

**keyfacts**®

The Financial Conduct Authority is a financial services regulator. It requires us, Old Mutual Wealth Ltd to give you this important information to help you decide whether this Stocks and Shares ISA is right for you. You should read this document carefully so that you understand what you are buying, and then keep it in a safe place.

# Personalised Key Features Illustration for your Stocks and Shares ISA

## Please read this illustration together with your Key Features Document.

Your Key Features Document describes in general terms the pros and cons of the Old Mutual Wealth ISA. Unlike that document, this illustration has been personalised to you. Its aim is to give you a summary of the account you have chosen and the associated costs and benefits.

Your ISA will be held on our platform. This is an innovative place for you and your financial adviser to build, manage and monitor your investments. It gives you access to a wide choice of funds and a range of tax-efficient ways to hold them in a single place.

Other important documents about your investment include the Old Mutual Wealth Funds List, Making the cost of investment clear, your Costs and Charges Statement and the Key Investor Information Documents (KIIDs) for the funds you have chosen.

For further information about any aspect of this Key Features Illustration, please ask your financial adviser.

<b>Prepared for:</b>	Mr Sean Sample
<b>Financial adviser:</b>	[REDACTED]
<b>Date of this illustration:</b>	[REDACTED]
<b>Reference number:</b>	2-2312429844
<b>Investment range:</b>	SelfSelect

## Purpose of this document:

Its purpose is to show you:

1. The proposed contributions being paid into your ISA, including transfers from other ISAs
2. What the future value of your ISA might be
3. The charges for your ISA and any rebates from fund managers
4. The effect of charges on the future value of your ISA



This illustration treats your ISA as a standalone investment. The calculations and projected values shown do not take into account any other investments you may hold on our platform.

## Notes to help you understand this illustration

The way we present this information and the assumptions we use to calculate future values are in line with the requirements of the Financial Conduct Authority.

- **The amounts shown are not guaranteed.** The words 'might' and 'could' are used throughout this document to remind you that none of the figures or values in the tables are guaranteed. The actual outcome depends on factors that no-one can predict and on the changes and adjustments you might make in future to the funds in your ISA.
- **ISA Allowance.** You can invest up to £20,000.00 in your ISA during the current tax year. Tax years run from the 6 April to the following 5 April. Please note, transfers of previous years' subscriptions do not count towards your current tax year allowance.
- **Don't forget inflation.** Over the years, inflation will reduce the buying power of your money. For example, in twenty years time, after allowing for inflation at 2.5% a year, £10,000 would only buy you what £6,100 would buy you today.

## 1. Your contribution(s)

The table below shows details of the proposed contributions being paid into this ISA:

Contribution reference	Source of Contribution	Tax year ending 5 April	Type	Contribution amount
A (2-2312429844)	You	2018	Lump sum	£20,600.00

## 2. What the future value of your ISA might be

The table below shows what the value of your ISA might be in 10 years time. Remember that none of the values shown are guaranteed. The future value depends on the rate of growth of your investment and the amount you withdraw.

### Percentage growth rates used

We cannot predict how the investments in your plan will grow, but we can give you an indication of what the future value of your ISA might be using the calculation method described below.

Different types of investment funds have different potential growth rates. For example cash-based funds typically have lower anticipated growth rates than stock-market based funds.

To calculate the values below, we project each fund in your ISA using the specific anticipated growth rates appropriate for that fund. We then add those projections together to produce the values shown.

The 'low', 'mid' and 'high' columns represent a range of possible economic outlooks, taking into account factors such as general investment growth, inflation, wages growth and long-term interest rates. So, for example, if there is low general economic growth over the period of this projection, the figures in the first column represent a more likely outcome. Bear in mind that none of these values are guaranteed.



The figures in these tables take into account the charges applicable over the projection period.

Information on the growth rates used by Old Mutual Wealth for projections is available from the Old Mutual Wealth website: [www.oldmutualwealth.co.uk/funds/fund-information](http://www.oldmutualwealth.co.uk/funds/fund-information). In the separate Key Information Document(s) there is a section called "What are the risks and what could I get in return?" In that section some other figures might be shown for different scenarios. The figures in the Key Information Document and the figures in this illustration use different methods to show what might happen in the future. Neither version can provide an accurate prediction of the unknown future.

At the end of 10 years	Low rate	Mid rate	High rate
Projected value	£18,700	£25,000	£33,200

	Low rate	Mid rate	High rate
Before charges, the annual overall growth rates represented by the above projections would be:	1.75%	4.75%	7.75%

### 3. The charges for your ISA, and rebates from fund managers

#### Your financial adviser's fees

You have instructed us to pay the following fees to your financial adviser.

##### Initial fee:

For your lump sum contribution(s) an initial fee of £600.00. This fee will be taken from your lump sum(s) before investment.

##### Servicing fee:

Your servicing fee is 0.75% of the value of your ISA each year, including VAT where applicable, taken in monthly instalments.

This fee will be collected from your ISA by cashing in units from whichever is your largest fund.

If you make direct payments to your financial adviser or instruct us to make any such payments in the future, this illustration does not take account of them.

#### Old Mutual Wealth charges

##### The Service Charge:

This is a regular charge applied to this ISA. The percentage rate used to calculate the charge takes into account the total value of any investments you hold on our platform.

We take the Service Charge in monthly instalments, based on monthly valuations. Bear in mind that, as the total value of the investments you hold on the platform increases or decreases in future as a result of market movements, withdrawals or further contributions, the Service Charge will vary accordingly.

The charge is based on the following percentages and is taken by cashing in units from your ISA each month.



Total amount invested on the platform	Percentage charge each year
First £25,000	0.40%
From £25,000 to £500,000	0.20%
From £500,000 to £1,000,000	0.15%
More than £1,000,000	0.10%

On the day the charge is due, we calculate an annual charge taking account of the value on that day of all your funds held on the platform. Then we take 1/12th of this as a monthly instalment.

For example, at the mid growth rate your ISA might be valued at £20,400 in 12 months time. Based on this value the annual charge would be 0.400%. This means that the instalment in month 12 for this ISA would be £6.79.

This charge will be collected each month from your ISA by cashing in units from whichever is the largest fund.

### Fund Manager Charges and Rebates:

You don't pay these charges as an actual monetary amount. Instead, the charges made by fund managers are reflected in the daily price of units. The effect of these charges will be offset by any rebates payable to you in the form of additional fund units. The charges differ from fund to fund. Some are known as 'dual-priced' because they have different buying and selling ('bid' and 'offer') prices. This difference is known as the bid/offer spread. Some funds have an initial charge. Any bid/offer spreads and initial charges are taken into account in this illustration.

The ongoing charges and the rebates that apply to the funds you have chosen for your ISA are shown in this table:

Fund Name	Proportion invested	Fund manager charge before rebate (TER*)	Rebate paid to you as additional fund units **	Effective annual fund manager charge after rebates
Old Mutual Cirilium Moderate Portfolio -U (acc)	100.00%	1.24%	0.00%	1.24%

	Average fund manager charge before rebate (TER*)	Average rebate paid to you as additional fund units **	Effective average annual fund manager charge after rebates
Taking into account the proportions of each of the funds chosen for your account at the time of this illustration, the above percentages average out at:	1.24%	0.00%	1.24%

\* The percentage fund manager charges based on the total expected annual cost of running the fund, known as the Total Expense Ratio (TER).

\*\* Rebates from fund managers, which are not guaranteed, are usually paid to you each month in the form of extra fund units added to your ISA. The figures shown are the expected annual rebate for each fund. Rebates are explained in the document: "Making the cost of investment clear" (Charge Basis 3).



The charges, bid/offer spreads and rebates for all funds available for you to invest in are shown in the Old Mutual Wealth Funds List available from your financial adviser or at: [www.oldmutualwealth.co.uk/fundslist](http://www.oldmutualwealth.co.uk/fundslist).

## 4. The effect of charges on the future value of your ISA

Using the assumption that your ISA grows at the mid growth rate (see section 2), and this is by no means guaranteed, the following table(s) show how its value would be affected over the next 10 years by all the charges. The values shown also take account of the positive effect of any rebates.

The table below shows the effect of these charges on the future value of your account.

End of Year	Total contributions to date	Effect of charges to date	What you might get back
1	£20,600.00	£1,120	£20,400
2	£20,600.00	£1,680	£20,900
3	£20,600.00	£2,280	£21,300
4	£20,600.00	£2,910	£21,800
5	£20,600.00	£3,590	£22,300
10	£20,600.00	£7,710	£25,000

The table shows that after 10 years, the cumulative effect of charges and rebates on the remaining value of your ISA could amount to £7,710.

Putting it another way, the effect of the charges would be to reduce the growth rate by 2.8% each year.

This effect of charges information only takes account of the charges we are aware of at the date of this illustration. It does not for example include any additional amount that you may agree to pay your financial adviser in future for fund switches or any other service. Similarly, if you pay your adviser any fees over and above the amount that you have asked us to pay them, the effect of that is not included.

This illustration has been produced using information provided to Old Mutual Wealth for that purpose. It is for guidance only and should not be regarded as a legally binding part of any contract.

Calls may be monitored and recorded for training purposes and to avoid misunderstandings and records are available for at least five years

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# Stocks and Shares ISA

## COSTS AND CHARGES STATEMENT

The purpose of this statement is to show you the potential monetary (£) costs and percentage charges for the contribution(s), shown below, into your account. The costs and charges are shown in three categories:

- **Old Mutual Wealth charge:** This is the charge for setting up and administering your investment on our platform.
- **Advice fees:** These are your financial adviser fees\* that are taken from your account.
- **Fund charges:** These are taken by the managers of the individual funds you have chosen. These charges are reflected in the changing daily prices of funds.

\*If you have agreed to pay your financial adviser's fees directly with them, this is not taken into account in the below figures.

The information in this statement is presented alongside any associated illustrations or projections, and is in line with the requirements of the Financial Conduct Authority.

**The figures and values in this statement are indicative and not guaranteed.**

### 1. Summary of investment contribution(s)

The table below shows details of the proposed contribution(s) being invested into this ISA:

Contribution Reference	Tax year ending 5 April	Type	Contribution amount
A (2-2312429844)	2018	Lump sum	£20,600.00

### 2. The costs and charges during the first year, and what charges will apply in subsequent years

The charges taken will have an impact on the investment return you might get. This table shows the potential charges on contributions paid over the first year, **if there were to be no investment growth during the first year**.

The table also shows any charge that you will incur in future years after the first year.

	Year 1						Future Years
	One-off Charges		Recurring Charges		Total		Recurring Charges**
	£	%	£	%	£	%	%
<b>Old Mutual Wealth</b>	0.00	0.00	78.98	0.38	78.98	0.38	0.40
<b>Advice</b>	600.00	2.91	148.08	0.72	748.08	3.63	0.75
<b>Fund*</b>	0.00	0.00	328.40	1.59	328.40	1.59	1.66
<b>Total</b>	600.00	2.91	555.46	2.70	1,155.46	5.60	2.81

\*For a further breakdown of individual fund charges please see Appendix 1 (Breakdown of fund costs and charges).

\*\*Note that the Recurring Charges in Future Years are based on future account values, and so may differ to the Recurring Charges shown for Year 1 that are based on total contributions paid in Year 1.

In summary, the table above shows that the value of your £20,600.00 total contributions after one year, **if no investment growth takes place**, would be £19,444.54 after total charges of £1,155.46 (or 5.60%).

#### Notes for Costs and charges table

- **Year 1 costs and charges** in the above table are shown as both monetary (£) and equivalent percentage (%) amounts. These are different ways of showing exactly the same figures.



- **One-off costs and charges** are taken as each contribution is paid.
- **Recurring costs and charges** are taken during each year the account is held, including the first year and take into account any fund manager rebates payable to you.

The value of your contribution(s) after one year is shown without any investment growth to show more clearly the potential costs and charges in that first year. Please note that the intention is for your investment to grow so that its value at the end of each year is greater than at the start. Any accompanying illustration or projection will show examples of the potential future growth of your investment, taking into account the effect of costs and charges.

The table above does not take account of any account withdrawals or changes in the mix of investment funds.

Please bear in mind that the actual charges in monetary (£) terms will be higher or lower than shown, depending on the performance of the funds you have chosen for your contribution(s).

### **Further information**

Further details about how the various costs and charges are calculated and when they are taken, are contained in the accompanying product literature (including 'Making the Cost of Investment Clear') and in any accompanying illustration or projection.

Calls may be monitored and recorded for training purposes and to avoid misunderstandings and records are available for at least five years

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## Appendix 1: Breakdown of fund costs and charges

This table shows the breakdown, on a fund-by-fund basis, of the costs and charges taken by the managers of the funds you have chosen for your contribution.

Fund	Year 1										
	Net Contribution	One off Charges		Recurring Charges						Total	
				Ongoing		Transactional		Incidental			
£	£	%	£	%	£	%	£	%	£	%	
Old Mutual Cirilium Moderate Portfolio -U (Acc)	20,000.00	0.00	0.00	327.75	1.64	0.65	0.00	0.00	0.00	328.40	1.64
<b>Total</b>	20,000.00	0.00	0.00	327.75	1.64	0.65	0.00	0.00	0.00	328.40	1.59

- “net contributions” are those paid in the first year after any initial advice fees.
- “one-off” costs are paid when you enter or exit your funds
- “ongoing” costs are taken during the year for managing your funds. They are reflected in the changing daily price of the funds.
- “transactional” costs are incurred in buying, selling or switching underlying investments in the fund
- “incidental” costs are any fund performance fees

Please note that the fund cost and charges shown in this table may differ from those shown in accompanying illustrations and projections. This is because industry regulations specifying the way fund manager charges are shown currently differ in each case. For example, illustrations and projections showing potential future returns may not always include the transactional and incidental costs shown in the table above.