

Customer scenarios

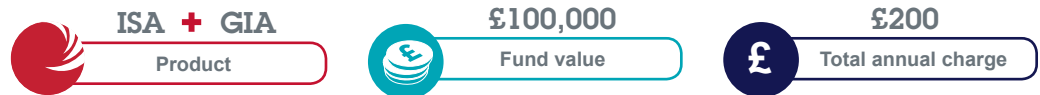
Our pricing model has been designed around the needs of our customers, with the aim of being easy to understand and appropriate to the level of service provided. Rather than having a situation where some customers pay higher charges and effectively end up subsidising those who pay much less, we instead link all charges directly to the specific features and benefits each customer uses.

To keep this simple we have not taken into account any investment growth in our scenarios, but please note that this would affect the level of custody charge applicable on your fund value. Further charges may also have to be factored in to cover the underlying investments selected, as well as any other dealing and adviser charges that may apply. Please contact your financial adviser to discuss these charges in more detail.

For a full breakdown of our charges, please refer to our [charges and rates document](#).

ISA and General Investment Account

Mrs Graham's adviser recommended that she consolidates her existing stocks and shares ISA and General Investment Account (GIA) with AJ Bell Investcentre. She has an ISA and a GIA, with a total of £100,000 across both accounts.



Breakdown of annual charges

- £0** There is no administration charge on ISA and GIA.
- £200** The custody charge is based on 0.20% of £100,000.

SIPP, ISA and General Investment Account

Mr Singh is 45 and has transferred his existing savings to an AJ Bell Investcentre SIPP, ISA and General Investment Account (GIA) on his financial adviser's recommendation. He has £150,000 in his SIPP, £45,000 in his ISA and £15,000 in his GIA.



Breakdown of annual charges

- £0** The quarterly administration charge covers standard administration on the SIPP and is waived if £200,000 or more of SIPP, ISA and GIA assets are invested using our Funds & Shares Service.
- £420** The custody charge is based on 0.20% of £210,000.

SIPP account at retirement – Pension Commencement Lump Sum payment only

Mr Richards is 58 and has an existing AJ Bell Investcentre SIPP with £150,000 invested via the Funds & Shares Service. He needs a capital lump sum, and his adviser recommends that he withdraws his 25% tax-free entitlement from his SIPP.

Mr Richards receives his 25% tax-free lump sum, with the rest of his funds now being held in drawdown.



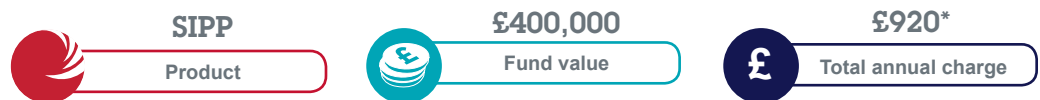
Breakdown of annual charges *Plus VAT where applicable

- £200*** The quarterly administration charge would be £50 and covers the standard administration on the SIPP. (This charge is waived if £200,000 or more of SIPP, ISA and General Investment Account assets are invested using our Funds & Shares Service.)
- £225** The custody charge is based on 0.20% of the remaining £112,500 when using the Funds & Shares Service.
- £150*** The annual flexi-access drawdown charge is payable while drawdown funds are in the SIPP. Taxable income can be withdrawn from funds held in drawdown at no additional cost.

SIPP account at retirement – Regular Uncrystallised Funds Pension Lump Sum payments

Mr Ward is 60 and has an existing AJ Bell Investcentre SIPP with £400,000 invested via the Funds & Shares Service. He wants to receive regular payments of £2,000 each month.

Mr Ward's financial adviser recommends that he takes regular Uncrystallised Funds Pension Lump Sum (UFPLS) payments from his SIPP. For each regular payment, part is paid free of tax and the remainder is taxable.

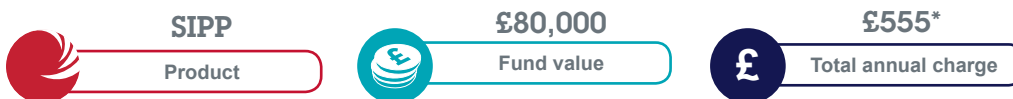


Breakdown of annual charges *Plus VAT where applicable

- £0** The quarterly administration charge covers standard administration on the SIPP and is waived if £200,000 or more of SIPP, ISA and GIA assets are invested using our Funds & Shares Service.
- £770** The custody charge is based on 0.20% on the reducing balance when using the Funds & Shares Service.
- £150*** The regular UFPLS charge is payable when regular UFPLS payments are received from the SIPP.

SIPP account at retirement – Full closure, Uncrystallised Funds Pension Lump Sum payment

Mrs Jones is 55, and her financial adviser has recommended that she transfers in an existing pension arrangement into an AJ Bell Investcentre SIPP, prior to drawing benefits. Mrs Jones transfers a total of £80,000 from an existing pension plan to a new SIPP account. She wants to withdraw the full value of the account in one go.



Breakdown of annual charges *Plus VAT where applicable

- £120*** SIPP initial set up charge.
- £50*** The quarterly administration charge would be £50 and covers the standard administration on the SIPP. This would be payable for one quarter only.
- £0** There would be no charges for custody or investment administration, as no investments are being made.
- £60*** The transfer in charge covers the cost of administering a pension transfer from another provider.
- £75*** The one-off Uncrystallised Funds Pension Lump Sum charge covers the administration in processing the payment.
- £250*** An account closure charge is applicable when closing a SIPP account within 12 months.

SIPP account at retirement – Conversion to flexi-access drawdown

Mr Evans is 76 and has an existing AJ Bell Investcentre SIPP with £500,000 invested via the Funds & Shares Service. He currently has a capped drawdown arrangement, and wishes to draw £10,000 per month, which is more than his current annual maximum.

Mr Evans' financial adviser recommends that he converts his capped drawdown fund to flexi-access drawdown, so he can draw a higher level of income.

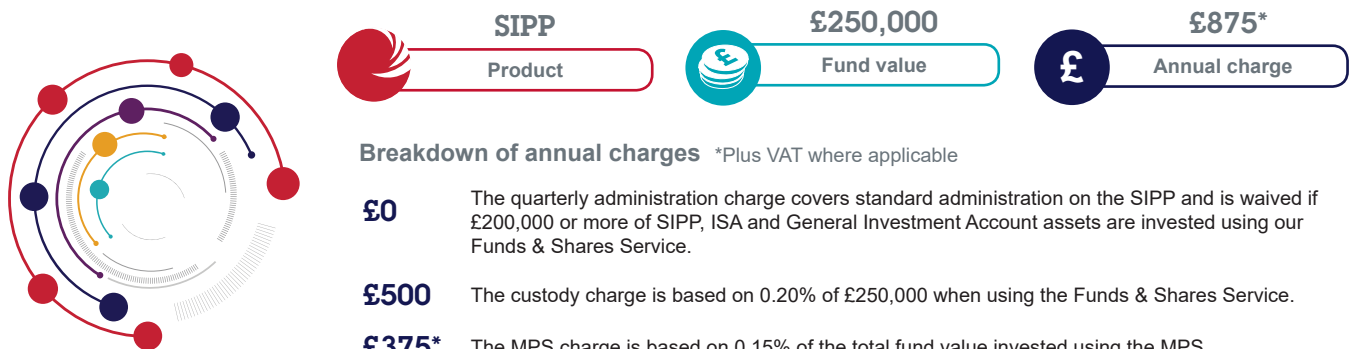


Breakdown of annual charges *Plus VAT where applicable

- £0** The quarterly administration charge covers standard administration on the SIPP and is waived if £200,000 or more of SIPP, ISA and General Investment Account assets are invested using our Funds & Shares Service.
- £849** The custody charge is based on 0.20% on the reducing balance when using the Funds & Shares Service.
- £75*** This is a one-off charge for converting capped drawdown funds to a flexi-access drawdown fund.
- £150*** The annual flexi-access drawdown charge is payable while drawdown funds are in the SIPP. Taxable income can be withdrawn from funds held in drawdown at no additional cost.

SIPP invested via the Managed Portfolio Service

Mr Smith has recently opened an AJ Bell Investcentre SIPP and his adviser has recommended investing his total fund of £250,000 in the AJ Bell Managed Portfolio Service (MPS).

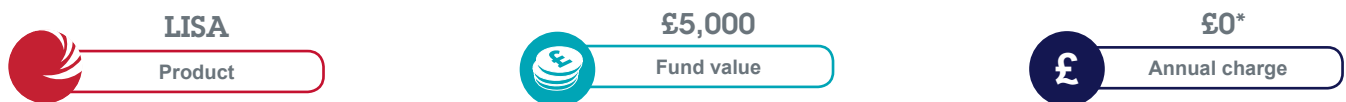


Breakdown of annual charges *Plus VAT where applicable

- £0** The quarterly administration charge covers standard administration on the SIPP and is waived if £200,000 or more of SIPP, ISA and General Investment Account assets are invested using our Funds & Shares Service.
- £500** The custody charge is based on 0.20% of £250,000 when using the Funds & Shares Service.
- £375*** The MPS charge is based on 0.15% of the total fund value invested using the MPS

Lifetime ISA (LISA) invested into the AJ Bell Passive funds

Miss Davies wishes to open a Lifetime ISA to help save for her first house. She contributes the maximum annual subscription allowed into a LISA of £4,000 which is then topped up by the 25% government bonus, meaning she has £5,000. Miss Davies wants to invest this money into the AJ Bell Passive funds.



Breakdown of annual charges *Plus VAT where applicable

- £0** No administration charge is applicable on an ISA
- £0*** Custody charge

*The Funds & Shares Service custody charge is currently being waived on the value of assets held in the AJ Bell Passive funds until January 2019. The usual custody charge applicable would be 0.20% on a balance of £5,000.