiliated with Templeton Securities Limited or its affiliates.

TempleFX is a trading name of Templeton Securities Limited who is Authorised and Regulated by the Financial Conduct Authority in the UK (FRN 447281) and registered office is 4th Floor, 6 Lloyds Avenue, London EC3N 3AX.

This is a Forex Trading account type predominately Foreign Exchange currency pair buy sell investment and as such the risks associated with this market must be considered. Full details in the Information brochure provided to all member trustees.



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**Adventurous risk strategy – Carlton James Commercial Real Estate LLC (Jamestown)**

Investment Type	Invested Amount	Minimum Investment Term	Annual Returns	Frequency of Returns	Early Exit Terms	Early Exit Penalties	Capital Returned at Maturity
US Asset Backed Shares with monthly compounded return	£200,000	2 Years	1% monthly compound +15% Yr 2	At end of term	None Available	No early exit	142%

An investment in the purchase of Preference Shares issued by Carlton James Commercial Real Estate LLC ("The Company") and entitles the holder to receive returns of 1% per month on a capital accumulation basis over a two-year investment term. Carlton James Commercial Real Estate LLC, a Delaware LLC, is engaged in the business of investing in properties and loan instruments. This offering of the Company's Preference Shares is to support the Company's ongoing investment activity which includes numerous Land acquisitions, rezoning and restructure of Land & development of hospitality & Commercial based developments and sites. At the term end the Company will re-purchase the Shares from investors for their capital accumulated value plus an additional exit bonus of 15%, this bonus calculated on the initial capital invested.

The structure and flow of this investment is as follows;

- Investors purchase Preference Shares in the Company;
- The Shares are non-voting, and the shareholders have no right to participate in the Company's management;
- Each shareholders liability generally will be limited to the amount of the shareholders purchase price for shares;
- The Company may re-purchase shares at their accumulated par value on the second anniversary of their issuance;
- A shareholder will have the option, instead of repayment at the end of the two-year term, to exchange some or all of the Shares for a new class of preference shares in furtherance of future Company projects;
- For UK investors, the company will make available a non-US feeder entity to make this investment in US real estate more tax-efficient. This non-US feeder entity will invest in the Company on behalf of each non-US investor.
- Investment Security: A first priority mortgage on development sites, a collateral interest in the development equity, typically 25%; a collateral assignment of developer assets & bank accounts – current value \$19,00,000
- An independent Investment Administrator, Maples Fund Services, is appointed to oversee the above process and thus ensure the interests of Shareholders is maintained at all times;

Funds are administered by Maples Fund Services. The land has full planning permission for the build and the company and its investors have a first charge on this unencumbered asset. As a further layer



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of protection for investors an assignment of SW land & Development LLC is pledging almost all of its assets to secure investors deposits until the investment is repaid.

#### Capital Requirements

- Investment is required to complete pre-development, development and construction activities.
- Investor return of 12% gross per annum compounded for 2 years.
- The Investor will recapture the capital accumulated investment after 2 years plus a 15% bonus.

Investor capital is repaid by SW land & Development LLC obtaining funding on or before the end of the two-year term of the shares. This funding may come in the form of a sale of SW land & Development LLC underlying properties, or the refinancing of the Companies loans to SW land & Development LLC. In addition, SW land & Development LLC may sell some or all of its assets to satisfy SW land & Development LLC loans to the Company. The Company would use these funds to pay dividends to the holders of the Shares.

**Client suitability:** Investors should be adventurous risk, seeking to achieve fixed returns generated from this US property investment. Specific Risks with this type of offshore unregulated investment scheme (UIS) are detailed in the appendix and include but are not limited to changes in government policy concerning foreign investment within the United States and changes to tax law or interpretation. In addition, as this is a USD (United States Dollar) investment, a currency risk is apparent and investors may achieve reduced returns when converted back to sterling. Investors should be able to commit money to this investment for a minimum of two years, or more if necessary.

This investment is non FCA regulated and has no recourse to the Financial Services Compensation Scheme. Individual investors should consider carefully whether this investment is suitable for them in light of personal circumstances and financial resources available to them.

This is a property type investment and as such the risks associated with property investment must be considered. Full details in the Information Memorandum provided to all member trustees.

#### Balanced risk strategy – Stagg Holdings Ltd

Investment Type	Invested Amount	Minimum Investment Term	Annual Returns	Frequency of Returns	Early Exit Terms	Early Exit Penalties	Capital Returned at Maturity
Purchase of Class "C" Preference shares	£150,000	60 Months	Up to 7% Per Annum	Every 6 Months	No Early Repayment charges	0	100%



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An investment through the purchase of class "E" preference shares issued by Stag Holdings Ltd, a company incorporated on the 1<sup>st</sup> March 2017 in England & Wales, Company Number 10644814 ("The Company") and provides the investor 'Carlton James Retirement Fund' ("The Scheme") with fixed six monthly returns. The fixed returns provide the "Scheme" with contracted cash returns of up to 3.5% per six months over a term of 5 years, which can be extended, subject to legal conditions. At the term end "the Company" will reimburse the investors shares ("The Scheme") for their original value.

The structure and flow of this investment is as follows;

- "The Scheme" secures £150,000 Class "E" preference shares, at a value of £1 Per share in Stag Holdings Limited ("the Company");
- "The Company" then utilises the capital raised to Construction projects;
- And in addition the Company affects a security interest in the Managed projects;
- Payments to "The Scheme" will be made six monthly in arrears;
- An independent Trustee, Workplace Pension Trustees Ltd, is appointed to oversee the above process and thus ensure the interests of Shareholders is maintained at all times;

#### Capital Requirements

- Investment is required to complete software pre-development, development and design activities.
- "The Scheme" returns of up to 7% gross per annum for 3 years paid on the six month anniversary of the investment.
- The Investor will recapture the original investment after 5 years, which can be further extended, subject to legal conditions and agreements.
- For the five year exit a Permanent Loan or sale will be negotiated to take out "The Scheme" monies in the fifth year after the investment has been made – this can be repaid earlier as the preference "E" class shares have no early repayment charges.
- "The Scheme" capital is repaid in year 5 by means of commercial refinance or sale of the completed development.

**Client suitability:** Investors should be of balanced risk, seeking to achieve annual returns generated from this share purchase. Specific Risks with this type of preference share purchase must be noted. "The Scheme" should be able to commit money to these investments for a minimum of five years, or more if necessary. Individual investors should consider carefully whether this investment is suitable for them in light of personal circumstances and financial resources available to them.

This is a share purchase investment and as such the risks associated with registering the Purchase of Class "E" preference shares must be considered. Full details of this offer are detailed in the Term Sheet, subscription agreement & supporting documents provided to all member trustees.



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## **Reviews**

### ***Requirements in Retirement***

It is important that we review your pension provision on a regular basis as your current level of funding may prove insufficient to meet your required income requirements in retirement. You should also remember that if you elect to take part of your pension fund as a tax free cash payment, this will reduce the income you receive from the residual pension fund.

### ***Nomination of Beneficiary***

I would recommend that you complete a Nomination of Beneficiary Form. This will ensure the proceeds of your pension, subject to the trustee's discretion, are paid to your chosen beneficiary on your death.

For further information regarding the level of contributions that can be made to, how benefits can be taken from, and the taxation of pension arrangements I refer you to the Technical Notes in the appendix of this report. A summary of the risk warnings associated with my suitability review can also be found in the appendix of this report.

## **Important Information**

### **Cost of Services**

There are various ways I can be remunerated for my advice and the provision of my services. A summary of the options can be found in our Tariff of Charges document, Services and Costs Disclosure Document (SCDD) or Combined Initial Disclosure Document (CIDD) provided.

A detailed summary of all the charges associated with the advice provided in this report can be found below:



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## Charges Summary

Small Self Administered Scheme Charges for the Carlton James Retirement Fund.

Entry Charges			Ongoing Annual Charges			Exit Charges
Adviser Charge	Adviser Charge Paid By	Provider Charge	Provider Fund Charge	Adviser Charge	Adviser Charge Paid By	Member Exit Charge
2% of fund	SSAS Cash Account	0%	£0	0.5% of fund	SSAS Cash Account	£750

**Entry Charges:** One off charges taken before or on investment.

- **Adviser Charge:** A fee paid to the adviser for advice and services.
- **Adviser Charge: Paid By Cash Account:** The Adviser Charge will be paid from the cash account within your investment.
- **Provider Charge:** Fees agreed with the Pension Practitioner (The SSAS Scheme Provider and Administrator) in relation to Scheme set up, year 1 annual administration charge and member funds transfer in charges.
- **Provider Charge: Paid By Cash Account:** The Provider Charge will be paid from the cash account within your investment.

**Ongoing Charges:** Regular charges, typically taken over a year.

- **Adviser Charge:** A fee paid to the adviser for ongoing advice and services.
- **Adviser Charge: Paid By Cash Account:** The Adviser Charge will be paid from the cash account within your investment.
- **Provider Charge:** A fee paid to the Provider for ongoing services.
- **Provider Charge: Paid By Cash Account:** The provider Charge will be paid from the cash account within your investment.

**Exit Charges:** One off fees taken on termination.

- **Exit Charge:** Applicable under the plan following early surrender, encashment or transfer.

## Cancellation Notice

Once your plan or contract is set up you have a legal right to cancel it (excluding mortgages unless concluded at a distance). A 'Cancellation Notice' will be sent to you detailing how to cancel should you change your mind. You normally have 30 days (which may reduce to 14 days for ISA and Unit



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Trust investments and may increase to 60 days for annuities) in which to cancel. The amount you get back will be reduced by any market loss incurred between making your initial investment and up until your investment is sold. Any contract arranged at your explicit consent (normally referred to as "execution only") does not provide you with cancellation rights.

### **Our Service Proposition**

My company offers a number of service propositions which govern the type of service and the regularity of contact and reviews you will experience as well as any on-going costs you can expect to incur. Full details of these propositions have already been discussed and provided. I confirm that you have elected for the following service:

- A focused and limited suitability review service undertaken as the appointed pension consultant to the Trustees.

### **Financial Services Compensation Scheme ('FSCS')**

The FSCS was set up under the Financial Services and Markets Act 2000 and exists to protect clients of FCA authorised firms and covers deposits, insurance and investments. The scheme can pay compensation to clients who have lost money as a result of their dealings with FCA authorised firms that are unable to pay claims against them, usually because they are insolvent or have stopped trading.

The limit of protection varies between different types of products. For life assurance and non-compulsory insurance (e.g. home and general) the compensation level is 90% of the claim with no upper limit. For investments and mortgages the limit is £50,000 per person per firm. The maximum level of compensation on deposit based accounts reduced to £75,000 per person per firm from 1<sup>st</sup> January 2016.



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## Confirmation

I have fully reviewed the Carlton James Retirement Fund and I hope you agree that the contents of this report correspond to your current needs and future requirements. If you have any queries concerning the content of this report, or should you feel the suitability review report information is in any way an inaccurate reflection of your circumstances and future objectives please contact me immediately.

Report written by


Timus Little BA Cemap Dip

IFA Consultant

Signature  Date 22/03/2017

We the undersigned have received this report. We acknowledge this is a fair reflection of our conversation and confirm we have received all supporting literature including fund fact sheets and Information Memorandums.

Accepted by Carlton James Retirement Fund Trustee: Nigel Scott

Signature  Date 22/03/2017 Name: Nigel Stuart Scott



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# APPENDIX



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### **Risk Warnings – Small Self Administered Scheme (SSAS)**

In addition to the risks shown below, I recommend you read carefully the section entitled “risk factors” in the Key Features Document provided which highlights any possible disadvantages of affecting this plan.

- For a full explanation of the charges and how they affect your plan, please refer to the personalised illustration Key Features Documentation, Information Memorandums and Fund Fact Sheets supplied by the product provider.
- The figures on any quotations provided are for illustration purposes only and are not guaranteed.
- The cost effectiveness of your SSAS may depend on a number of factors:
  - The size of your SSAS in relation to the initial and ongoing costs.
  - The type of investments held.
  - The frequency with which you deal.
  - The size of transaction you undertake.
- The value of the investment is determined by the value of the investment, the price of which can fall as well as rise. What you get back is not guaranteed. It will depend on investment performance and the cost of converting your pension fund into an income for life.
- If you have a smaller fund or deal excessively, the value of your SSAS may be eroded and the costs may be disproportionate to the value of your SSAS.
- The recommendations are based on current taxation, law and practice and the current legal and administrative framework and are based on my current interpretation and understanding of those, all of which may be subject to change.
- Past performance is no guarantee of future returns.
- When you retire, your pension may be lower than illustrated if:
  - You stop or reduce your contributions.
  - Investment performance is lower than illustrated.
  - The cost of converting your pension fund into an income for life is more than illustrated.
  - You start taking your pension earlier than your chosen pension age.
  - Tax rules change.
  - Charges increase above those stated.
- It is important to periodically review the value of your investments against expectations - particularly as you approach your chosen retirement age when it is advisable to transfer some or your entire fund to a more stable investment environment.
- Where a property fund has been recommended the value of the fund is based on the valuer's opinion rather than fact. You should be aware property and land can be difficult to sell – so you may not be able to cash-in this investment when you want to. In extreme market conditions the fund manager may have to delay acting on your instructions to sell your investment.
- Where a fund invests in overseas markets, changes in currency exchange rates mean that the value of the investment can go up or down.



## Technical Notes – Pensions

A current summary of the main pension's legislation effective from 6th April 2015 can be found within these technical notes.

**Budget 2015** - On 6 April 2015, "the most radical changes to pensions for almost a century" took effect. The changes were first announced in the March 2014 Budget. Here we give the basic facts and explain how they might affect you. We also explain changes announced in the July 2015 Budget.

- **CHANGE 1: FLEXIBLE ACCESS TO PENSIONS FROM AGE 55**

What has changed: Most pension investors aged at least 55 now have total freedom over how they take an income or a lump sum from their pension. They can choose to:

- (a) Take the whole fund as cash in one go – 25% tax free and the rest taxed as income;
- (b) Take smaller lump sums, as and when they like with 25% of each withdrawal tax free and the rest taxed as income;
- (c) Take up to 25% tax free and a regular taxable income from the rest (via drawdown – where they draw directly from the pension fund, which remains invested – or via an annuity – where they receive a secure income for life).

Any withdrawals in excess of the tax-free amount will be taxed as income at your marginal rate. So, if you are a basic-rate (20%) taxpayer, any income you draw from your pension will be added to any other income you receive (e.g. your salary) and this could push you into the higher (40%) or even top-rate (45%) income tax bracket.

It should also be possible to take the tax-free cash straightaway and the taxable income via drawdown at a later date.

**Who is affected:** Anybody with a defined contribution pension – e.g. Small Self Administered Schemes (SSAS), individual or group personal or stakeholder pensions, Self Invested Personal Pensions (SIPPs), some Additional Voluntary Contribution (AVC) schemes, etc. – could benefit. Investors aged 55 or over should be able to take advantage of the increased flexibility now.

## CHANGE 2: NEW RESTRICTIONS ON HOW MUCH YOU CAN CONTRIBUTE TO PRIVATE PENSIONS AFTER YOU MAKE WITHDRAWALS

What has changed: Pension contributions are subject to a £40,000 allowance for most people and specific contribution rules. A new £10,000 allowance has been introduced for people who have flexibly accessed a pension.



When you flexibly access benefits you must, within 91 days, inform any of your pension providers to which contributions are subsequently paid, or face a £300 fine. The pension provider with whom you flexibly access benefits should usually inform you if this applies.

**Who is affected:** Anybody who has flexibly accessed a pension since 6 April 2015 might be affected. Flexibly accessing a pension includes:

- Taking an uncrystallised funds pension lump sum (UFPLS) or a standalone lump sum;
- Having flexible drawdown before 6 April 2015 (previously you were unable to make contributions, but now you can);
- Taking an income payment from drawdown set up or converted to flexible drawdown after 5 April 2015;
- Exceeding income limits from drawdown set up before 6 April 2015;
- Taking an income payment from a scheme pension with 12 or fewer members or from a flexible annuity;

Flexibly accessing a pension does not include:

- Taking tax-free cash and no income;
- Taking a pension as a small pot due to it being worth less than £10,000;
- Taking income from capped drawdown set up before 6 April 2015 which remains within capped drawdown limits;
- Taking a pension as an annuity or scheme pension other than as described above.

This £10,000 limit applies to contributions you and your employer make to money purchase pensions (e.g. personal pensions). It does not apply to any defined benefit pension (e.g. final salary) you are building up.

#### CHANGE 3: 55% PENSION 'DEATH TAX' ABOLISHED

What has changed: Previously, it was normally only possible to pass a pension on as a tax-free lump sum if you died before age 75 and you had not taken any tax-free cash or income. Otherwise, any lump sum paid from the fund was subject to a 55% tax charge.

This tax charge was abolished on 6 April 2015. The tax treatment of any defined contribution pension you pass on, which you do not use to purchase a lifetime annuity or scheme pension, will depend on your age when you die. If you die before age 75, your beneficiaries can usually take the whole pension fund as a tax-free lump sum or draw an income from it, also free of UK income tax, either by choosing to buy an annuity or by using drawdown.

If you die after age 75, your beneficiaries have three options;

- (a) Take the whole fund as cash in one go: the pension fund will be subject to 45% tax. However, in the July 2015 Budget it was confirmed this will be taxed as your beneficiary's or beneficiaries' income for payments made after 5 April 2016.



- (b) Take a regular income through an annuity or drawdown: the payments will be taxed as your beneficiary's or beneficiaries' income.
- (c) Take periodical lump sums through drawdown: the lump-sum payments will be taxed as your beneficiary's or beneficiaries' income.

**Who is affected:** Anybody who has a defined contribution pension – e.g. Small Self Administered Schemes, individual or group personal or stakeholder pensions, Self Invested Personal Pensions, Additional Voluntary Contribution schemes, etc. is affected. See change 4 for details of how the tax cut works for annuities.

#### CHANGE 4: DEATH AFTER BUYING AN ANNUITY – TAX CUT

**What has changed:** If you buy an annuity, you can choose for the income to be paid to your spouse or partner after you die (a joint-life annuity). You can also choose a guarantee period or value protection – for example, if you buy a 10 year guarantee and die after 2 years, the annuity will be paid for another 8 years to your spouse, partner or beneficiaries.

These payments used to be subject to tax. They are now free of UK income tax if you die before age 75 and the annuity you have is a lifetime annuity (death benefits paid from a scheme pension as value protection, a joint-life annuity or as a continuing guarantee period are not tax free. For further details check with your scheme pension provider to see what the implications of the new rules are).

A joint-life or dependant's annuity can be paid to anyone after you die, subject to any restrictions of your annuity provider. On their subsequent death any value protection or remaining guarantee period can be paid to anyone.

**Who is affected:** Anybody with a lifetime annuity with joint life, value protection or guarantee period who died on or after 3 December 2014 before turning 75. The first income payment to your partner, spouse or beneficiaries must have been made after 5 April 2015, otherwise it will be taxable.

#### CHANGE 5: ACCESS TO IMPARTIAL GUIDANCE

**What has changed:** Everyone can now access free guidance to help them make sense of their options at retirement. This service is called Pension Wise and provided by Citizens Advice Bureau and the Pensions Advisory Service. There is no charge and your pension provider is required to tell you about this impartial guidance.

**Who is affected:** Anybody taking retirement benefits.

**Who is affected:** Anybody with a defined benefit pension, wishing to take advantage of the increased flexibility. It is no longer possible to transfer from most public sector pension schemes. Check with your pension scheme if unsure.



#### CHANGE 7: RETIREMENT AGES TO INCREASE

**What is changing:** The government has stated that it intends to increase the earliest age at which you can normally draw your pension, currently 55, to 57 from 2028 (and then increase it in line with the rise in the State Pension age). This will not apply to Public Sector Pension Schemes for Firefighters, Police and Armed Forces.

**CHANGE 8: CONTRIBUTION ALLOWANCE INCREASE FOR 2015/16** What has changed: A £40,000 annual allowance usually applies to total pension contributions in a tax year. A new £40,000 allowance has effectively been introduced for contributions made from 9 July 2015 to 5 April 2016.

**Who is affected:** Investors who made contributions between 6 April 2015 and 8 July 2015 may now be able to invest more this tax year than they originally anticipated.

#### CHANGE 9: CONTRIBUTION RESTRICTIONS FOR HIGH EARNERS FROM 2016/17

**What is changing:** The July 2015 Budget included plans to limit how much high earners can pay into a pension without facing a tax charge. If the change goes ahead, it will apply to contributions made from 6 April 2016. The £40,000 annual allowance for pension contributions will be tapered down to as little as £10,000.

**Who is affected:** Anyone with taxable income more than £150,000 in 2016/17 is likely to be affected, although those with lower incomes could also be caught. The government has also announced a review into all pension tax benefits which could lead to more fundamental changes.

#### WHAT HAPPENS IF YOU HAVE RETIRED ALREADY?

If you are receiving an annuity income from all your pensions, you could only be affected if you have a lifetime annuity with joint life, value protection or guarantee period (see change 4).

If you are in drawdown you should be able to benefit from the new rules.

#### State Pension Age

Historically the State Pension Age has been 60 for women and 65 for men. Between 2010 and 2018, the State Pension Age for women will increase to 65 to ensure equality. The State pension age is planned to further increase to age 66 by 2020 for both men and women. As a result of increasing life expectancy, the Chancellor announced in his 2011 Autumn Statement a further increase to age 67 between 2026 and 2028 and further increases were implied in his 2013 Autumn Statement to age 68 by the mid 2030's and age 69 by the late 2040's.



### The Lifetime Allowance

The lifetime allowance is the limit on the total amount of pension benefits you can draw from before tax penalties are applied. Excess benefits are subject to a recovery (tax) charge on the balance over the lifetime allowance. The charge is 25% or 55% depending upon whether the excess benefits are taken as an income or a lump sum.

- The lifetime allowance is currently £1 million.
- Pensions in payment before A Day will be multiplied by a factor of 25:1 to determine the notional fund value against the allowance.
- Enhanced Protection, Primary Protection, Fixed Protection or Individual Protection may have ring fenced benefits from the lifetime allowance.

### Pension Protection

*Primary Protection* - available from 6 April 2006 and gave individuals who had already built up substantial pension savings a personalised lifetime allowance based on the value of their savings as at 6th April 2006. For example, if an individual's savings were 50% above the lifetime allowance, primary protection offered individuals a personal LTA of 150% of the prevailing lifetime allowance.

*Enhanced Protection* - available from 6 April 2006 and meant that individuals who retained it were not subject to the LTA charge, regardless of the value of their pension savings at A-Day. A condition of Enhanced Protection was that no further pension savings could be earned post 6 April 2006.

*Fixed Protection 2012* – On 6 April 2012, a further protection was introduced known as Fixed Protection 2012 (FP12) to coincide with the reduction in the lifetime allowance to £1.5 million. Those with FP12 retained the previous lifetime allowance of £1.8 million, but no further accrual of pension was permissible after 6 April 2012, otherwise FP12 would be lost and the standard lifetime allowance would then apply.

*Fixed Protection 2014* - From 6 April 2014 Fixed Protection 2014 (FP2014) is to be introduced to reflect the reduction in the LTA from £1.5 million to £1.25 million. It will operate in a similar way to FP12, but individuals with FP14 will retain an LTA of £1.5 million from April 2014. Applications for FP14 must be made by 6 April 2014.

*Individual Protection 2014* - With effect from 6 April 2014 Individual Protection 2014 (IP14) becomes available to any individual whose pension savings exceed £1.25 million as at 6 April 2014, and will provide a personalised lifetime allowance up to a maximum of £1.5 million. Those with IP14 will be able to continue accruing pension after April 2014, but any excess over the personalised Lifetime allowance will be subject to the lifetime allowance charge. Individuals can hold IP14 and either FP12 or FP14. In such cases, fixed protection will take precedence and individuals will revert to IP14 should fixed protection be lost. Individuals who already hold Enhanced Protection will be able to apply for IP14 but holders of Primary Protection won't. Protection will apply until such time as the standard lifetime allowance increases to the same level.



**2016 Protection** - It is expected people will be able to apply for protection from the lifetime allowance fall to £1 million in 2016. If you are interested, let us know and we will send you updates when details are announced.

If you have opted for any form of the above "protection" it is important that you inform me of this fact, as this could affect my advice concerning your pension planning.

#### Contributions

- There is no difference between different types of pension schemes. It is possible to contribute to both a personal pension and a company pension at the same time.
- Individual contributions are unlimited. However there is a limit on the amount of gross contributions that an individual can pay each tax year and receive full tax relief upon. This is restricted to the higher of £3,600 or 100% of salary – subject to the annual allowance.

The annual allowance for the 2015/16 tax year is £40,000. It is possible to offset one-off spikes in contributions in excess of the annual allowance against unused allowances from the previous three years.

- Contributions or accruals in excess of the annual allowance are subject to a tax charge at the member's marginal rate of tax relief. This applies to contributions made by the employee or employer.
- Employer contributions count towards the annual allowance. Also, it is up to the Employer's local inspector of Taxes whether or not the entire contribution will be relievable for tax purposes. The HMRC website suggests that a pension contribution when considered as being "wholly and exclusively for the purposes of trade" will qualify for tax relief. Only where there is a clear non-trade purpose may tax relief be restricted or not allowed. Even where tax relief is granted large employer contributions could have the tax relief spread over a number of accounting periods.
- In measuring "defined benefit schemes" against the limit, any annual increase in the pension benefit is multiplied by 16 to convert it to its contribution equivalent.
- No tax relief will be granted on contributions paid after age 75.

#### Retirement Ages

- From 6th April 2010, the earliest retirement age rose from 50 to 55.
- It is still possible to take benefits exceptionally early on the grounds of permanent ill health.
- It is possible, if scheme rules allow, to take benefits and continue to accrue benefits while in the same scheme before or beyond scheme pension age.
- Compulsory annuitisation by age 75 has been scrapped.



### Retirement Benefits

- From 6th April 2011 the effective requirement for members of registered pension schemes to secure an income, usually by purchasing an annuity with their pension fund, by age 75 has been removed. It is now possible to draw retirement benefits (income and lump sum) after your 75th birthday.
- Effective from 27th March 2014, the maximum Capped Drawdown GAD limit increases from 120% to 150% of the prevailing annuity rate which can be withdrawn in any given policy year.
- Effective from 6<sup>th</sup> April 2015, Flexible Drawdown no longer requires a minimum secured pension income to take income without limit from their pension fund.
- Effective from 27th March 2014, the whole of an individual's pension fund can be taken as cash (25% of which will be tax free) under the triviality rules provided their entire pension fund is not more than £30,000. The individual has to be at least 60 years old.
- From 6 April 2012, individuals attaining age 60 can exchange 'personal pension' benefits for cash under 'small pot' rules even if the main rules above have not been met. This is conditional on the payment not exceeding £10,000 with effect from 27th March 2014 (formerly £2,000), it extinguishes all rights of the individual under the arrangement and not more than three lump sum payments have previously been received under a similar scheme.

### Tax-Free Lump Sums

- It has been possible to take a tax free cash (Pension Commencement Lump Sum) payment of 25% of the fund value from any pension since A Day.
- It is possible for an individual to protect any entitlement to a Pension Commencement Lump Sum payment in excess of 25% accrued prior to A Day. However detailed records have to be held and the protection can be lost on transfer.
- HMRC have established a fiddly anti-avoidance rule for the "recycling" of Pension Commencement Lump Sum payments. Significant contribution increases over 30% of the lump sum, where a Pension Commencement Lump Sum payment taken in the previous twelve months exceeds 1% of the lifetime allowance will be scrutinised.

### Death Benefits

- On death before age 75, there will be no death benefit tax charge on an uncrystallised pension fund, assuming the total value of the pension benefits are within the lifetime allowance.
- Death on or after your 75th birthday will result in a tax charge of 55% on all uncrystallised pension benefits if taken as a lump sum.
- The same 55% tax charge on death will also apply to any crystallised pension benefits, regardless of age.



### Investments

- There is a single set of investment rules which, subject to DWP (Department of Works and Pensions) requirements, apply to all registered pension schemes.
- Any personal use of an asset other than on commercial terms will give rise to an income tax assessment, like a benefit-in-kind.
- There is no ban on transactions between connected persons.
- Small business owners and professional partnerships can transfer their own business premises and company shares into their pension pots.
- Scheme borrowing is limited to 50% of scheme assets.

### Auto-Enrolment

The Pensions Act 2008 established new duties on employers to help more people save for their retirement. All employers are required by law to automatically enrol certain members of their workforce into a pension scheme and make a contribution towards it. These duties took effect for the largest employers from October 2012 with all other sized employers being phased in until October 2018.

The government has set a minimum percentage that has to be contributed in total which will be based on a band of your gross annual earnings and will include your contribution, your employer's contribution and the tax relief added together. This minimum increases gradually between 2012 and

October 2018 at which point the total contribution will be no less than 8% (of which at least 3% will be paid by the employer).

Where employers already provide a pension scheme for their workers, it will need to be checked if it is a qualifying scheme i.e. it meets a number of conditions based on the level of contributions paid or the benefits that members receive. If it doesn't qualify at the moment, employers may be able to change the scheme rules or amend the terms of the policy so that they will be able to use it.

### National Employment Savings Trust (NEST)

Nest is a brand new workplace pension scheme designed to make it easy for employers to meet their new workplace pension duties in respect of auto-enrolment. It is open to employers of any size and it is a simple and low-cost pension scheme designed to give its members an easy way of building up a retirement pot. The self-employed are also eligible.

Nest collects an annual management charge (AMC) of 0.3% of a member's total fund each year and members will also pay a charge of 1.8% on any new contributions they make. Nest anticipates removing this charge once the costs of setting up the scheme are met.

This fact sheet is based on our understanding of current and proposed legislation as at 1 April 2015, which is subject to change. It is a brief summary that cannot cover every nuance. Any tax benefits or charges will depend on your circumstances. If you are at all unsure you should seek advice.



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## Notes on Financial Products

### Small Self Administered Scheme (SSAS)

A Small Self Administered Scheme (SSAS) is a special type of personal pension which allows you to have a greater involvement in the running of your pension and offers a much wider choice of where to invest your pension savings.

Individual contributions are unlimited. However there is a limit on the amount of gross contributions that an individual can pay each tax year and receive full tax relief upon. This is restricted to the higher of £3,600 or 100% of salary, subject to an annual allowance of £40,000 for the current tax year. It is possible to offset one-off spikes in contributions in excess of the annual allowance against unused allowances from the previous three years. Employer contributions count towards the annual allowance. Also, it is up to the Employer's local inspector of Taxes whether or not the entire contribution will be relievable for tax purposes. Individuals are subject to a tax charge on the amount of any contribution (both individual and employer) paid in excess of the annual allowance each year. The tax charge will be at the member's marginal rate of tax. No tax relief will be granted on contributions paid after age 75.

A pension is one of the most tax efficient ways of saving for your retirement. Contributions qualify for tax relief at your highest rate of income tax, subject to the restrictions outlined above. Contributions are paid net of basic rate tax and the pension provider collects the tax relief from the HM Revenue & Customs. This means that for every £80 you contribute, £100 will actually be credited to your plan. Any higher rate tax relief to which you are entitled can be reclaimed through your annual Tax Return. Growth in the value of the pension fund is free from capital gains tax and certain types of dividends paid to the plan are free from income tax.

Benefits can usually be taken from age 55, including while you are still working. At that time you can elect to take 25% of the accumulated fund as a Pension Commencement Lump Sum (tax free cash) payment. The remainder of the fund may be used to purchase an annuity, which can be established on a basis to suit your individual circumstances and objectives at that time. Alternatively you can choose to take the benefits directly from your pension fund via a more flexible retirement plan. The effective requirement to buy an annuity by age 75 was removed from 6th April 2011.

On death before age 75, there will be no death benefit tax charge on either a crystallised or uncrystallised pension fund, assuming the total value of the pension benefits are within the lifetime allowance. Death on, or after your 75th birthday If you die after age 75, your beneficiaries have three options;

- (a) Take the whole fund as cash in one go: the pension fund will be subject to 45% tax. However, in the July 2015 Budget it was confirmed this will be taxed as your beneficiary's or beneficiaries' income for payments made after 5 April 2016.



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- (b) Take a regular income through an annuity or drawdown: the payments will be taxed as your beneficiary's or beneficiaries' income.
- (c) Take periodical lump sums through drawdown: the lump-sum payments will be taxed as your beneficiary's or beneficiaries' income.

Under normal circumstances, no inheritance tax liability will arise from pension death benefits unless HMRC believe that an individual has deliberately deferred the crystallisation of their pension benefits to avoid tax charges.

SSAs are allowed to invest in a variety of ways and "connected person transactions" are now allowed provided they occur at "arms-length". The permitted investments include:

- Stocks and shares traded on any recognised stock exchange.
- Futures and options relating to stocks and shares traded on any recognised futures exchange.
- Units in an authorised unit trust.
- Shares in OEICs.
- Unregulated, non standard Investment Schemes
- Policies of insurance linked to unit-linked or investment funds of an insurance company resident in the UK.
- Traded endowment policies transacted with a person regulated by the FCA.
- Cash deposits in any currency.
- A freehold or leasehold interest in commercial property (including land).
- Ground rents, rent charges, ground annuals, feu duties or other annual payments reserved in respect of, or charged on, or issuing out of property except where the property concerned is occupied by a member of the scheme or a person connected with him.
- Individual pension accounts.



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### ***Property Investment via a SSAS***

It is possible to invest directly in commercial property via a SSAS. The following should be considered when undertaking a commercial property purchase via a SSAS:

- The rent accumulates tax free within the scheme and the subsequent disposal of the property is exempt from capital gains tax.
- The lease must be on commercial terms and the administrator of the SSAS is required to take independent advice on the terms of the lease and the rent payable.
- Letting a property to a member's own business can also bring additional risks. If the business fails, the pension scheme may suffer investment losses as well as a reduction in future contributions.
- Investment in a single undertaking or having one investment as a large part of a scheme's assets brings considerable risk.
- Investment in commercial property needs to be treated with particular care. A property's potential marketability must be considered carefully because it will have to be sold before an annuity is secured.
- The problem can become even greater when several members effectively hold the property within their fund as often happens in a partnership.

A SSAS may only borrow towards the purchase of a freehold or leasehold interest in commercial property to be held as an investment of the scheme. The amount borrowed must not exceed 50% of the value of the individual pension assets.

**Budget 2015** – Please refer to the Technical Notes – Pensions section for further details on the governments announced pension flexibility reforms applied on 6th April 2015.



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## Appendix – Technical Information on Unregulated Investment Schemes

Many Unregulated Investment Schemes (UIS) are sold to investors in the UK. Regulated CIS are those that are authorised by the Financial Conduct Authority (FCA) or are non-UK CIS that the FCA recognise. FCA recognition enables overseas CIS to be marketed to the general public in the UK and the FCA will only recognise an overseas scheme if certain specified criteria are met. If the FCA do not authorise or recognise a CIS in this way, it is classed as an Unregulated Investment Scheme (UIS). A UIS may be established, operated and/or managed in the UK or in a jurisdiction outside the UK.

UIS are described as unregulated because they are not subject to the same restrictions as a regulated CIS (e.g. in terms of their investment powers and how they are operated). Although the schemes themselves are not authorised or recognised, persons carrying on regulated activities in the UK in relation to UIS (including providing personal recommendations, arranging deals and establishing, operating and managing schemes) will be subject to FCA regulation.

All investments are subject to tax of some kind. Generally speaking, if the investment pays out regularly, the returns are taxed as income and investors are liable to income tax at their highest marginal rate. Alternatively, if the investment objectives are to generate a lump sum at the end of the investment term, or capital growth, then the gains enjoyed are subject to Capital Gains Tax.

However, it is not always as simple as this and the tax treatment of individual investments can vary from the general rules. Additionally, liability to tax will often depend on an investor's personal circumstances.

UIS investments cannot be held within an ISA because they are not regulated by the FCA.