

# Tariff of Charges

## Adviser charges and services

### Introduction

This document explains the services we can provide and what they cost. It includes worked examples showing how charges affect your investment over time.

During your meeting(s) with an Financial Planning Manager, they will give you a personalised document with the details of the charges based on what you agreed to (this is called an Illustration).

'We', 'us', and 'our' refer to Aegon Financial Planning, a brand name of Origen Financial Services - not Aegon plc.

If you need this document in large print, Braille, or audio, call 0800 0304 078 (calls are recorded and charges may vary) or speak to your Financial Planning Manager.

### 1. Initial Advice Charge

When you first start investing with us or you are topping up an existing investment, your Financial Planning Manager will create tailored solutions based on your personal circumstances and goals.

The Initial Advice Charge is a one-off fee for this service and applies to lump sum investments and/or regular premiums.

#### Lump sum

- 2.5% of the amount invested, up to a maximum charge of £2,500.

Lump sum example

You want to Invest	Initial Advice Charge	Total Paid By You
£120,000	$£120,000 \times 2.5\% = £3,000$ Maximum charge = £2,500	£122,500

#### Regular premium contributions

- 2.5% of the total expected contributions over 48 months, up to a maximum charge of £2,500.

Note: The Initial Advice Charge is paid upfront and is non-refundable. If you do not make the expected regular contributions the Initial Advice Charge will represent more than 2.5% of your investment.

## Regular premium example

Example	Initial Advice Charge	Total
£400 regular premium	$(£400 \times 48) \times 2.5\%$	£480

The Initial Advice Charge will not apply to any further investments made without advice.

The Initial Advice Charge will apply to advised ISA transfers from other providers.

The Initial Advice Charge on transfers (including ISA transfers) will be calculated based on the value at the time advice is given, not the amount transferred to Aegon.

The maximum charge applies to all lump sums, regular premiums and transfer made as part of this Initial Advice service, including advice to joint customers.

## 2. Ongoing Advice Options

We offer two options to support you managing and monitoring your investments over time.

- **Ongoing Advice** – suitable if you want regular investment reviews and updates from our team of experts. Please note: this does not include automatic adviser engagement with a Financial Planning Manager unless advice is required.
- **Ad Hoc Advice** – suitable if you're confident managing your investments on your own but happy to pay for advice when you need it.

### a. Ongoing Advice

An optional service providing you with ongoing support and investment reviews from our experts, this service includes:

- Access to an Aegon Financial Planning Manager – for advice reviews and when required by your circumstances.
- The Investment Committee, who on your behalf:
  - monitor the performance of our investment funds and select additional or alternative funds.
  - meet with fund managers to ensure their objectives align with our expectations and negotiate charges and fees.
- If the Investment Committee changes any funds, we'll contact you so you can decide whether you want to take any action.
- An Annual Service Review: this assessment is performed by our Annual Service Review team, using the information we have on file about you\*. This ensures that our Ongoing Advice service remains tailored to you without the need to contact you.
- The findings of this Annual Service Review will be sent to you along with an Annual Customer Report. We'll only arrange an appointment with a Financial Planning Manager if your review identifies changes that require advice or if you request one.
- Occasional service information, market insight and investment news will be provided by email.

\* To ensure we provide the best possible service, please inform us of any changes in your financial or personal circumstances, as this may impact the information we use for your Annual Service Review

### How much will I pay?

- 0.75% per year of your investment value, deducted monthly and capped at £156.25/month per account (equivalent of £250,000 investment value)

## Example

£100,000 investment

If you invested a £100,000 lump sum, your Ongoing Advice Charge at a rate of 0.75% would be £62.50 a month.

The charge includes any investments made without advice. Please refer to the relevant Product Terms and Conditions for details of how the Ongoing Advice Charge is collected each month.

The Ongoing Advice Charge is a percentage of the value of your investment(s), which means that the amount deducted may change over time. If the value of your investment(s) increases then your charge will also increase.

## b. Ad Hoc Advice

If you choose not to have Ongoing Advice but later request a review, a one-off charge of 1.5% of your portfolio value will apply. For full details, please see the Ad Hoc Tariff of Charges.

## 3. Product and Investment Charges

In addition to our advice charges, there are other charges payable when investing. These are summarised in the table below, with specific information provided to you when receiving financial advice.

Charge Name	Description/Service	Charge rate
Annual Platform Charge	Covers administration and access to your investment(s) - including cash held, paid to Aegon UK.	Multi-Manager/Multi-Asset 0.31% Model Portfolio 0.39%
Fund Charge(s)	Covers fund management and operational costs. Paid to Fund Manager(s).	Charges vary by fund - typically 0.25%-0.5% and may include rebates*
Transaction costs	Costs from buying/selling assets within funds. Paid to Fund Manager(s).	Vary by fund and year - typically 0.05%-0.15% and will be detailed in your personal illustration.
Drawdown Charge	Covers administration of drawdown of pension income, paid to Aegon UK.	£75 each year drawdown is taken. (You will only be charged once even if you have more than one account).

\*Rebates may be taxable depending on your account type and tax status.

**Please note:** annuity providers may apply their own charges for the services they offer. Details of these charges will be provided to you by the annuity provider or firm through your Financial Planning Manager and/or associated paperwork.

**Please refer to the most recent fund tables or Key Investor Information Documents/Key Information Documents for the most up to date fund charges.**

## 4. Cumulative Effect of Charges

The examples below show how the charges affect your investment over time.

### Assumptions

We have used the following assumptions when calculating these examples:

- Investment growth 4.63% p.a.\*
- Initial Advice Charge of 2.50%
- Fund Charge/Ongoing Charges Figure of 0.52% (variable)
- Transaction costs of 0.06% (variable)
- Ongoing Advice Charge of 0.75%

- Annual Platform Charge of 0.31%

Note - This is the Multi-Asset charge, the Multi-Manager Annual Charge is 0.39%, so if we recommend the Multi-Manager range to you the effect of charges below would be increased to that effect.

\*based on capital market assumptions on a typical, medium-risk Multi-Asset investment

### Lump sum investment

**Scenario:** A £20,000 lump sum into Accumulation units (i.e. any income generated by the funds is reinvested, £500 additional Initial Advice Charge paid upfront). Figures rounded to nearest £100.

	End of year 1	End of year 6	End of year 10
What you may get back if there were no charges at all <sup>1</sup>	£20,900	£26,200	£31,400
Effect of Charges applied <sup>2</sup>	£300	£2,000	£4,000
What you may get back after charges <sup>3</sup>	£20,600	£24,200	£27,400
Return compared to money invested <sup>4</sup>	3%	21%	37%

### Regular premium contribution

**Scenario:** A £400 regular premium into Accumulation units (i.e. any income generated by the funds is reinvested, £480 additional Initial Advice Fee paid upfront).

	End of year 1	End of year 6	End of year 10
What you may get back if there were no charges at all <sup>1</sup>	£4,920	£33,300	£61,400
Effect of Charges applied <sup>2</sup>	£50	£1,800	£5,400
What you may get back after charges <sup>3</sup>	£4,870	£31,500	£56,000
Return compared to money invested <sup>4</sup>	1.46%	9.38%	16.67%

1 This shows the projected value of your investment if no charges were deducted, based on the growth rate assumption stated above.

2 This shows the reduction in your investment value due to charges and the impact of those charges on growth (not including any Investment Review Charges or Initial Advice Charges).

3 This shows the projected value of your investment after all charges have been deducted, based on the growth rate assumption stated above.

4 This shows the percentage increase in your investment value from the start amount to the projected amount after charges, based on the assumptions stated above.

Any payments made from current accounts via CHAPS or BACS may carry additional charges from the current account provider, which will be applied at their discretion.

**Please Note:** These figures are examples to show the effect of charges and are not guaranteed. They are based on assumptions outlined above and may differ from your actual illustration.

- Your actual illustration will reflect your chosen investment options, advice charges, and any other applicable fees.
- The value of your investment and any income from it can fall as well as rise, and you may get back less than you invest.
- The growth rates and charges shown are based on current assumptions and may change in the future.

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