

For advisers' use only – not to be relied on by anyone else

*Your guide to*  
***Offshore investing***  
*with Standard Life*  
***International***



# Hello.

When your clients are thinking about investing over the long term, they may have two big considerations:

- As financial markets fluctuate, they need to be in control of their money; and
- as their personal circumstances change, they need the flexibility to move their investments wherever and whenever they might need, or make withdrawals at short notice.

They can't afford to be locked into an uncertain future.

An International Bond from Standard Life International can give your clients that freedom and control. They can choose from a wide range of investments, moving their money between them without incurring tax penalties. (Please note that switches involving certain types of investment can incur charges – please see the International Bond Key Features (IB17) for more information.)

The International Bond offers a clean charging structure that gives commission flexibility. The Bond also has the flexibility to allow you to set your own allocation rate (within limits – please see our 'Commission Guide' (IB20) for more information). And an International Bond is highly tax efficient; benefiting from what is commonly known as gross roll up, it grows virtually tax free with client liabilities deferred to exit. As well as giving the investment even more potential to grow, gross roll up can also be used to help manage tax planning and gives the potential for tax savings if your client's personal circumstances change in future.

# How we can help you and your clients.

With headquarters in Dublin, we benefit from the tax advantages associated with offshore investment, as well as the brand recognition associated with our parent company, Standard Life Assurance Limited.

## **Flexible commission for you**

It's your commission, so it should be your choice. We offer initial, funded initial and renewal commission options and you may choose a combination of commission types for each investment. Please see our Commission Guide for information on the choices available.

Commission is directly linked to the bond's charging structure and is offered in bundled packages for simplicity. You may also choose a bespoke structure if that better meets your and your client's needs. Funded initial commission can be rebated to increase your client's allocation rate on a 1 for 1 basis.

## **Leading range of investments**

Standard Life International can offer your client a wide range of investments including a portfolio of Insured Funds from some of the UK's leading asset management companies.

In addition to this, your client can access a platform of Mutual Funds, a panel of Discretionary Fund Managers, and a selection of Deposit Accounts. We can also permit your client to invest in a fund that is not on our platform, subject to the fund being compatible with our International Bond, and your client agreeing to an additional charge. And should your client's circumstances or priorities change, they can switch between investments at any time without triggering a tax charge.

Please note that switches involving certain types of investment can incur dealing and custodial charges. Please see the International Bond Key Features for more information.

A Deposit Account provider may charge your client for a transfer of money to or from a Deposit Account. Any such charge may be greater if the transfer of money is a same-day transfer.

## **Flexible charging to suit your client**

Our flexible and transparent charging structure means your clients are charged according to their own particular circumstances, giving them a fair deal and value for their money.

The base allocation rate is 100%. This can be varied depending on the commission option taken.

Please refer to our Commission Guide for further details.

## **Flexible access for your client to their money**

Each policy year, withdrawals up to a total of 5% of the original investment can be taken with no immediate personal liability to tax. And we can offer a number of different distribution frequencies to fit with your client's plans.

As an International Bond is divided into 100 segments (or a different number if desired, subject to a minimum investment of £200 per segment), your client has the flexibility to surrender their bond in the most tax advantageous way for them – either by withdrawals across the segments or cashing in full segments.

When assigning from a trust to beneficiaries, 100 segments should provide more than adequate flexibility to divide up the bond as and when required.

*With the full backing of Standard Life behind us, we have the brand recognition and financial experience to reassure your clients that their money is in safe and experienced hands.*

**Our people**

We're determined to deliver the same level of service on which our parent company, Standard Life Assurance Limited, has built its reputation.

Our team of specialists in Dublin are committed to making your dealings with us as easy, helpful and straightforward as possible. We're constantly measuring the quality of our own service, and we're always looking for new ways to enhance our offering to you.

**Supporting you**

Your nearest Account Manager is on hand to help you at every stage. And we've designed a range of briefing cards to help you with any technical issues you may come across.

With a comprehensive range of trusts and supporting information on [www.adviserzone.com](http://www.adviserzone.com) to save you valuable time, Standard Life International can provide you with the support you need.

Although targeted primarily at the same consumer groups as the onshore market, investors most suited to offshore investment are defined by key niche segments within these groups:

And some groups which are not targeted by onshore:

### **Expatriates/Britons planning to move or work abroad**

At least 5.5 million British-born people live abroad. The number of British citizens who choose to move abroad permanently has risen from 53,000 in 2001 to 107,000 in 2005 – that's around 2,000 per week.<sup>1</sup>

### **Wealth preservation**

It is not only the rich and famous that need to consider Inheritance Tax solutions. Inheritance Tax receipts for the year ending 31 March 2008 totalled 3.84 billion.<sup>2</sup>

### **Tax control**

Diversifying your client's portfolio into offshore bonds gives the potential for tax savings when their circumstances change in future.

### **Additional way to save for retirement**

High net worth individuals whose pension will be capped by the lifetime limit and are looking for an alternative tax efficient vehicle for their retirement savings.

### **Specialist investment**

An offshore bond gives access to funds unavailable to onshore bonds – giving greater investment choice.

<sup>1</sup> Source: Institute for Public Policy Research, December 2006

<sup>2</sup> Source: HM Revenue & Customs

# Offshore tax benefits at a glance.

## Investment choice

Access to a wide range of investments, many of which are unavailable to onshore bonds.

## Virtual tax-free capital growth

Virtually tax-free growth provides the potential for higher investment returns.

## Manage when tax is paid

Investors have the opportunity to manage when tax is paid and potentially mitigate the amount payable.

## Tax-deferred income

A tax-deferred allowance of up to 5% of the original payment per policy year until the amount of the original payment has been withdrawn.

## Easy to switch between investments

Switching between the available investments within the Bond will not give rise to a chargeable event. Please note that switches involving certain types of investment can incur charges. Please see the International Bond Key Features (IB17) for more information.

## Tax efficient

Writing an offshore bond in an Inheritance Tax efficient trust may help reduce a potential tax liability on your client's death.

## Flexible policies

Our offshore bond can be written as a number of individual policies (or segments) to give maximum flexibility when cashing in the bond.

## Time apportionment relief

An investor spending time abroad as a UK non-resident will benefit from time apportionment relief on his return when his gain is calculated.

## Self assessment friendly

Your clients don't have to report anything to HM Revenue & Customs until a chargeable event arises.

Tax and legislation are likely to change. All the information in this document relating to taxation is based on our understanding of law and tax practice in Ireland and the UK at the date of publication.

The future tax position of the Bond or your client's tax position may alter. Standard Life is not responsible for any advice given on the basis of this document.

*Flexible  
commission  
options*

*Flexible  
charging  
structure*

*Simple  
administration*

*Supporting  
your business*

*Wide range  
of investments*

**Pensions**  
**Mortgages**  
**Savings**  
**Investments**  
**Healthcare**  
**Insurance**

## **Speak soon.**

If you'd like more information on offshore investing, or if there's anything more about Standard Life International we can help you with, just call us on this number, or visit our website. Call charges may vary and your call may be recorded or monitored to improve our service.

**0845 300 4273**

**[www.slinternational.ie](http://www.slinternational.ie)**

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