

GUIDE TO CHARGES

SELECTION
BOND AND
GENERATION
PLANNING
BOND



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BEFORE YOU BEGIN

This guide explains the current charges that will apply to your bond and any additional charges that could apply depending on the options you choose. It also details what the charges cover and how these can be paid.

We also outline the payment options available for the different kinds of advice you may receive and how these could affect your bond.

- › Words in the singular shall include the plural and vice versa.
- › Where charges are shown in Sterling and the bond is held in US Dollar or Euro, we will convert these charges using the exchange rate on the date of the transaction.

- › Administration and dealing charges will be increased on 1 January each year in line with the UK Retail Prices Index (RPI) without any notification to you or, where applicable, your trustees. Any increases may be rounded to the higher pound. Payment charges are based on the bank charges we incur in making the payment and are subject to increase without notice where the charges incurred by us increase. Any other variation in administration or dealing charges will be made by giving you three months' notice.

For more details about increases to charges please contact us on **+44 (0) 1624 643 345**.




As charges will reduce the value of your bond and its growth potential, it is important that you read the information in this guide and ask your financial adviser if you have any questions.

Charges shown in this document are applicable as at 1 January 2022. Please ask your financial adviser for details of current charges.

STANDARD PRODUCT CHARGES

The charges below are applied for setting up and administering your bond.

<p>PRODUCT MANAGEMENT CHARGE</p>	<p>The Product Management Charge includes the bond set-up and ongoing management charges.</p> <p>Both Selection and the Generation Planning Bond offer you our Flex-Charge Product Management Charge structure which is based on the level of premiums invested with us and provides the option to select the level of initial charge compared with the level of ongoing quarterly charge. Further information on our Flex-Charge structure can be found over the following pages.</p>
<p>ADMINISTRATION CHARGE</p>	<p>The Administration Charge will depend on the investment links selected and is taken quarterly in arrears.</p> <p>OPEN ARCHITECTURE INVESTMENT LINK</p> <p>Administration Charge of £134.00 per policy quarter applies.</p> <p>EXTERNAL MANAGER AND/OR CUSTODIAN BASIS INVESTMENT LINK</p> <p>Where an External Manager and/or Custodian (EMC) company has been appointed to manage an External Managed Account, an Administration Charge of £225.00 per policy quarter will be applied for each EMC appointed. In some circumstances this Administration Charge level may be reduced to £134.00 per policy quarter if the EMC is able to provide electronic data feeds.</p> <p> Where an appointed EMC holds more than one account, a quarterly Administration Charge may be applied for each account held. The EMC will also make their own charges for the service they are providing.</p>

FLEX-CHARGE PRODUCT MANAGEMENT CHARGE

Selection and the Generation Planning Bond both offer our Flex-Charge charging structure, enabling you to select your preferred balance between the level of **initial** (one-off) Product Management Charge and the level of **ongoing** quarterly Product Management Charges. Your financial adviser will be able to help you select the option that is best for you.

The **initial** Product Management Charge is calculated based on the size of the premium paid into the bond and is taken immediately. The **ongoing** Product Management Charge is applicable for the lifetime of your bond, and is taken quarterly in advance. The first charge is calculated on the size of the premium paid into the bond and subsequent charges are based on the premium paid into the bond or the current fund value, whichever is higher. For bonds held on an EMC basis this will be the latest fund value that we hold on our records.

With Flex-Charge you can choose either:



FULL INITIAL OR FULL ONGOING PRODUCT MANAGEMENT CHARGE

The charges for the full initial Product Management Charge and the full ongoing Product Management Charge, based on the level of premium invested with us, are shown below:

INVESTMENT AMOUNT	PRODUCT MANAGEMENT FULL INITIAL CHARGE (NIL ONGOING)	PRODUCT MANAGEMENT FULL ONGOING CHARGE PER ANNUM (NIL INITIAL)
£50,000 - £249,999	1.75%	0.35%
£250,000 - £999,999	1.50%	0.30%
£1,000,000 - £1,749,999	1.25%	0.25%
£1,750,000 - £2,499,999	1.125%	0.225%
£2,500,000 - £3,749,999	1.00%	0.20%
£3,750,000 - £4,999,999	0.95%	0.19%

The Product Management Charges for higher premiums are available on request from your financial adviser.

COMBINATION OF INITIAL AND ONGOING PRODUCT MANAGEMENT CHARGE

A combination of initial and ongoing Product Management Charge can be chosen. The combination that suits you best may be selected, based on a formula that offsets the level of initial Product Management Charge payable with an ongoing Product Management Charge using a ratio of 5:1.

The equation below is used to calculate the annual ongoing Product Management Charge:

The diagram illustrates the formula for calculating the annual ongoing Product Management Charge. It consists of two light brown circles on the left, each containing text. The first circle contains 'Full initial Product Management Charge' and the second contains 'Chosen initial Product Management Charge'. A horizontal line connects the two circles. This pair is enclosed in large parentheses. To the right of the parentheses is a division symbol (a horizontal line with a dot above and below it). To the right of the division symbol is a dark brown circle containing the number '5'.

$$\left(\text{Full initial Product Management Charge} - \text{Chosen initial Product Management Charge} \right) \div 5$$

EXAMPLE

A client invests £250,000; the full initial Product Management Charge for this premium is 1.50%. However, the client chooses a combination of both initial and ongoing Product Management Charges for their bond. They choose an initial charge of 1.00% rather than the full initial charge of 1.50%. This means the difference of 0.50% is then divided by 5 to calculate the ongoing Product Management Charge of 0.10% per year.

As a result, the quarterly ongoing Product Management Charge would be 0.025% (0.10%/4).

This ongoing Product Management Charge would then be applied each quarter, taken in advance, throughout the lifetime of the bond.

This formula can be used to calculate an extensive range of Product Management Charge options with some examples below:

Investment of £50,000 - £249,999

Full initial 1.75% (Nil ongoing)	PRODUCT MANAGEMENT CHARGE FLEXIBILITY EXAMPLES					Full ongoing per annum 0.35% (Nil initial)
	INITIAL	1.40	1.05	0.70	0.35	
	ONGOING PER ANNUM	0.07	0.14	0.21	0.28	

Investment of £250,000 - £999,999

Full initial 1.50% (Nil ongoing)	PRODUCT MANAGEMENT CHARGE FLEXIBILITY EXAMPLES					Full ongoing per annum 0.30% (Nil initial)
	INITIAL	1.20	0.90	0.60	0.30	
	ONGOING PER ANNUM	0.06	0.12	0.18	0.24	

Investment of £2,500,000 - £3,749,999

Full initial 1.00% (Nil ongoing)	PRODUCT MANAGEMENT CHARGE FLEXIBILITY EXAMPLES					Full ongoing per annum 0.20% (Nil initial)
	INITIAL	0.80	0.60	0.40	0.20	
	ONGOING PER ANNUM	0.04	0.08	0.12	0.16	

Please ask your financial adviser if you would like confirmation of any Product Management Charge combinations.

Different Product Management Charge combinations can be chosen for the initial premium and any additional premiums. The Product Management Charge for each new premium is based on the total premiums paid, therefore an additional premium may have lower charges than the initial premium.

CONDITIONAL BOND CHARGES

Whether or not you pay these charges depends on the product and options you have chosen.

PAYMENT CHARGE	<p>When you pay your premium to us by Telegraphic Transfer (international payment), your bank may charge you for these services. If you or your trustees request that we make withdrawal or surrender payments a charge of £15 for CHAPS payments applies and a charge of £15/US \$24 or €24 applies for Telegraphic Transfer payments. Payments made to a UK bank in sterling through the BACS system are currently free of charge.</p> <p>Refer also to the 'Investment Costs' section later in this guide.</p>
EARLY WITHDRAWALS	<p>There may be a charge imposed by the deposit taker or fund manager for early withdrawals, for example if you break a fixed deposit early or do not provide the required notice period. Such charges will be applied to the bond. This includes cancellation of the bond during the initial 30 day cancellation period, closing a deposit early or redeeming a fund where there are redemption penalties.</p> <p>If you opt to link the bond to assets which cannot be easily cashed in, such as fixed term deposits or funds with infrequent dealing days, it may be some considerable time before the asset can be sold or redeemed.</p>
DEALING ACCOUNT DEBIT INTEREST	<p>If the bond's Dealing Account does not hold enough cash in it to cover charges and withdrawals, including any charges for advice that we are facilitating, or you change the funds, it may have a negative balance and debit interest will apply.</p> <p>Please contact us for details of the current rate. Your financial adviser can provide you with more details about the Dealing Account.</p>
INVESTMENT ADVISER*	<p>You can request the appointment of a suitably qualified Investment Adviser to give us instructions regarding fund selection. The fee they apply will be treated as an Investment Adviser Charge (IAC). You can choose to make payments for these charges directly to the Investment Adviser outside of the bond, or facilitated by us as a payment from the bond.</p>
EXTERNAL MANAGER AND/OR CUSTODIAN CHARGE (EMC)*	<p>You can request the appointment of one or more EMC to manage an External Managed Account to which the performance of the bond is linked. Each EMC will also attract a quarterly Administration Charge as described in the 'standard product charges' section earlier in this guide. In addition to the Administration Charge we apply to the bond, any appointed EMC will apply their own charges for managing the investment. Such charges could include custody, transaction or bank fees which will be taken directly from the External Managed Account. Your EMC or financial adviser can provide specific details of these charges. Any fee they apply for advice on the underlying investments will be treated as an EMC Investment Adviser Charge (EMC IAC).</p>

* For further details on charges applied by an Investment Adviser and/or EMC and the different options available as to how you can pay them, please see the 'charges for advice' and 'paying for advice' sections later in this guide.

<p>VALUATION CHARGE</p>	<p>You will receive an annual valuation on or around your policy anniversary. If further printed statements are required, there is currently a £20.00 charge per statement.</p> <p>You, your financial adviser or your trustees can obtain free valuations online, at any time, when registered at www.utmostinternational.com</p>
<p>ADDITIONAL SINGLE PREMIUMS</p>	<p>If an additional single premium is paid, the Product Management Charge will be based on the total premiums paid and may therefore be less than the Product Management Charge applied to the initial premium. Please see the table in the 'Flex-Charge product management charge' section, earlier in this guide, for the relevant premium bands.</p> <p>Each additional single premium will have its own series of charges. The initial and/or first quarterly Product Management Charge will be taken immediately and further Product Management Charges, if applicable, will be taken starting from the next available charging date of the original premium.</p> <p>The minimum additional single premium for Selection and the Generation Planning Bond is currently £5,000 (US \$10,000 or €7,500). These minimum premium amounts may change in the future.</p> <p>If you have taken out a Generation Planning Bond it is not possible to add an additional single premium whilst you, or both of you in the case of a joint application, are still alive.</p>



INVESTMENT COSTS

<p>OPEN ARCHITECTURE</p>	<p>The charges below will be deducted at the time of the transaction when we are instructed to buy or sell any external assets linked to the bond including funds and deposit accounts.</p> <ul style="list-style-type: none">› External fund purchase or sale - £36.55 (or the equivalent in the currency of the fund being traded*) for each transaction.› Cash deposit purchase or sale - £36.55 (or the equivalent in the currency of the fund being traded*) for each transaction. <p>The provider of any external fund or cash deposit may also apply their own charges for purchases and sales and these will be reflected in the transaction applied to the bond. Assets traded through a stockbroker will also incur charges. For further details of these charges please read the next section of this guide: 'Charges for underlying funds and investments'.</p> <p>In addition, a payment charge of £12 (or the equivalent in the currency of the asset being traded*) will be made for every external asset purchase, to cover the bank costs incurred when money is transferred to the fund house.</p>
<p>EXTERNAL MANAGER AND/OR CUSTODIAN (EMC)</p>	<p>The EMC and, where applicable, a provider of an external fund or cash deposit may also apply their own charges for purchases and sales and these will be reflected in the transaction applied to the bond.</p> <p>A payment charge of £12 (or the equivalent in the currency being traded*) will be made every time money is transferred by CHAPS to an external account (e.g. External Managed Accounts). This charge is made to cover the costs of third party charges incurred by Utmost PanEurope dac.</p>

* Based on the exchange rate available at the time of the trade.

CHARGES FOR UNDERLYING FUNDS AND INVESTMENTS

Our bonds offer access to a wide range of funds from many of the world's leading fund management groups.

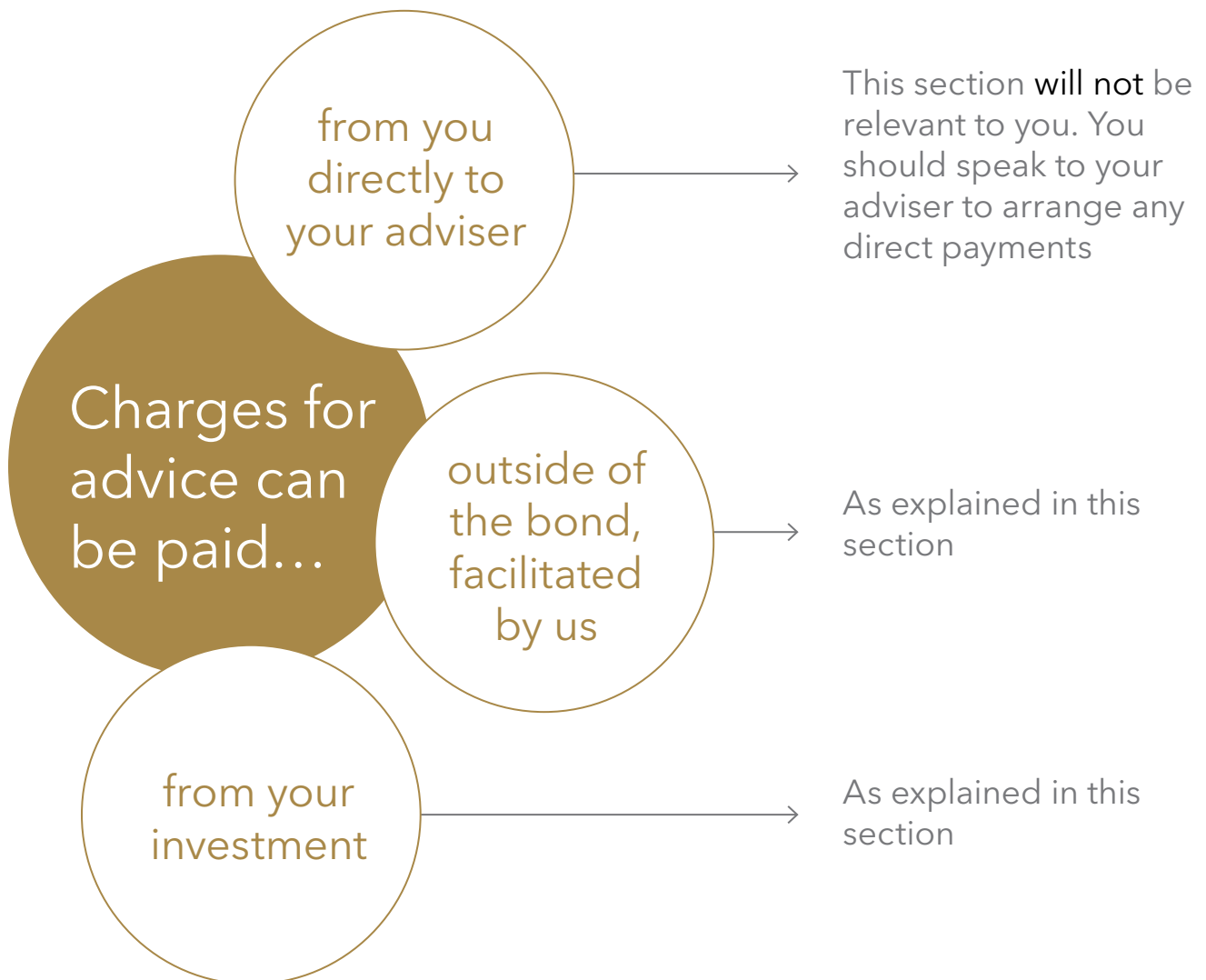
EXTERNAL FUNDS	Variety of initial, ongoing and exit charges/performance fees. Your financial adviser can provide you with further information.
CASH DEPOSITS	Normally, any charges made by the bank or building society are allowed for when setting the interest rate payable. However, if they make any additional charges, for example for breaking a deposit early, these will be passed on to the bond.
FUND MANAGERS FOR EXTERNAL FUNDS & STOCKBROKER CHARGES	<p>Charges made by the fund manager for running the fund, including the cost of buying and selling the assets of the fund are passed on to the bond.</p> <p>Further to the dealing and payment charges, the provider of any external asset or cash deposit may also apply their own charges for purchases and sales and these will be reflected in the transaction applied to the bond. Assets traded through a stockbroker will also incur further charges such as brokerage fees, stamp duty, tax and custodian fees. These charges will also be passed on to the bond, with brokerage fees, tax and stamp duty reflected in the transaction value. Any custodian and/or delivery fees will be deducted on a monthly basis and reflected separately in the Dealing Account.</p> <p>For further details, please contact our Customer Support team on +44 (0) 1624 643 345.</p>



The bond's charges, including any underlying fund charges, may be higher than we have assumed in your Personal Illustration which will impact investment growth. Fund charges can be changed by the underlying fund manager at any time.

PAYING FOR ADVICE

Charges for advice and/or related services are agreed between you and your adviser. Agreeing the method of payment with your adviser is very important and should take into account your individual needs.



CHARGES FOR ADVICE

We can facilitate the payment of different types of charge for advice. The type of charge applicable will depend on who provides the advice and the type of advice they provided.

The table below outlines the terms we use to describe these different types of advice related charges:

ADVISER CHARGES (AC)	This term applies to charges taken by a financial adviser for the advice on any matter relating to the bond, where the adviser has not been formally appointed as an 'Investment Adviser'.
INVESTMENT ADVISER CHARGES (IAC)	This term applies to charges applied for the advice on underlying investments provided by an appropriately appointed Investment Adviser.
EXTERNAL MANAGER AND/OR CUSTODIAN INVESTMENT ADVISER CHARGES (EMC IAC)	This term applies to charges taken by an External Manager and/or Custodian (EMC) appointed on an advisory basis for the investment advice they provide on underlying investments. Please note: not all External Managers can facilitate EMC IAC - the appointed External Manager will be able to confirm whether this option is available. Due to the nature of accounts managed on an 'investment platform', EMC IAC is not available under this arrangement.

You can ask us to facilitate any payments for advice from the bond by completing the relevant sections of our **Adviser Charges Pack** or relevant section of the application form, which you (or trustee where appropriate) will need to sign.

We do not need to know about any charges for advice which you agree to pay directly to your adviser and/or EMC.

We can facilitate the payment of advice-related charges in two ways:

OUTSIDE OF THE BOND*	The initial adviser charge is deducted from the payment you send to us and paid to your financial adviser with the remaining balance invested as the premium into the bond. Following the deduction for the initial adviser charge, the premium must meet the minimum investment requirements as stated in the relevant product literature.
FROM INSIDE THE BOND	Initial**, ongoing or ad hoc advice charge payments which are paid to the financial adviser or Investment Adviser from the value of the bond, after your premium has been invested.

* We will only make the payment of the initial charge for advice to your financial adviser once the application and any supporting documentation has been fully accepted by us. No interest will be paid on any charges for advice being facilitated by us outside of the bond.


** We can only facilitate one initial charge for advice provided by a financial adviser if the bond allows it. Please note that for certain trusts, including the Generation Planning Bond and Gift Trusts where the Settlor/Donor is not a beneficiary, we are unable to facilitate any initial charges for advice provided by a financial adviser from inside the bond.



- › Adviser charges (AC) that are to be paid from the bond to the financial adviser **will** form part of the 5% annual tax deferred entitlement and may have potential tax consequences.
- › All Investment Adviser Charges (IAC) to be paid from the value of the bond **will not** form part of the 5% annual tax deferred entitlement.

The tax information in this guide is based on our interpretation of current law and taxation practice in Ireland and the UK as at 1 January 2022. Please note that tax rules can change and are subject to individual circumstances.

The table below outlines the different types of charges for advice that we can facilitate from inside the bond:

<p>INITIAL CHARGE FOR ADVICE*</p>	<p>An initial charge for advice is a fee you agree to pay to your financial adviser when you invest in the bond for the advice they provided. It can be applied on receipt of any initial or additional single premium. We can apply this charge as a specific monetary amount or as a percentage of the premium.</p> <p>The charge is taken from the bond immediately at the time the premium is invested into the bond by making a proportionate reduction in the amount to be invested in each fund.</p> <p>Please be aware that only one initial charge for advice can be paid from each premium invested.</p>
<p>ONGOING CHARGE FOR ADVICE</p>	<p>Ongoing charges for advice are a regular fee you agree to pay to your financial adviser or Investment Adviser for the ongoing advice you receive in connection with the bond. Ongoing charges for any type of advice can be applied on a monthly, quarterly, half-yearly or yearly basis. We can apply this charge as a specific monetary amount or as a percentage of the bond's current value.</p> <p>Ongoing charges for advice are applied to the Dealing Account.</p> <p> Where an EMC is appointed, due to the nature of External Managed Accounts, we are only advised of the value of the assets in the account at periodic intervals. As such, where you request us to base your charges for advice on the total value of your bond, we can only do this by using the last available value for the account held in our records. This may be some months out of date, during which time significant market movements may occur. We regret that we cannot facilitate subsequent adjustments in the charges for advice already taken and, if you feel an adjustment is required, you will need to raise matters directly with the adviser the charging agreement is applicable to. In addition, please note that any chargeable event calculations will be based upon the actual payments we have made from the bond.</p>
<p>AD HOC CHARGE FOR ADVICE</p>	<p>Ad hoc charges for advice are a one-off fee you agree to pay to your adviser for advice that they provide in connection with the bond. They are applied as single charges on an ad hoc basis. We can apply this charge as a specific monetary amount only.</p> <p>Any ad hoc charges for advice are applied to the Dealing Account.</p>

*The facilitation of the initial charge for advice, to a financial adviser, from the value of the bond is not available for the Generation Planning Bond. For further information, go to the Trusts and paying for advice section of this document.

PAYING A FINANCIAL ADVISER

When a financial adviser provides you with any personal recommendations (product-based advice) which are not specific to the underlying linked investments of the bond, the charge they make for this advice will be treated as an adviser charge. If you choose to pay an adviser charge to a financial adviser as a withdrawal from the bond, it will form part of the 5% annual tax deferred entitlement.

HOW DO I PAY A FINANCIAL ADVISER?

If you choose to pay an adviser charge as a deduction from the bond, the following options are available:

- › Initial adviser charge*
- › Ongoing adviser charge
- › Ad hoc adviser charge

*Initial adviser charges can be facilitated by us outside of the bond or as withdrawal from the value of the bond once the bond is set up. However, we are only able to facilitate an initial adviser charge to a financial adviser if the bond allows it. Initial charges from inside the bond may not be available for some trust cases, please see the 'Trusts and paying for advice' section, later in this guide, for more information.

PAYING ADVISER CHARGES FROM A BOND HELD IN TRUST

Please remember that any instruction to facilitate adviser charges from the value of the bond held in trust, will need to be signed by all trustees.

PAYING AN INVESTMENT ADVISER

If you ask us to accept investment instructions from a nominated Investment Adviser and there is a charge for the advice they provide, the charge they make will be treated as an Investment Adviser Charge (IAC). You can either pay this charge directly to the Investment Adviser or it can be deducted from the bond and paid by us to the Investment Adviser.

HOW DO I PAY AN INVESTMENT ADVISER?

If you choose to pay an Investment Adviser the following options are available:

- › **Ongoing charge** - Where the Investment Adviser provides advice in regards to all of the assets linked to the bond we are able to facilitate the payment as a percentage of bond value or as a monetary amount. However, where the Investment Adviser only provides advice on part of the bond we are only able to facilitate the payment as a monetary amount.
- › **Ad hoc charge** - One-off payments as a fixed monetary amount are available regardless of whether the advice is provided in respect of all, or part, of the assets linked to the bond.

To request the payment from the bond please complete and sign the appropriate sections of the **Adviser Charges Pack** which is available from our website www.utmostinternational.com to registered users, or from your financial adviser on request.

PAYING IAC FROM A BOND HELD IN TRUST

Please remember that any instruction to facilitate IAC from the value of the bond held in trust, will need to be signed by all trustees.

PAYING AN EXTERNAL MANAGER AND/OR CUSTODIAN (EMC)

In addition to the Administration Charge we apply to the bond, any appointed EMC will apply their own charges for managing the investment. Such charges could include custody, transaction or bank fees which will be taken directly from the External Managed Account. Your EMC or financial adviser can provide specific details of these charges.

Where the EMC is appointed on an advisory or discretionary basis then, in addition to the fees outlined above, they may also charge for advice they provided on the underlying investments. These charges will be treated as Investment Adviser Charges. As they are taken by the EMC we refer to them as EMC Investment Adviser Charges (EMC IAC) in this guide.

HOW DO I PAY AN EMC FOR INVESTMENT ADVICE?

You will need to discuss with your EMC how you wish to pay them for any investment advice they have provided. You can choose to pay their charge:

- › Directly to the EMC outside of the bond, or
- › By allowing the EMC to take the payment directly from the External Managed Account*

* Payments for advice not related to the underlying investments, such as tax advice, will not be permitted to be taken from the External Managed Account. However, not all External Managers can facilitate EMC IAC - the appointed External Manager will be able to confirm whether this option is available. Due to the nature of accounts managed on an investment platform, EMC IAC is not available under this arrangement.

TRUSTS AND PAYING FOR ADVICE

Where we facilitate charges for advice in respect of a trust arrangement, we will need:

- › Authority from the Settlor for any initial charge relating to advice given before the trust is created
- › Authority from the trustees to pay for any charge for advice received once the trust has commenced

There may be additional UK Income Tax and Inheritance Tax implications for you and your trustees to consider in relation to any payments made to cover charges for advice. You should discuss these with your financial adviser and you can also find further details in our **Guide to Trusts** brochure.

For our Generation Planning Bond, and for some of our specimen trusts, we have decided not to facilitate certain charges for advice from the bond. Brief details are given below.

GENERATION PLANNING BOND

In order to prevent a Gift With Reservation of Benefit we will not facilitate the payment of the initial charge for advice after investing your money. However, we can facilitate the initial charge for advice outside of the bond as explained earlier in this guide.

After your money is invested we are able to facilitate ongoing and/or ad hoc charges for advice. As the trustees are the legal policyholders, the instruction to pay charges for any type of advice from the bond must come from the trustees or their delegates.

Alternatively, charges for advice can be paid directly to the financial adviser, Investment Adviser or EMC outside of the bond. We recommend that you discuss with your adviser the nature of the advice that will be required after the bond is established. For example, payments for any advice provided for the trustees, which are paid directly by you (the Settlor) outside of the bond after the bond is established, may have UK Inheritance Tax implications for you if they are treated as additional transfers of value which exceed any available Inheritance Tax annual exemption. Similarly, care will be required to avoid the Trust Fund being used to pay any personal advice given to you (the Settlor) as this may create a Gift With Reservation of Benefit and is not permitted under the product.

ABSOLUTE AND DISCRETIONARY TRUSTS, WHERE SETTLOR CANNOT BE A BENEFICIARY (NEW TRUST USING UTMOST DRAFTS)

In order to prevent a Gift With Reservation of Benefit, we will not facilitate an initial charge for advice, given to you as the Settlor, from inside the bond. However, we can facilitate it outside of the bond prior to the bond and trust being established (please see the next page for more information). The trustees can choose to pay ongoing and ad hoc charges for advice (including investment advice) from the bond once the trust is established. However, please note that any payments agreed by the trustee for advice given to the Settlor, or vice versa, could cause tax issues and are not permitted. Speak to your adviser concerning Gifts With Reservation of Benefit or refer to our **Guide to Trusts** brochure.

UK PENSION ARRANGEMENTS

If your bond represents the asset of a registered UK Pension scheme (for example a Self-Invested Personal Pension (SIPP) or Small Self-Administered Scheme (SSAS) arrangement) then you should ensure, together with your adviser, that any adviser charges meet the requirements set down by HM Revenue & Customs for authorised scheme payments.



If you appoint Utmost Trustee Solutions as trustee of a new Generation Planning Bond, ongoing Investment Adviser Charges (IAC) or External Manager and/or Custodian Investment Adviser Charges (EMC IAC) may be agreed by you (the Settlor) on behalf of the trustee, up to a maximum limit of 0.5% per annum of bond value or £500 in a year, payable at your chosen frequency. Should you wish to agree a charge outside these limits, the Trustee's agreement will also be required.

For more information about Utmost Trustee Solutions please see **Utmost Trustee Solutions - A Guide to our Services**.

The company details for Utmost Trustee Solutions Limited can be found in the footer at the end of this document.

The table below outlines the options available to pay charges for advice under our trusts:

	ADVICE PROVIDED TO THE SETTLOR OR DONOR BY A FINANCIAL ADVISER		ADVICE PROVIDED TO THE TRUSTEES	INVESTMENT ADVICE PROVIDED, BY AN INVESTMENT ADVISER OR EMC, TO UTMOST PANEUROPE
	Initial charge for advice outside of the bond (1)	Initial charge for advice from inside the bond (2)	Ongoing or ad hoc charge for advice from inside the bond	Ongoing or ad hoc charge for investment advice from inside the bond (4)
PROBATE TRUST	Yes	Yes	Yes	Yes
EXCLUDED PROPERTY TRUST	Yes	Yes	Yes	Yes
DISCRETIONARY TRUST (SETTLOR CAN BE A POTENTIAL BENEFICIARY)	Yes	Yes	Yes	Yes
LOAN TRUST	Yes	Yes (3)	Yes	Yes
ABSOLUTE TRUST (DONOR CANNOT BE A BENEFICIARY)	Yes	No	Yes	Yes
DISCRETIONARY TRUST (SETTLOR CANNOT BE A POTENTIAL BENEFICIARY)	Yes	No	Yes	Yes
GENERATION PLANNING BOND ABSOLUTE TRUST	Yes	No	Yes	Yes
GENERATION PLANNING BOND DISCRETIONARY TRUST	Yes	No	Yes	Yes

- 1 The term 'outside of the bond' includes:
 - (a) payments made between you and your adviser and/or EMC (direct payments) and
 - (b) where we deduct the charges for advice from the payment you make to us before investing the balance as the premium into the bond.
- 2 The term 'from inside the bond' includes any payment that is made from the bond after the premium has been invested.
- 3 Any payment of charges for advice from the bond for advice received by the Settlor would count as a part repayment of the loan, as the Settlor is not a beneficiary of the trust fund. This will reduce the remaining balance of the loan that can be used to provide an 'income' to the Settlor. Please speak to your financial adviser for further information.
- 4 An ad hoc or an ongoing Investment Adviser Charge could be set up before, or after, the trust is established. If the charge is set up using the relevant forms then this will be advice to Utmost PanEurope dac, not the trustees or Settlor, and therefore it can be facilitated from the bond at any stage. Please note that the advice must be for investment advice linked to the underlying investments only. Other advice given to the Settlor, for example relating to the establishment of the trust, cannot be taken as an IAC or EMC IAC and must be taken before the trust is created.

Where you have agreed with your adviser to pay a charge relating to any type of advice, from your bond, you will also need to be aware of the following information.

HOW DO I ARRANGE FOR CHARGES FOR ADVICE TO BE PAID FROM MY BOND?

You, or your trustees, can request that we facilitate the payment of adviser charges to your financial adviser, by completing and signing the adviser charging section of the relevant application form for your chosen product. For certain trusts initial advice may not be able to be paid from inside the bond (see the table earlier in this section for more information).

Once the bond is in force, you can request we facilitate the payment of any type of charges for advice as a deduction from inside the bond, by completing the relevant section of the **Adviser Charges Pack**.

Charges for advice will not be paid from your bond until we have received the relevant agreement completed and signed by you, or where applicable the trustees.

Please remember that we cannot facilitate the payment of charges for advice in advance of the relevant services being provided to you.

CAN I STOP PAYING CHARGES FOR ADVICE FROM MY BOND?

Yes. If you no longer wish to pay charges for advice from your bond you should speak to your adviser. You, or your adviser, can cancel any arrangement to pay for advice at any time. If you cancel an arrangement we will stop any further advice charges in relation to that existing arrangement.

If we receive an instruction to cancel any charges for advice, we will confirm the charging agreement has been cancelled to both you and the relevant adviser and/or EMC. You will need to make other arrangements with your adviser/ EMC to pay any outstanding charges or charges for future services they provide.

Where the bond is held in trust the instructions to cancel a charge for advice will usually be confirmed between the trustees and the adviser. In addition, any instructions to facilitate new charges will also need to be agreed and signed for by the trustees.

Once your bond is in force we require a month's notice of any changes to the charges for advice that we facilitate. You can restart payments of charges for advice from your bond at any time. To restart payments you will be required to complete a new **Adviser Charges Pack**.

WHAT HAPPENS TO CHARGES FOR ADVICE IF I CANCEL MY BOND?

If you exercise your right to cancel the bond during the 30 day cancellation period, we will not return any amount relating to charges for advice already paid to your adviser and/or EMC. If necessary, you will need to reclaim any refundable payments in relation to these charges directly from your adviser and/or EMC.

WHAT HAPPENS TO ANY CHARGES FOR ADVICE IF I SURRENDER MY BOND?

If you fully surrender your bond and are paying any charges for advice from the bond, any outstanding or further charges due on or after the day of surrender will be stopped. Where applicable, you will be responsible for paying your adviser and/or EMC directly.

Please remember that the Generation Planning Bond cannot be surrendered during the lifetime of the applicant (or both applicants in the case of joint applications).

WHAT HAPPENS TO ANY CHARGES FOR ADVICE IF I SURRENDER INDIVIDUAL SEGMENTS WITHIN MY BOND?

If you, or where applicable the trustees, surrender one or more segments within your bond, any charges for advice will not change. Any applicable charges for advice will be redistributed to other segments in your bond.

CAN I REQUEST A REFUND OF ANY CHARGES FOR ADVICE ALREADY PAID?

Arrangements to refund any charges for advice taken from the bond should be discussed between you and your adviser and/or EMC.

If a refund is agreed, then in certain circumstances the refunded amount may be able to be re-invested into the bond. This would be treated as an additional premium and would be subject to minimum investment requirements and charges. Where a policy is in trust, paying in an additional premium may not be possible or have tax implications in respect of the settlement. You should discuss individual circumstances with your financial adviser before taking any action.

Adviser Charges: Please be aware that, even if a refund has been agreed between you and your financial adviser, the tax position of any adviser charge taken from the bond cannot be reversed. If an adviser charge creates a chargeable gain on your bond, because it exceeds the 5% annual tax deferred entitlement when added to other withdrawals in the policy year, then it cannot be reversed once the adviser charge has been paid.

WHAT HAPPENS IF I CHANGE MY ADVISER AND/OR EMC?

If you want to change your adviser or EMC you will need to discuss with them how to settle any outstanding charges for advice that are due. Once you have informed us of the decision we will stop any existing charges for advice being deducted from your bond.

WHAT HAPPENS IF I DIE?

If the bond is brought to an end on or after your death, payment of charges for advice from your bond will be stopped. This means any outstanding payments that are due to the adviser or EMC may still need to be settled directly with your adviser and/or EMC.

WHAT HAPPENS IF MY BOND FALLS BELOW THE MINIMUM AMOUNT REQUIRED TO KEEP IT IN FORCE?


If the bond falls below the minimum amount required to keep the bond in force any charges for advice agreed to be paid from the bond will be stopped. If any amount requested to be taken from the bond to cover charges for advice would take the bond below this minimum, then the request will not be processed and we will write to tell you. In both these instances, you will need to pay any outstanding charges for advice directly to your adviser and/or EMC.


CHARGING DATES

Product Management Charge	Policy quarter
Administration Charge	
Interest (Credit/Debit, if applicable)	Calendar quarter end
Charges for advice	Given date either monthly, quarterly, half-yearly, yearly or ad hoc
Dealing Fees and Payment charges	Will be taken at the time of any deal, withdrawal or surrender where applicable


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WEALTH SOLUTIONS

A WEALTH *of* DIFFERENCE

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