

# Tariff of Charges

## Adviser Charges for Model Portfolios

For customers receiving personalised advice through an Aegon Financial Planning Manager.

In this document, please note that references to 'we, us and our', are referring to Aegon Financial Planning, a brand name of Origen Financial Services - not Aegon UK plc.

This document sets out the charges that apply when you invest through our Financial Planning Service, having received advice from an Aegon Financial Planning Manager. It includes examples of the effects that these charges will have on your investments. 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.

If your personal circumstances mean you need any additional support, or if you'd like a large print, Braille or audio version of this document, please call 0800 0304 078 or speak to your Financial Planning Manager.

### Initial Advice Charge

The charge for Initial Advice is taken whenever you invest via an Aegon Financial Planning Manager in return for advising and setting up investment products to meet your needs. You can invest in two ways: with a regular premium, or with a lump sum.

### Lump sum investments

Initial Advice is charged each time that you take out an investment with an Aegon Financial Planning Manager and applies as follows:

- Portion of investment value between £0 and £100,000: 2.50%.
- Portion of investment over £100,000: no charge.

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

The Initial Advice Charge on transfers will be charged on the value transferred, not the value at the time of the appointment.

### Example - investment of £20,000

Investment value + Initial Advice Charge  
= Total money paid by you

For example, £20,000 + £500 = £20,500

### Regular premium contributions

Initial Advice is charged each time you set up or increase a regular investment via an Aegon Financial Planning Manager. The charge is applied at a rate of 2.50% of the value of the new contributions that you're expected to make over 48 months, as follows:

- Portion of monthly contribution value between £0 and £2,083.33: 48 month's contributions x 2.50%.
- Portion of monthly contribution value over £2,083.33: no charge.

You pay this to Aegon Financial Planning upfront as a one-off payment at the point of investment in return for advising and setting up regular premium products to meet your needs.

**The fee is non-refundable, even if you do not make the expected contributions over 48 months. If you do not make the expected contributions the initial advice charge will represent more than 2.5% of your investment.**

### Example - £400 regular premium

$(\text{Regular Premium} \times 48) \times 2.5\% = \text{Initial Advice Charge}$

$(£400 \times 48) \times 2.5\% = £480$

## Ongoing Advice Charge

### What benefits will I receive under Ongoing Advice?

If you choose to receive our optional Ongoing Advice you will receive the following benefits and services:

- At your request you will have access to an Aegon Financial Planning Manager should you wish to review your Investment(s), implement any changes or want to discuss any aspect of the advice you have received.
- The services of our Investment Committee, who on your behalf:
  - select additional and alternative funds for our panel where necessary;
  - will continue to negotiate reduced charges and fees;
  - monitor the performance of our existing range of investment funds regularly to check that they continue to perform as we expect; and
  - meet with the relevant fund manager to ensure their objectives align with our expectations.
- If the Investment Committee feel that a change of fund is necessary, we will let you know so that you can decide whether you want to take any action to ensure your money continues to work hard for you.
- We will conduct an Annual Service Review: a detailed, personalised assessment to check that your investments and our Ongoing Advice service are right for your individual needs and circumstances.

The findings of the Annual Service Review will be sent to you along with the Annual Customer Report. If we find anything of concern, we will try to contact you by telephone or other appropriate method so that we can discuss our findings and help you with any action you'd like to take.

As a result of this Annual Service Review, we may also:

- help you make appropriate changes to your investments; or
- arrange an appointment with an Aegon Financial Planning Manager if you would like one or where a need is identified.

### How much will I pay?

The Ongoing Advice is calculated as follows:

- 0.75% p.a. of the value of your Aegon Investment(s), excluding cash
- up to a maximum monthly charge cap of £156.25
- this maximum charge is applied separately for each Aegon account and is the equivalent of £250,000 account value

The charge includes any sums invested into these products without advice. Please refer to the relevant Product Terms and Conditions for details of how the Ongoing Advice Charge is collected each month.

### Example - £20,000 investment

If you invested a £20,000 lump sum, your ongoing advice at a rate of 0.75% would be £12.50 a month.

If you choose to not receive our Ongoing Advice Service, you may opt back into Ongoing Advice at any time by booking and completing a financial review with an Aegon Financial Planning Manager. 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.

## Ad Hoc Adviser Charge

Customers who choose to opt out of Ongoing Advice, whether immediately after Initial Advice was given, at any point thereafter, or as a result of removing all their money from their Aegon Investment, will not receive the benefits of Ongoing Advice as set out above.

Should you request a review of your Investment(s), an Investment Review Charge will

apply as stated in our Ad Hoc Adviser Charge Tariff of Charges.

## Annual Charge - Paid to Aegon Platform

The platform handles your transactions, and allows you to access your latest valuation and transact on your account. The charge covers the costs for administering your investment(s) on the Platform and is calculated and collected monthly based on the value of your investments and any cash held.\*

### How much will I pay?

Your Annual Charge will be applied as one rate, as outlined below, regardless of how much you have invested.

- Model Portfolio Fund Range. A flat rate charge of 0.39% will be applied.

\* Interest is paid on any cash held within your investment accounts. Visit [aegon.co.uk/interest-rates](https://aegon.co.uk/interest-rates) for details.

## Fund Charges

### Ongoing Charge Figure

This charge is taken into account when working out the unit price and is used to pay the fund managers (e.g. Aegon) who monitor, buy and sell assets to match the objective of the fund.

### How much will I pay?

The Fund Charge varies by each fund with each charge negotiated on your behalf to ensure that you have access to competitive rates. In some instances we have been able to negotiate that part of the Fund Charge is returned to you. This is called a 'rebate'. Rebate amounts will be invested as units (once the amount reaches a minimum of £1.00) into the largest fund of the product that the rebated fund is held in.

Rebates on funds held within a General Investment Account are taxable as income and any amount used to buy units will be net of basic rate tax at 20%. This means that if you're a higher rate or additional rate taxpayer, you may have a

further tax liability to pay. If you're not liable to income tax, you may be able to reclaim some or all of the tax deducted from HM Revenue & Customs. Please note that for Stocks & Shares ISA investments, rebates on fund charges will not be subject to income tax.

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

### Transaction Costs

Transaction costs are the costs incurred by fund managers buying or selling securities within a fund. These costs include broker commissions, taxes and levies, but other factors such as the bid-offer spread, the size and timing of the transaction, and the movement in an asset price can all contribute to additional trading costs.

These costs vary from fund to fund and can change from year to year. The most recent cost available for any fund you invest in will be included in any calculations you receive before you invest.

## Cumulative Effect of Charges

We have provided the following examples to give you an idea of what effect the Initial Advice, Fund, Platform and Ongoing Advice charges may have on your investment. The investment growth figure and fund charges are based on capital market assumptions on a typical, medium-risk Model Portfolio investment.

### Assumptions

We have used the following assumptions when calculating these examples:

- Investment growth 4.80% p.a.
- An Initial Advice Charge of 2.50%
- An Ongoing Charge Figure of 0.46%
- Transaction Costs of 0.12% (variable)
- An Ongoing Advice Charge of 0.75%
- An Annual Charge of 0.39%

## 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 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>	£20,960	£26,497	£31,963
Effect of Charges applied <sup>2</sup>	£361	£2,620	£5,091
What you may get back after charges <sup>3</sup>	£20,599	£23,877	£26,872
Return compared to money invested <sup>4</sup>	3.00%	19.39%	34.36%

## 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>	£4,909	£33,301	£61,455
Effect of Charges applied <sup>2</sup>	£28	£1,632	£5,182
What you may get back after charges <sup>3</sup>	£4,881	£31,670	£56,274
Return compared to money invested <sup>4</sup>	1.68%	9.96%	17.24%

- 1 If no charges were applied to your investment, this is what you may get back based on the assumptions outlined earlier.
- 2 The effect of charges equals the charges applied to the investment plus the loss of growth the customer receives as a result of the application of charges (not including the Initial Advice Charge)
- 3 This is what you may get back when charges are applied to your investment based on the assumptions outlined earlier.
- 4 The total return on your Investment based on the assumptions outlined earlier.