

This document is intended for adviser use only

This is an adviser guide about

investment options for SIPP

from Standard Life



Hello.

With access to a range of fund managers, competitive prices, and our simple servicing process, we'd like to think that our SIPP pretty much has investments covered.

To start with, we have our own range of pension funds. Then there's SIPP FundZone, our leading mutual funds platform, and **sigma**, our own range of mutual funds. In total that's over 1,500 different funds to choose from.

That's not forgetting the added attraction of being able to invest SIPP funds in a wide range of investments such as stocks & shares, and commercial property. We'll tell you, in this guide, about the full range of investments we will (and won't) accept.

As with most things these days, we're moving away from paper based information and moving more online - that's why details of each investment fund available are no longer included in this guide. Everything can now be found on our adviser website – **adviserzone**.

Overall, this guide should act as a quick reference – it will tell you what the investment options are and where you can find out more.

Access to fund information couldn't be easier, just log on to - www.adviserzone.com/sippzone

Click here to find:

Monthly investment bulletins,
fund reports and past
performance summaries

The screenshot shows the 'adviserzone' website with the 'SIPPZone' section active. The navigation bar includes 'Home', 'Literature', 'Funds', 'SIPPZone', and 'Secure Services'. The main content area is titled 'Welcome to SIPPZone' and includes a paragraph explaining the site's purpose. Below this, there are three main columns of content. The left column is 'SIPP Literature' with a list of links: 'SIPP Forms', 'Drawdown Forms', 'Investment Guides', 'Other Guides', 'Key Features', and 'Commercial Property'. The middle column is 'Secure Services for SIPP' with sub-sections: 'Quote and Apply' (New Quote, Retrieve Existing Quote, Apply Online), 'Tools' (Portfolio Planner, Risk Assessment Questionnaire, Retirement Manager), and 'Track, Value, Switch and Service' (Policy Number, Track New Business, Value, Switch and Service). The right column is 'askTECH' with a search box and a 'Submit' button. At the bottom, there is a 'Fund Information' section with dropdown menus for 'Fund manager' and 'Fund types'. A 'Need Help?' section with a contact number '0845 08 45 000' is also visible.

Click here to find:

Fund lists and
Investment guides

Click here to find:

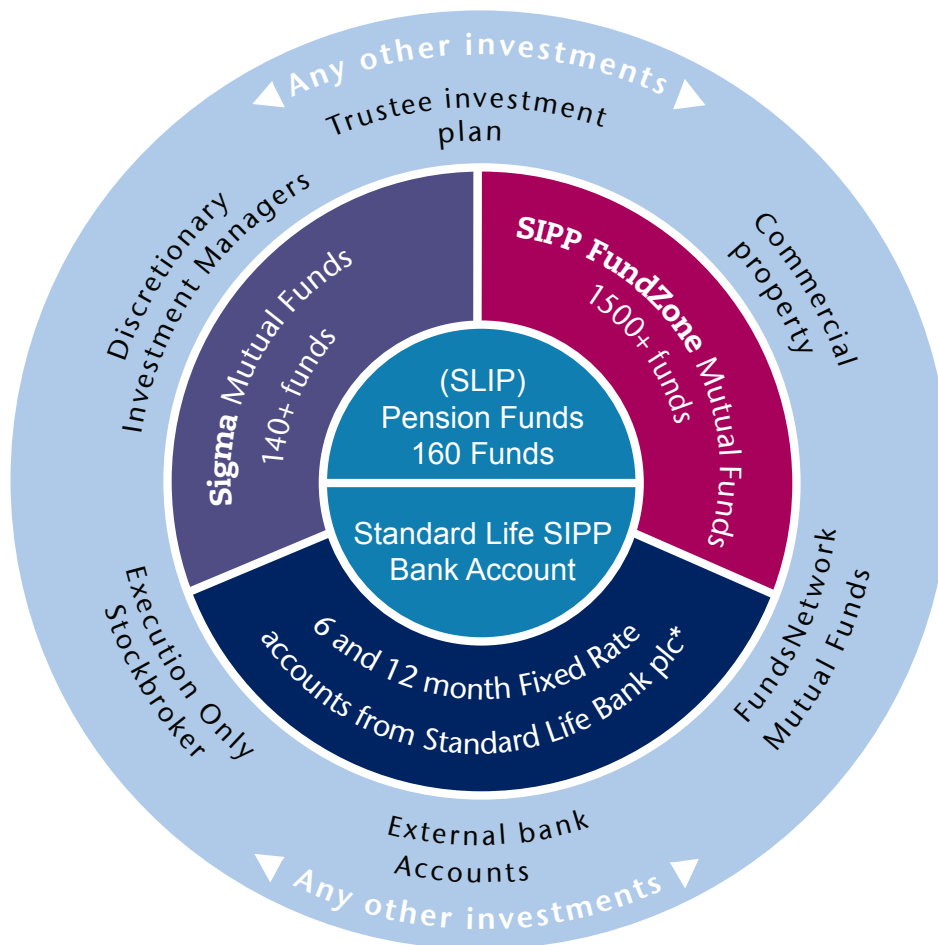
Daily fund prices and
fund fact sheets

You can also trade online on adviserzone.com

SIPP investment diagram

We thought it'd be helpful to show you how we treat the investments within our SIPP. We've shown details of the large fund discounts and some of the charges that apply.

Details of all charges and discounts can be found in 'Your guide to SIPP Charges & Discounts' (SLSIP20).



Inner ring investments

Standard Life Investment Policy (SLIP) funds

- 160 pension funds
- No initial or yearly SIPP admin charges
- Large fund discounts

Middle ring investments

SIPP FundZone Mutual Funds

- 1500+ mutual funds
- No SIPP initial admin charge
- Reduced yearly admin charge (see Page 5)
- Large fund discounts
- No initial charge

Sigma Mutual Funds

- 140+ mutual funds
- No SIPP initial admin charge
- Reduced yearly admin charge (see Page 5)

Fixed Rate Accounts

- Choice of two accounts (see Page 5)
- No SIPP initial charge
- Reduced yearly admin charge (see Page 5)

Outer ring investments

Any other investments

- Wide range of investments
- Initial and yearly admin charge

*Standard Life Bank plc is a division of the Barclays Group

A little bit more detail about each investment option...

Standard Life Pension Funds (SLIP)

These are at the core of our investment options, and offer your clients a comprehensive range of pension funds from Standard Life and other fund managers. We call these our 'SLIP' funds.

Your clients will not pay any initial or yearly SIPP administration charges if they choose to fully invest in these funds. They may also receive a large fund discount.

What's more, clients who are also fully invested in SLIP funds could also use our innovative Dripfeed Drawdown option for withdrawing income, whilst they remain invested in SLIP funds. You can find out more about the income drawdown options in our 'SIPP Key Features Document' (SLSIP17).

A full list of all the SLIP funds is contained in our 'SIPP Pensions Fund List' (SLSIP5c) which can be found on **adviserzone**.

SIPP FundZone Mutual Funds

With over 1500 funds available, we like to think that you'll now find it easier to help your clients choose the right investment strategy for them. No initial charge or transaction charges, large fund discounts and a reduced yearly administration charge (as long as they don't invest in outer ring investments), makes this a very attractive option.

A full list of all the SIPP FundZone mutual funds is contained in our 'SIPP FundZone Fund List' (SLSIP5e) which can be found on **adviserzone**.

Standard Life Mutual Funds (*sigma*)

In addition to the mutual funds available from SIPP FundZone, your clients can choose from our own mutual funds (we call these our **sigma** mutual funds).

Your clients will pay reduced yearly administration charges (as long as they don't invest in outer ring investments) and no transaction charges if they invest in our **sigma** mutual funds.

A full list of all the **sigma** mutual funds is contained in our 'SIPP **sigma** Mutual Fund List' (SLSIP5f) which can be found on **adviserzone**.

Fixed Rate Accounts

Standard Life Bank plc provide 2 fixed rate accounts, offering terms of up to 6 months, and up to 12 months. Standard Life Bank plc is a division of the Barclays Group.

Your clients will not be charged an initial SIPP charge and will pay reduced yearly administration charges.

Any other investments

There is a wide range of investments to choose from. See page 6 for details of all the other investments we will (and won't) accept.

Your clients will pay an initial SIPP administration charge and yearly SIPP administration charge for these investments.

All charges and discounts in relation to the above investments can be found in 'Your guide to SIPP charges and discounts' (SLSIP20).

Other investments to choose from

In addition to investing in our SLIP pension funds, **sigma** and SIPP FundZone mutual funds, we'll also allow any of the following investments. We also show the investments not permitted with our SIPP.

Investments we'll accept

- Bid Term Accounts available through the Royal Bank of Scotland.
- Borrowing – only allowable to finance the purchase of Commercial Property.
- Commercial Property (see our 'Commercial Property with Self Invested Personal Pension' (SLSIP82) and 'Commercial Property Charges Sheet' (SLSIP81))
- Company shares listed and traded on AIM (shares must not be purchased where the client, or anyone connected to the client, is connected to the company in which the shares are being bought).
- Company shares listed and traded on OFEX (shares must not be purchased where the client, or anyone connected to the client, is connected to the company in which the shares are being bought).
- Contracts For Difference – CFDs are available through our panel of DIMs.
- Convertible Securities are bonds that can be converted into equity.
- Corporate Bonds listed on LSE through Stocktrade. Others may be available through a DIM account.
- Deposit and Fixed Rate Accounts with any licensed deposit taker that has a UK presence, and accepts pension trustees monies.
- Derivatives are available through our panel of DIMs.
- Discretionary and advisory fund management using our panel of Discretionary Investment Managers (DIM): Standard Life Wealth, Newton, Tilney, Cazenove, Brewin Dolphin, Morgan Stanley Quilter, Barclays Wealth, Rathbone, Brooks MacDonald and UBS.
- Exempt Property Unit Trust – they must not infringe connected party or taxable property rules. Liquidity of investment will be considered before investing.
- Exchange Traded Funds via execution-only stockbroker (Stocktrade).
- Fixed Interest Securities available via execution-only stockbroker (Stocktrade).
- Futures and options, available through our panel of DIMs, relating to stocks and shares, where the DIM has agreed to limit Standard Life's liability to the value of the assets held in the customer's plan.
- Gilts/Government Bonds available via execution-only stockbroker (Stocktrade).
- Hedge Funds that are listed, or classified, as UCITS.
- Investment Trusts – traded as stocks and shares (via execution-only stockbroker – Stocktrade).
- Life Assured Policies.
- Managed Funds – a packaged product that spreads investment risk.
- Mutual Funds (including authorised unit trusts, OEICS, SICAV and UCITS).

Investments we'll accept

- OEICS (Open Ended Investment Companies).
- Offshore Bonds – investments bought must be acceptable SIPP investments.
- Overseas Equities must be discussed with our stockbroker to ensure they can arrange a trade on the exchange concerned.
- Permanent Interest Bearing stock – stock issued by Building Societies.
- Real Estate Investment Trusts (REITS).
- Shareplans – a packaged product that spreads investment risk.
- SICAVs – essentially the European equivalent of Unit Trusts (settled in sterling).
- Stocks and Shares listed or dealt on HMRC recognised UK or overseas Stock exchanges using Stocktrade.
- Traded Endowment Policies (TEPs) traded by an FSA regulated person.
- Trustee Investment Plans (TIPS) or Pension Investment Plans (PIPS) of any UK insurance company.
- Trustee borrowing – this will be limited to commercial property purchase only.
- UCITS – a type of OEIC.
- UK Equities via execution-only stockbroker (Stocktrade).
- Umbrella Funds – a packaged product that spreads investment risk.
- Unauthorised unit trusts – liquidity of investment will be considered before investing.
- VCTs (Venture Capital Trusts) listed on the London Stock Exchange.
- Warrants, via our panel of DIMs only.

Investments we won't accept

- Commercial Property of certain types (see our 'Commercial Property Guide' SLSIP82 for details).
- Fishing Quotas.
- Gold bullion.
- Limited Partnerships.
- Livestock (including cattle and race horses).
- Loan stock in private limited companies.
- Loans to any party.
- Milk Quotas.
- Premium Bonds.
- Residential Property (including land for residential property development).
- Tangible moveable property (fine art, wine, antiques, vintage cars, chattels, plant and machinery, precious metals, etc).
- Unlisted shares in private limited companies.

More support & services...

Managing your client's investments

Ten Discretionary Investment Managers on hand to manage your client's funds.

See our guide 'This is all about Discretionary Investment Management' (SLSIP24) on **adviserzone** for more details.

SIPP Bank Account

An account which can be used to:

- keep cash available for investment opportunities
- make income payments
- pay charges

Interest is accrued daily and applied on a monthly basis. Our rate of interest is normally 1% below the Bank of England base rate. You can check the rate by contacting us.

Cash saving options

Two fixed rate cash savings options from Standard Life Bank plc, a division of the Barclays Group:

- up to 6 months, and
- up to 12 months.

These accounts have a fixed end date. Your clients need to invest on the first available investment date to benefit from the full term. New accounts will be available each month and the rate can vary. Withdrawals are not permitted. An Early Closure Charge will apply if your client needs their money before the maturity date.

See our 'SIPP Fixed Rate Accounts' (SLSIP46) on **adviserzone** for more details.

Portfolio planner

An interactive tool to help you recommend the right investment mix for your clients. Features include:

- Stochastic forecasting – understand how different investment portfolios could affect your client's long-term investment goals.
- Fund Selection – shows key fund characteristics to help you choose from the extensive range of internal and external funds.
- Reports – generates reports for client's suitability letters and audit trails.

The SLIP, SIPP FundZone and **sigma** mutual funds from Standard Life are included in the portfolio planner.

To use it, just log on and register at

www.adviserzone.com

Questions?

Call our SIPP Customer Centre

0845 0845 000

(call charges may vary)

Customers can find fund information on:
www.standardlife.co.uk

Pensions
Savings
Investments
Healthcare
Insurance

Speak soon.

If you'd like further information on this or any of our other products, or if there's anything more about Standard Life 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 0845 000

www.standardlife.co.uk

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*Authorised and regulated by the Financial Services Authority.

Telephone (0131) 225 2552. *Calls may be recorded/monitored.*

www.standardlife.co.uk

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