Scottish Equitable International

For financial advisers only | Wealth Management Portfolio

Charges and commission guide

Want to know about the flexible charging structures and commission options available to you and your clients? They're all explained here.

Charges and commission options

The charges and commission options available on our Wealth Management Portfolio have been built with flexibility in mind.

We know that one size doesn't fit all. That's why we've set things up so you can:

- put together a structure that suits you, or
- choose from one of the standard charging options, which are shown in the table below

We pay a standard initial commission of 6% on all Wealth Management Portfolio business, except on option E.	Options				
	A – initial	B – five years	C – eight years	D – enhanced allocation	E – nil
Initial commission	6%	6%	6%	6%	0%
Allocation rate	94%	100%	100%	104%	100%
Establishment charge each year (charged each quarter and based on the greater of contribution or portfolio value)	Nil	1.32% for five years	0.90% for eight years	2.20% for five years	Nil
Cash-in charge (based on the greater of contribution or portfolio value)	Nil	Outstanding establishment charges	Outstanding establishment charges	Outstanding establishment charges	Nil
Portfolio charge each year (charged each quarter and based on portfolio value)**	£15,000+ 0.70% £150,000+ 0.40% £250,000+ 0.25% £500,000+ 0.20% £1million+* 0.15%				
Fund annual management charges	There are specific charges for our Portfolio funds and investments held with another investment provider. For full details of these, please see the key features and personal illustration.				
Custodian fees	Charges made by our custodian will be paid by the client. Where another custodian is appointed the charges will be different and they'll confirm what the charges are.				

*If the investor is a corporate client and the amount being invested is over £1 million, or for any other investor investing more than £5 million, the terms will be agreed on a case-by-case basis.

**These charges apply when investments are deposited with our custodian bank. If any investments are held with another custodian, other charges will apply.

Renewal commission

We can pay up to 1% renewal commission each year on all options. If you choose this, it will be paid for by an equivalent increase in the level of portfolio charge. We'll pay any renewal commission on a quarterly basis.

Initial commission give-up

Under our standard charging options we'll pay you an initial commission of 6%, except on option E.

The table below shows what happens if you give up some or all of your initial commission on options B, C and D and how this affects the establishment charge payable on a yearly and quarterly basis.

Initial commission (%)	Option B establishment charge (%)		Option C establishment charge (%)		Option D establishment charge (%)	
	Year	Quarter	Year	Quarter	Year	Quarter
6.00	1.3200	0.3300	0.9000	0.2250	2.2000	0.5500
5.75	1.2650	0.3163	0.8625	0.2156	2.1450	0.5363
5.50	1.2100	0.3025	0.8250	0.2063	2.0900	0.5225
5.25	1.1550	0.2888	0.7875	0.1969	2.0350	0.5088
5.00	1.1000	0.2750	0.7500	0.1875	1.9800	0.4950
4.75	1.0450	0.2613	0.7125	0.1781	1.9250	0.4813
4.50	0.9900	0.2475	0.6750	0.1688	1.8700	0.4675
4.25	0.9350	0.2338	0.6375	0.1594	1.8150	0.4538
4.00	0.8800	0.2200	0.6000	0.1500	1.7600	0.4400
3.75	0.8250	0.2063	0.5625	0.1406	1.7050	0.4263
3.50	0.7700	0.1925	0.5250	0.1313	1.6500	0.4125
3.25	0.7150	0.1788	0.4875	0.1219	1.5950	0.3988
3.00	0.6600	0.1650	0.4500	0.1125	1.5400	0.3850
2.75	0.6050	0.1513	0.4125	0.1031	1.4850	0.3713
2.50	0.5500	0.1375	0.3750	0.0938	1.4300	0.3575
2.25	0.4950	0.1238	0.3375	0.0844	1.3750	0.3438
2.00	0.4400	0.1100	0.3000	0.0750	1.3200	0.3300
1.75	0.3850	0.0963	0.2625	0.0656	1.2650	0.3163
1.50	0.3300	0.0825	0.2250	0.0563	1.2100	0.3025
1.25	0.2750	0.0688	0.1875	0.0469	1.1550	0.2888
1.00	0.2200	0.0550	0.1500	0.0375	1.1000	0.2750
0.75	0.1650	0.0413	0.1125	0.0281	1.0450	0.2613
0.50	0.1100	0.0275	0.0750	0.0188	0.9900	0.2475
0.25	0.0550	0.0138	0.0375	0.0094	0.9350	0.2338
0.00	0.0000	0.0000	0.0000	0.0000	0.8800	0.2200

Other charges aren't affected by commission give-up.
We reserve the right to vary charges and applicable discounts at its discretion.

If you want to know more about our Wealth Management Portfolio, please contact your local AEGON Scottish Equitable consultant or **access** account manager.

Please note – this communication isn't for private customers and shouldn't be given out to, or relied on by, them.

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