

# IFGL SIPP

## Target Market & Fair Value Assessment



# GUIDE FOR DISTRIBUTORS (INDEPENDENT FINANCIAL ADVISERS)

## Information

IFGL Pensions has undertaken a Target Market and Fair Value Assessment as the manufacturer of the IFGL SIPP product. This document is designed to present the outcome of our Target Market and Fair Value Assessment, carried out during the lead up to implementing the New Consumer Duty at the end of July 2023. The Duty introduces new rules and guidance to ensure good outcomes for retail customers. One of the key areas of the Duty is to ensure that products and services provide a target market and fair value with a reasonable relationship between the price consumers pay, and the benefit they receive.

The IFGL Self-Invested Personal Pension (SIPP) is a type of personal pension plan that permits customers to invest in a wide range of investments for the purposes of building a retirement fund within a tax-efficient pension wrapper.

## Target Market Summary

Product information	Detail
Who is the target market?	<p><b>The IFGL SIPP is designed for your clients who:</b></p> <ul style="list-style-type: none"><li>• Are International retail clients who are expatriate former UK residents who are now non-UK Taxpayers</li><li>• Are investors with at least £75k to transfer into the pension</li><li>• Are confident investing for the medium to long term and are willing to accept a level of market risk to increase potential reward</li><li>• Are either in the accumulation stage of their pensions' lifecycle, or the decumulation stage</li><li>• Are using a pension as a vehicle to pass on wealth to beneficiaries or dependents</li><li>• May wish to consolidate existing pensions held elsewhere</li><li>• Have received financial advice on the suitability of the product based upon the clients' objectives and personal circumstances</li><li>• Wish to invest in a wide range of investments, which may include Investment Bonds</li><li>• Are not intending to invest in Commercial Property or Non-Standard Investments</li></ul>
Who isn't the product suitable for?	<p><b>The IFGL SIPP is not designed for your clients who:</b></p> <ul style="list-style-type: none"><li>• Want access to Non-Standard Investments or Commercial Property</li><li>• Only want access to a more limited range of investments</li><li>• Has less than £75k to transfer into the pension</li><li>• Do not accept a degree of risk to their capital, or who are planning to access their monies earlier than the minimum pension age set out in UK legislation</li></ul>

Suggested Distribution Channel	<p>The product can only be distributed by regulated financial advisers.</p> <ul style="list-style-type: none"> <li>• In the International market: <ul style="list-style-type: none"> <li>○ Advisers must be regulated by a recognised regulatory body and hold a license to advise on retirement planning, investments and pensions</li> <li>○ Individual advisers must hold a qualification in the jurisdiction in which they are operating which is equivalent to UK Level 4 qualification standard.</li> </ul> </li> <li>• The product is not intended to be sold directly to end customers</li> </ul>
--------------------------------	---

## Fair Value Assessment

IFGL Pensions has undertaken a Fair Value Assessment as the manufacturer of the IFGL SIPP product, considering a range of indicators and measures which contribute to the overall value that customers receive from this product.

Assessment	Detail
Details of Fair Value Assessment	<p>The Assessment covered the four outcomes of the Consumer Duty: 1) products and services, 2) price and value, 3) consumer understanding, and 4) consumer support.</p> <p>Our analysis included:</p> <ul style="list-style-type: none"> <li>• <b>Fees and Charges</b> – a review of the costs incurred by our customers to ensure they represent fair value, taking into account the features and benefits of this product; scenario testing based upon our target market; margin level assessment; competitor analysis, as well as the costs associated with financial advice for customers engaging with this product.</li> <li>• <b>Customer Insight and Feedback</b> - including complaints analysis.</li> <li>• <b>Target Market Distribution Strategy</b> – considering whether the IFGL SIPP meets the needs, characteristics and objectives of the target market, any risks of the product to the target market and vulnerable customers, and adviser feedback.</li> <li>• <b>Communications</b> – testing of our customer communications to help ensure our customers receive communications which are clear and understandable.</li> <li>• <b>Service Delivery</b> – ensuring we can provide a service level in line with the expectations of our customers, and aid in avoiding foreseeable harms.</li> </ul>
Date of Fair Value Assessment	This review was completed in June 2023.
Outcome of Fair Value Assessment	<p><b>Considering the FCA rules and guidance, the IFGL SIPP product provides fair value to retail customers within the target market.</b></p> <ul style="list-style-type: none"> <li>• IFGL Pensions considers the product and associated service offers fair value, and that costs and charges associated with the product are proportionate and reasonable.</li> <li>• We will conduct annual assessments and review this product to ensure it continues to represent fair value in the future.</li> <li>• Further information can be requested by emailing <a href="mailto:pensions@ifglpensions.com">pensions@ifglpensions.com</a></li> </ul>

If you require further information on anything contained within this document please contact [pensions@ifglpensions.com](mailto:pensions@ifglpensions.com).