

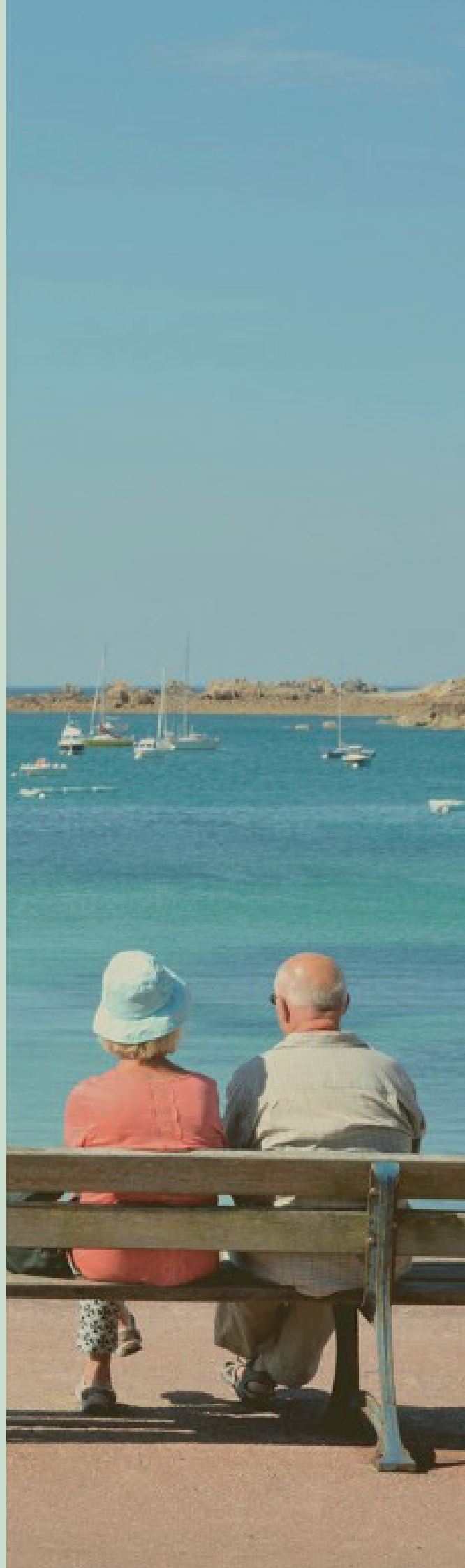


Our Proposition

Pension Advice and Pension Transfer Specialists

We specialise in pension transfer advice on defined benefit and final salary pensions.

We will work on your behalf to establish the best value for you, at the best time and in the best shape possible.



Contents

Our Proposition	3
Pre-Advice	5
Abridged Advice	6
Full Legal and Regulatory Advice	7
Advice Outcomes	9
Evidence-based Investing	10
Our Services and Charges	12
Meet the Team	20
References	21
Appendix	22

Our proposition

"Everyone should have a retirement plan. A plan of your financial future, in your retirement, with no worries and no regrets."

What we do

The 'Expert' Companies are a global operation with offices in the UK and Australia. We are a specialist provider of cross-border financial solutions. Our unique ability to integrate an unparalleled range of financial services, with licenced UK and Australian advisers, allows us to meet our clients' varied needs both locally and in Australia.

What it means to you

- We'll help you make informed decisions about your future by accessing free education before advice.
- Be able to choose safe, low-cost and easy access into Regulated Abridged Advice if required.
- Receive expert, regulated and legal advice from a qualified and experienced UK Pension Transfer Specialist in conjunction with a regulated adviser and specialist tax advisers in Australia.

- Expect Investment advice based on the principles of evidence-based investment performance.
- Transparent Fees that you understand.

“Planning is important, but the most important part of every plan is to plan on the plan not going according to plan”

– Morgan Housel

Pre-Advice

Making an informed decision

We have spent a combined 200 years of studying and practising Financial Planning. We know the value of education before advice and we want to share that with you.

To help you to decide if you need regulated pension transfer specialist advice, we give you access to an educational triage course – this is before engaging in our services.

Our triage course has been designed to educate you about the benefits & risks associated to financial advice. It includes a series of short videos followed by quiz to test your understanding.

After completing our triage course, you'll speak with a member of our team who will explain our processes and fees. If you're happy and wish to proceed, you'll be asked to electronically sign a copy of our 'Terms of Business' and 'Client Fee Agreement'.

Taking regulated Financial Advice is a big decision and it's important that you are informed and understand your options, before choosing advice.

"The ability to do what you want, when you want, for as long as you want, has an infinite value"

– Morgan Housel

Abridged Advice

Understanding your circumstances & options

Before we can begin looking at your options, we need to gather some information about your current circumstances.

We will start collecting some data from you. A risk assessment must be completed, and we will gather information about your existing Pension Scheme.

You will speak directly with one of our financial advisers, who will discuss your retirement plans and objectives.

We will carry out an assessment of your risk appetite, and at the same time, challenge your understanding of all risks. A critical evaluation will be made. We will look at your current retirement options and compare them with your future plans. At the end of the 'Abridged Advice' process, our financial adviser will make a decision – based on what we have learned so far. Our advice will either be:

- To remain within your current pension scheme.
- Advice on the suitability to transfer is 'Unclear' – You can decide to exit the process or continue ahead with Full Regulated Advice.

Full Legal and Regulatory Advice

Subject to your approval of our Terms of Business and Client fee agreement, you will have a series of meetings with one of our financial advisers.

We will cover a range of topics, including:

- Understand who you are – we will do an in-depth analysis of your personal and specific circumstances and objectives.
- Transfer Value comparison.
- Appropriate pension transfer analysis and critical evaluation of options between defined benefit pension and flexible option.
- Full cashflow modelling, sustainability modelling and stress testing your retirement plans.
- Discussion and evaluation of pension taxation, lifetime allowance and money purchase annual allowance.
- Discussion on Death benefit options, IHT and legacy.
- Discussion and comparative research of investment options, investment portfolios and workplace pension options.
- Comparison of protections from PPF, FSCS, FCA and FOS.
- Australian tax advice.
- Investment and ongoing advice from your Australian adviser if required.

After discussions with our adviser have finished and we have collected all information necessary – we will make a decision (which is checked by an independent compliance expert).

Our advice will either be:

- The pension transfer is **unsuitable**:

We will provide you with a Final Advice Report. Our full legal and regulatory advice is confirmed within the Final Advice Report.

- The pension transfer is **suitable**:

We will confirm our Investment recommendations and provide you with a Final Advice Report. Our full legal and regulatory advice is confirmed within the Final Advice Report.

We will implement our advice by managing the transfer process, liaising with trustees and providers.

An annual health check is included for the first three years after implementation.

Our fee will be the exact same, regardless of the outcome of the advice.

“Long term planning is hard because people’s goals and desires change over time.”

– Morgan Housel

Advice outcomes

May – September 2020

It is important to highlight that not every client who contacts us is advised to transfer to an alternative pension.

The following table shows that 26% of clients who contacted us between May and September were advised to transfer.

Every client has different circumstances and not all of those are suitable for a pension transfer. If you have any questions or concerns, please **contact a member of our team**.

Stage of process	%
New enquiry	100%
Triage course (Pre advice)	66%
Advice	31%
Advised to transfer to an alternative pension	26%

Our regulator is the Financial Conduct Authority. Their very clear position is that – “For most consumers, they are best advised to stay in their DB scheme...” That is our starting assumption.

Evidence-based Investing

By approaching investing in the right way, research by Vanguard Evidence-based Investing has suggested that financial advisers can add value to clients by ensuring:

Asset allocation is appropriate for each client

Value is significant but too unique to quantify, based on each investor's time horizon, risk tolerance, and financial goals.

Cost-effective implementation by moving to low-cost funds.

Rebalancing

Ensuring that risk-adjusting and rebalancing portfolios is done regularly, so that drift does not occur

Behavioural Coaching

Vanguard research and other academic studies have concluded that behavioural coaching may add 1% to 2% in net return. Providing discipline and guidance could be the largest potential value-add of the tools available to advisers.

Asset location

Depending on the investor's asset allocation, breaking down of assets between taxable and tax-advantaged accounts: tax efficiency is important to keep an eye on.

Making withdrawals

Make sure you withdraw monies from the right bucket, at the right time – by understanding how your tax position and the tax rules work best for you.

We can help ensure that you:

1. Select the asset allocation that is most appropriate to meeting your goals and objectives, given your time horizon and your risk tolerance.
2. Implementing the asset allocation using appropriate investments for your specific risk appetite and experience.
3. Limiting deviations from your specific and appropriate portfolio by ensuring rebalancing is part of your plan.
4. We will spend time with you and coach you on making decisions in your best personal interests.
5. Keep you up to date with the tax rules and ensure they work best for you.
6. We are fully independent Financial planners, using whole of market providers. We will provide you with the most suitable advice, which is in your best interests, from the whole of market: unfettered, unbiased and independent financial planning advice.

Our services and charges

Pre Advice	Abridged Advice	Full Advice
<ul style="list-style-type: none"> Designed to educate you about the benefits & risks associated to financial advice. It includes a series of short videos followed by quiz to test your understanding. 	<ul style="list-style-type: none"> Fully regulated Safe and secure Easy access Low cost <p>Please note – Abridged Advice is available to you as an option but you can choose to go straight into Full Advice.</p>	<ul style="list-style-type: none"> A deeper evaluation into your circumstances and options Complex assessments Pension and tax planning Investment advice Implementation of our recommendation Annual health check included for the first three years.
Free of charge	£1,500 fixed fee *	£5,000 min to 2% max *

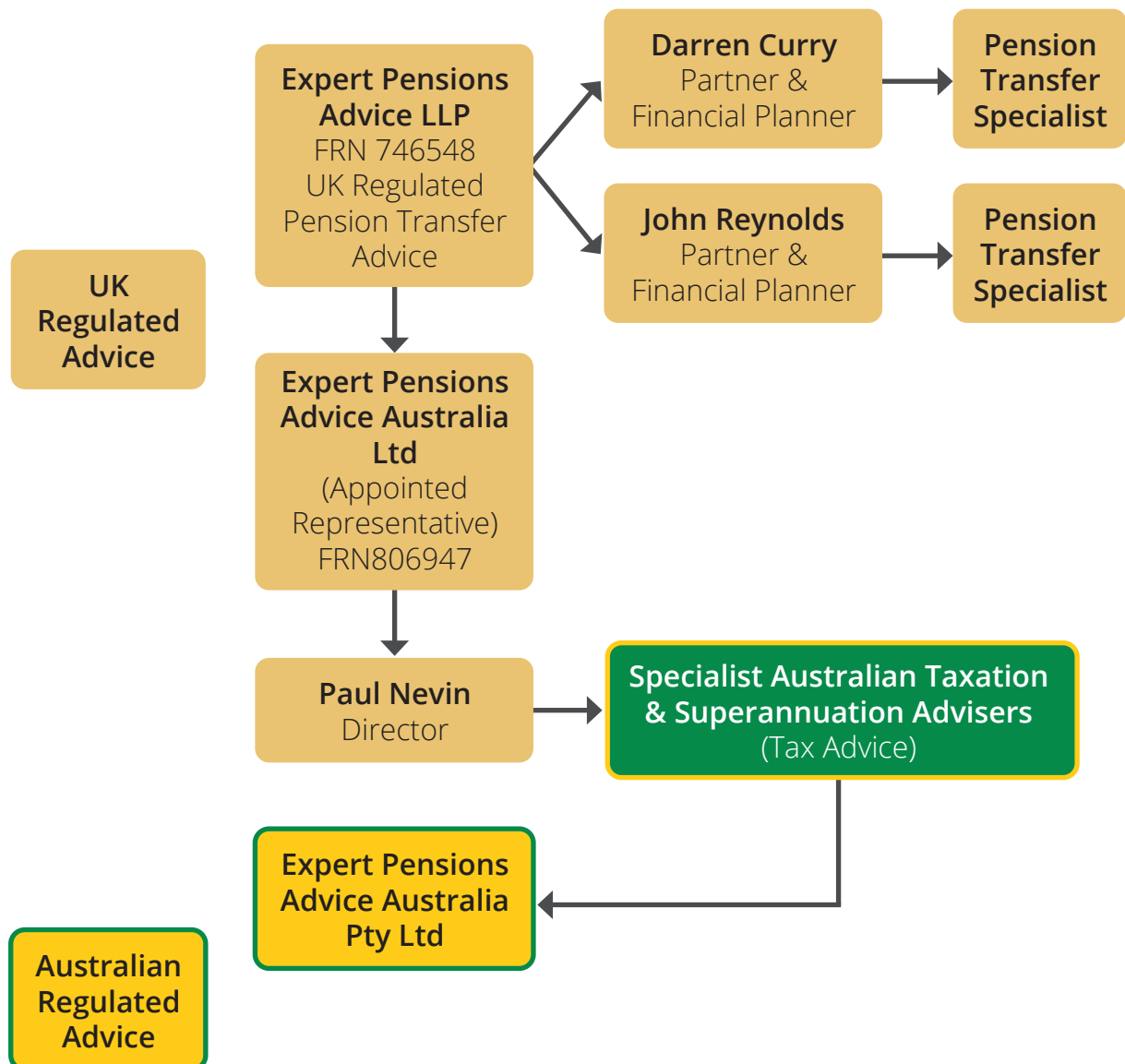
For more information about Services and Charges, please **get in touch with a member of our team**.

* No VAT in 2020/21 tax year.

Our advice will either be that your pension transfer is unsuitable for your best personal interests OR the pension transfer is suitable and meets your best personal interests. The fees charged are exactly the same, regardless of the full advice outcome.

"We should avoid the extreme ends of financial planning."
– Morgan Housel

UK to Australia transfers



Expert Pensions Advice Australia Ltd is a UK regulated advice firm who specialise in advising UK Expatriates on transferring their UK pensions to the Australian Superannuation system.

To provide cross-jurisdictional advice, we work closely with two specialist firms in Australia as a collective unit with a view to transferring UK pensions into the Australian Superannuation system as tax efficiently and cost effectively as possible for clients.

1. Expert Pensions Advice Australia Pty Ltd are a specialist, regulated business in Australia that provide a broad range of in-house financial services such as superannuation, risk management strategies, asset protection, Australian investments and retirement planning.
2. Both the UK regulated and Australian regulated firms work with a renowned firm of Australian Taxation Specialists to assist individuals to transfer their pension accounts from a UK scheme to Australia.
 - ✓ Expert Pensions Advice Australia Ltd provide the UK regulated advice
 - ✓ Expert Pensions Advice Australia Pty Ltd provide the regulated Australian Investment and pension advice (ongoing advice) post transfer
 - ✓ A firm of Australian Taxation Specialists assist individuals to transfer their pension accounts from a UK scheme to Australia as cost effectively and timely as possible

The advice is transacted in 3 stages as follows and normally takes up to 12 months for your pension monies to integrate into the Australian Superannuation system:

Stage 1	Stage 2	Stage 3
UK Regulated Pension transfer advice	Transfer advice from the UK Regulated International SIPP to the SMSF or AESF scheme	Ongoing advice post transfer to Australia
Expert Pensions Advice Australia Ltd	Expert Pensions Advice Australia Pty Ltd in conjunction with a regulated Australian tax consultancy firm	Expert Pensions Advice Australia Pty Ltd post transfer
Regulated Jurisdiction (UK)	Regulated Jurisdiction (Australia)	Regulated Jurisdiction (Australia)

SIPP = Self Invested Personal Pension

SMSF = Self Managed Superannuation Fund

AESF = Australian Expatriate Superannuation Fund

Background

Where a member has benefits in a UK pension account, in order to transfer that benefit to Australia, several things must be in place:

1. The members of the fund must be 55 years of age or older.
2. If the money is to be rolled over, the receiving fund needs to be a Registered Overseas Pension Scheme (ROPS).
3. Any rollover to a fund in Australia needs to take into consideration:
 - a. The taxation implications in Australia.
 - b. The contribution limits in Australia.
 - c. The taxation implications in the UK (this is dependent on 2. above, and whether any amount rolled over is refunded back to the member in Australia).
4. If the money is to be taken a lump-sum (from a UK perspective), the Australian and UK taxation implications need to be considered.

Rollover to Australian ROPS

The benefit of rolling over to an Australian fund is two-fold:

1. The growth that the pension assets have experienced since the member became an Australian resident is taxed at 15% (rather than the individual's marginal tax rate, which could be up to 47%).
2. This growth component does not count towards the concessional or non-concessional contribution limit.

However, the balance in the UK fund that the individual had at the time that they became an Australian resident is assessed towards the non-concessional cap, and therefore the value of this amount needs to be taken into consideration. If it is greater than the cap (which could be between \$0 and \$330,000, depending on the member's circumstances, including their contribution history and their total superannuation balance), then the excess may need to be refunded, or excess non-concessional contributions tax paid.

There are strategies available, taking into consideration the UK and Australian superannuation / pension provisions, as well as the multi-jurisdictional taxation provisions to:

- a. Transfer an individual's entire UK pension scheme accounts to Australia within a 12-month timeframe, regardless of the value.

- b. Transfer an individual's UK pension accounts in excess of their lifetime allowance to Australia without any further adverse implications, aside from the incurrance of the lifetime allowance charge.
- c. Consider a strategy as above, even where the implementation may have been commenced and the funds are in separate accounts in the UK ready for a multiple step / year transfer to Australia.
- d. Utilise a ROPS in Australia that is not an SMSF – there is a publicly available scheme that is on the ROPS registry.

Timing Issues

In the implementation of any strategies above, there are some timing considerations, particularly where the individual has benefits within a defined benefit fund in the UK.

Despite some timing issues, as mentioned above, there is still the ability to transfer the schemes in full to Australia within 12 months.

Bespoke Advice

There are many factors to consider with the transfer of such benefits, particularly the tax implications, and which option might be the best one for you. For some people, keeping the money in the UK might be preferred, receiving a regular income stream for life.

However, it is worthwhile considering your options, and the ability to transfer your benefits to Australia within a reasonable timeframe, managing any of the taxation liabilities in the most appropriate manner.

Meet the Team



John Reynolds

Partner and Independent
Chartered Financial
Planning Adviser



Darren Curry

Partner and Independent
Financial Planning
Adviser



Margaret Christie

Pension Analyst and
Workflow Manager



Douglas Watson

Paraplanner and Head
of Technical services



Natalie McCallion

Administrator



Mags Donnelly

Operations Manager



Keith Bell

Independent Financial
Planning Adviser



Paul Nevin

Director of
UK-Australian Proposition

References

The Psychology of Money

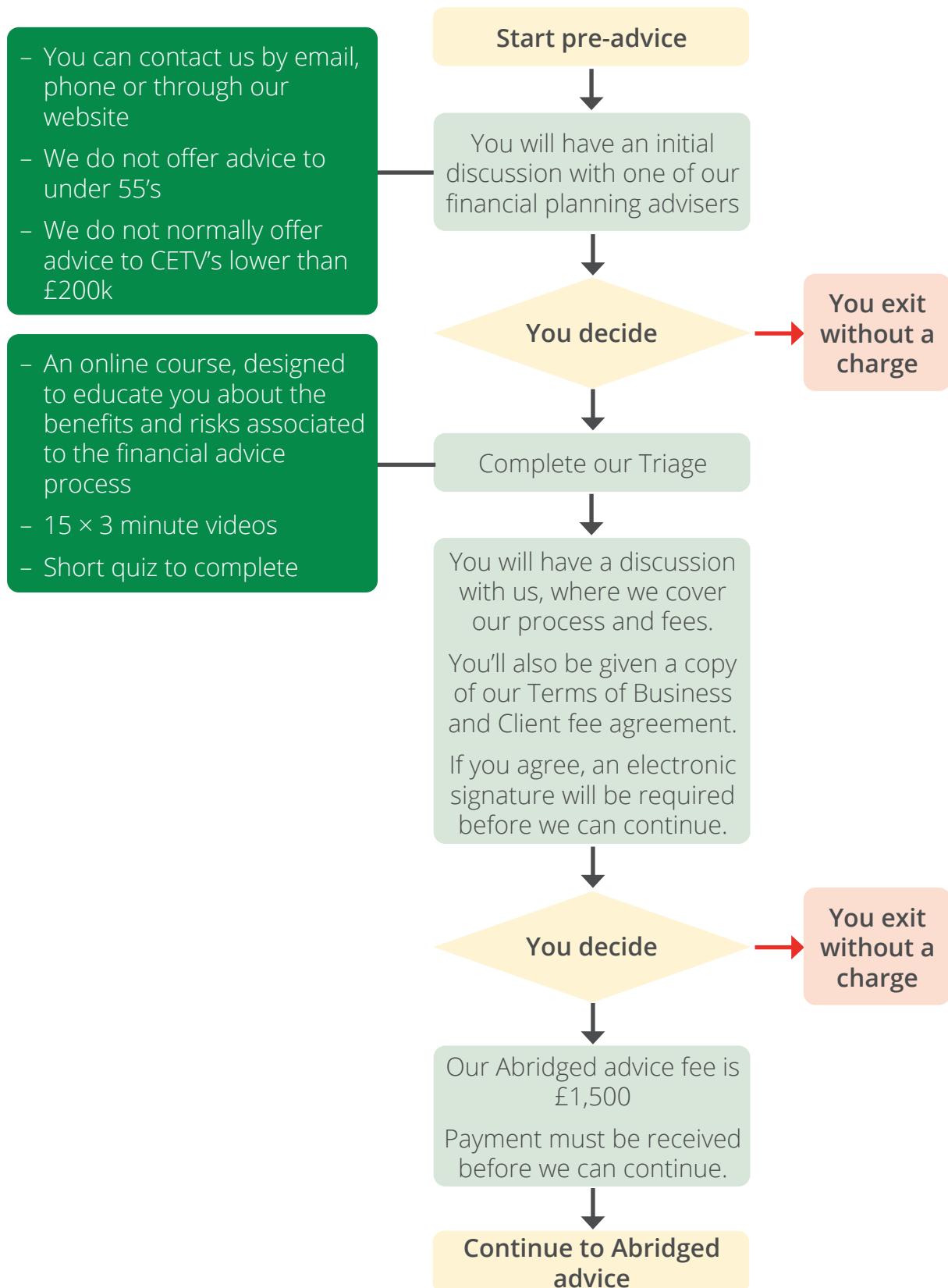
Blog post by Morgan Housel for the Collaborative Fund, published on 1st June 2018 and available online at:
<https://www.collaborativefund.com/blog/the-psychology-of-money/>

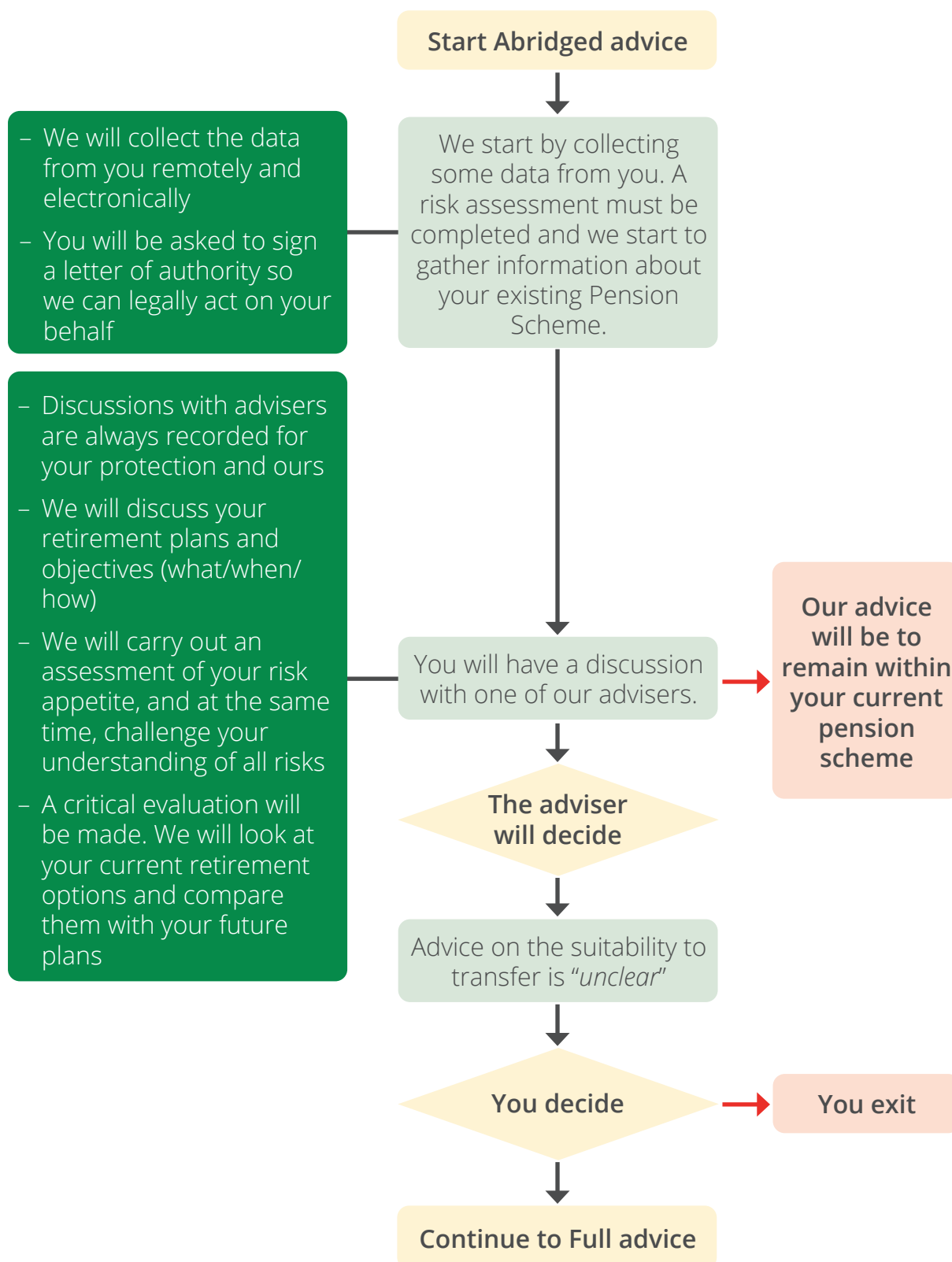
The Psychology of Money

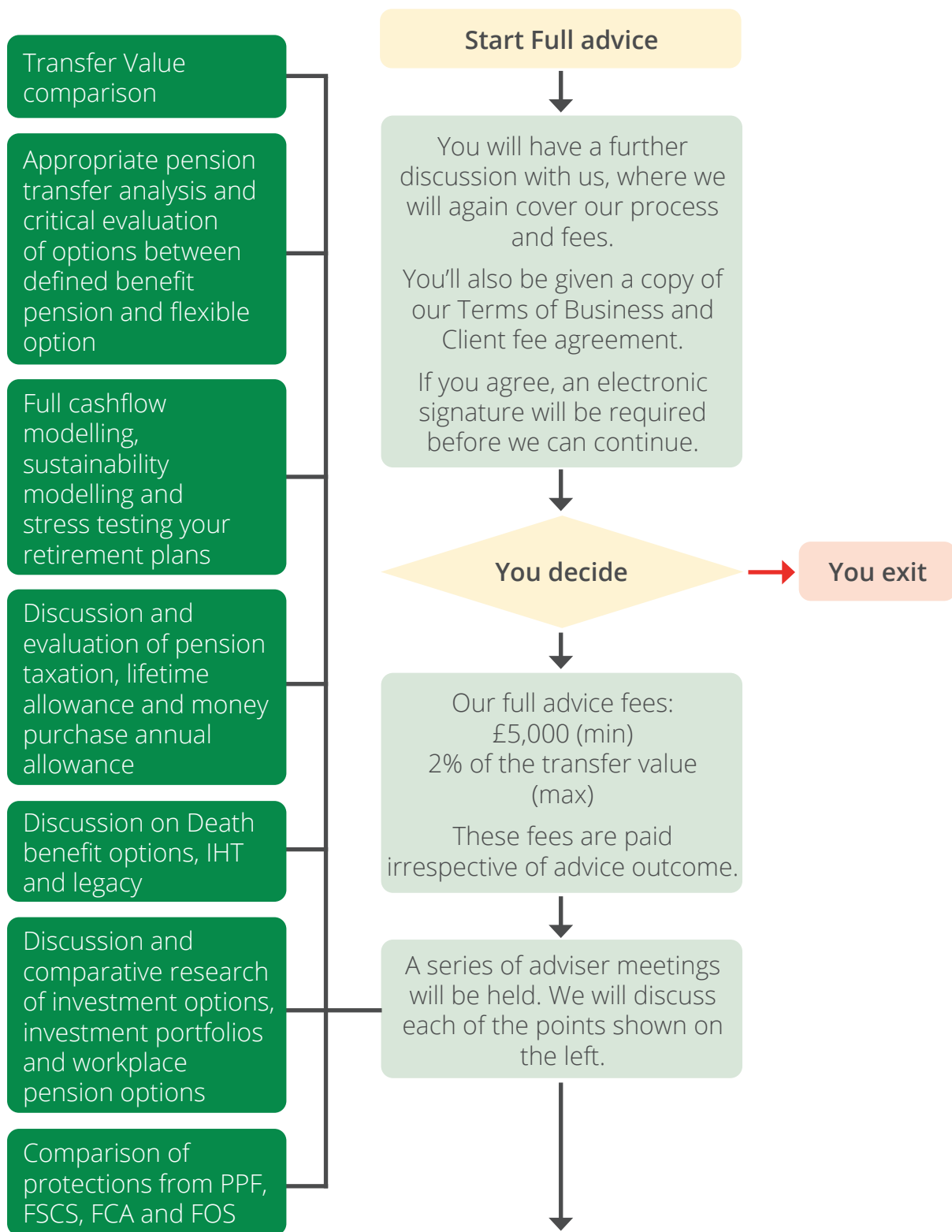
Book written by Morgan House, published 8th November 2020 and available for purchase here:
<https://www.waterstones.com/book/the-psychology-of-money/morgan-housel/9780857197689>

Putting a value on your value: Quantifying advisor's alpha

Research article written by Vanguard (multiple authors), published November 2019 and available online here:
https://advisors.vanguard.com/insights/article/IWE_ResPuttingAValueOnValue AND HERE <https://advisors.vanguard.com/iwe/pdf/ISGQVAA.pdf>







Continued on next page

Continued from previous page

