



The IPM SIPP – how we can help your clients



Self-invested personal pensions (SIPPs) are a tax-efficient and flexible way of saving for the future.

As the administrator of more than 5,000 SIPPs, we know a thing or two about setting up and managing a SIPP. Offering wide investment flexibility and specialist commercial property know-how, our team manage more than 1,100 properties on behalf of clients.

With more than 20 years' experience, we're trusted by financial advisers and planners across the UK, helping clients to tailor the IPM SIPP to their specific needs, both by choice of the investment solutions available and how benefit payments are structured.

More than 20 years' experience

Established more than two decades ago, we have an experienced and client-focused team.

Many of our team have been with us for over a decade. This gives you and your clients continuity, as well as all the technical back-up, support, and expertise you need.

Privately owned

We are privately owned by four shareholders, all of who have a day-to-day role in running the business – they have no other business interests.

We don't experience pressure from external investors, and our shareholders make decisions and plan based on their experiences within the business.

Dedicated to SIPPs

All IPM provides is a SIPP administration and trusteeship service. We do not offer an investment solution or other types of wrappers, or provide financial advice.

Profitable and solvent

We are a profitable, well-run business.

Our strong balance sheet and our focus on organic growth translates into a stable home for our members, where service levels remain at the highest standard.

We're completely focused on providing an exceptional level of service to clients. This is reflected in the many commendations and awards we have won for our expertise.

- Finalist in Best SIPP Provider at the 2021 Money Marketing Awards
- Highly Commended for Service Beyond the Call of Duty at the 2020 Moneyfacts Investment Life and Pensions Awards
- Commended for Best Pension Service at 2021 Moneyfacts Investment Life and Pensions Awards
- Moneyfacts 5-Star rated 2017, 2018, 2019, 2020 and 2021.



The IPM SIPP

IPM offer one simple, straightforward SIPP.

Experience has taught us that financial advisers and their clients want two things from their SIPP:

- Flexibility
- Simplicity

In the quest for both, many providers have launched multiple SIPP offerings, each with their own investment restrictions and often a bewildering array of fees.

We've taken a different approach – a single SIPP with complete investment flexibility and simple, transparent, charges.

When you work with IPM we will always aim to provide you with the highest possible level of personal service. We're not a vast insurance company, so your calls will always be answered

by our experienced team. This allows you to develop an ongoing relationship with us, enabling quick access to service updates and technical support.

While we will always offer a personal service, our online offering is designed to support both financial advisers/planners and clients. At the click of a mouse, both clients and advisers/planners can see:

- Information on the SIPPs we hold on behalf of clients
- Contribution history
- Transfer history
- Trustee bank account transactions
- Drawdown information.



“ I have spent several years searching for a SIPP provider who truly holds my clients' interests at the heart of everything that that do... A few years ago, following detailed research, I came across IPM.

I have found IPM to be so consistent in their high standards of service, to me and ultimately my clients, that I find it difficult to suggest clients go elsewhere.

Carrie Churchouse – Athena Wealth Management

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Two things differentiate SIPP providers: cost and service. The IPM fee structure is transparent and good value and I have always found the service offered to be friendly, professional and approachable

**Terry Weston – Spectrum
Financial Services Ltd**

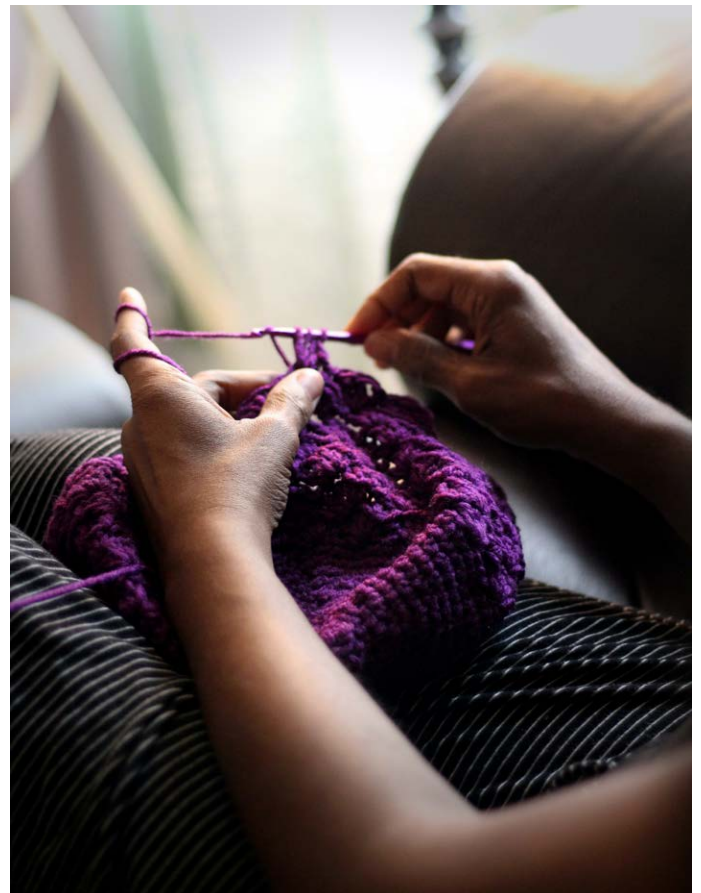
Simple, transparent, and fair fees

Flat annual administration fee (£540 + VAT) regardless of fund value

- No establishment fee
- No fees for transfers in
- No fees for contributions
- No fees for making standard investments
- No fees for moving money to and from the trustee bank account
- A flat annual drawdown fee of £150 + VAT.

Most clients who set up SIPPs not in drawdown and invest in standard assets will pay no more than £540 + VAT each year.

We do charge additional fees for making non-standard investments, purchasing commercial property, making international payments, distributing death benefits, and transfers out (and other fees can apply). Please get in touch if you'd like more information about these.



How our fee structure can save money

Your client wishes to set up a SIPP, conduct one “transfer in”, benefit from platform and trustee investment bond investments, take the maximum pension commencement lump sum (PCLS) and then pay monthly income.

Our annual fee will cover the initial investment selection and the ongoing work for IPM to administer these. Other providers will charge based on the investments made in the SIPP, both in terms of what these are, and the number of assets held.

Most providers will levy a fee for paying a PCLS and then an annual drawdown fee thereafter.

Some providers charge more for higher frequency withdrawals, while some make an additional charge for ad hoc income payments.

Our structure means your client simply pays the same fixed fee every year, plus a one-off BCE fee.

We do not charge to vary the income amounts, frequency, or if the client wants a one-off payment.

Overall, a fixed-fee structure can therefore be cheaper, and your client also benefits from our five-star service.

	IPM	Other SIPP 1	Other SIPP 2
Establishment Fee	Nil	£100.00	Nil
Annual Admin Fee	£540.00	£250.00	£640.00
Transfer In Fee	Nil	Nil	£68.00
Making Investment Fee	Nil	Nil	£286.00
Annual Investment Fee	Nil	£400.00	£156.00
BCE Fee	£150.00	£200.00	£148.00
Annual Drawdown Fee	£150.00	£120.00	£162.00
Year One Fee	£690.00	£1,070.00	£1,460.00
Fee Annually Thereafter	£690.00	£770.00	£958.00
Total Fees Over 10 years	£6,900.00	£8,000.00	£10,082.00

Based on IPM's understanding of other SIPP providers' charging structure available in July 2021

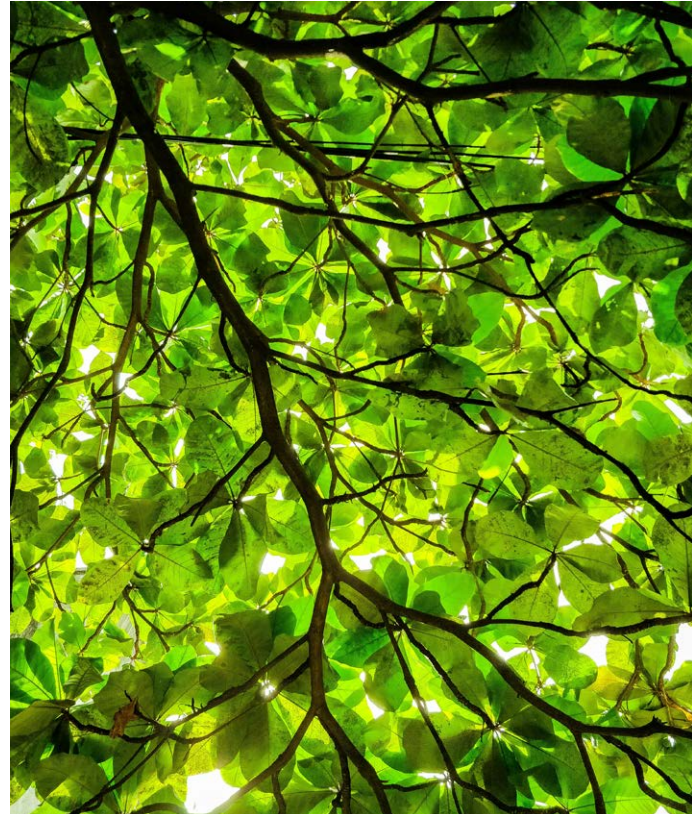
Wide investment flexibility

As we don't operate panels of investment houses members must select from, clients can work with the most suitable discretionary fund manager, platform, stockbroker, or bank that meets their needs.

As a rule, clients can hold a wide range of standard assets in their IPM SIPP:

- Bank account deposits
- Cash
- Cash funds
- Corporate bonds
- Exchange traded commodities
- Government and local authority bonds and other fixed interest stocks
- Investment notes (structured products)
- Managed pension funds
- National Savings and Investment (NS&I) products
- Permanent interest-bearing shares (PIBS)
- Physical gold bullion
- Real estate investment trusts (REITs)
- Shares in investment trusts
- Shares listed on the London Stock Exchange (LSE), the Alternative Investment Market (AIM) or a recognised overseas investment exchange
- UK commercial property including agricultural land
- Units in regulated collective investment schemes.

We place no restriction on investment partners, so clients can work with any discretionary fund manager, platform, bond provider, stockbroker, or cash deposit account/platform subject to our internal assessment.



Additionally, a client pays no additional fees for standard investments, either in making the investments or continuing to hold them.

In addition to this, we can consider certain non-standard assets (additional charges may apply).

Investments we won't consider include:

- Residential property
- Overseas commercial property
- Unquoted shares
- Tangible moveable assets
- Land banking, storage pods or any other similar investment type
- Trademarks, copyrights, or any other type of intellectual property
- Cryptocurrency

Your SIPP and commercial property experts

Commercial property purchase through a SIPP is a popular investment choice for our clients. So, over more than 20 years, we've become the go-to experts when it comes to SIPPs and commercial property.

We own more than 1,100 properties with many more purchases pending on behalf of our clients. With many of these properties being owned by more than one SIPP, many of the SIPPs we look after have an interest in this area.

Our dedicated and experienced property team provide high-quality service and support, with an individual allocated to each purchase from instruction through to completion and beyond.

This specialist, personal service combined with one of the most competitive charging structures for SIPP property purchase in the market, are just two reasons why we are the SIPP provider of choice for many advisers and clients when purchasing a commercial property.

Types of property we have purchased on behalf of our clients:

- Offices
- Multi-tenanted office blocks
- Industrial units and warehouses
- Shops and other retail units
- Barristers' chambers
- Pubs
- Plots of land for various commercial usages



Some of the most competitive commercial property fees in the SIPP market

Our fee structure for commercial property purchase is one of the most competitive in the SIPP market.

- No SIPP establishment fee
- No fees for transfers in
- No fees for contributions
- A flat annual administration fee of £540 + VAT
- A one-off fee of £450 + VAT fee to purchase a property
- A one-off fee of £450 + VAT fee where borrowing is involved.

Clients pay no additional annual fees for having a property in their SIPP, or where there is borrowing. The annual administration fee covers this.

Furthermore, all fees relating to the purchase are per property, not per client. Consequently, if two clients purchase a property together, they will each pay only £225 + VAT in addition to their annual administration fee.



How our fee structure can save money when it comes to commercial property

Your client wishes to set up a SIPP, conduct one “transfer in”, make one contribution, purchase commercial property with borrowing, and benefit from a platform account in the SIPP.

It can be difficult to compare the fees that apply to property purchase.

There are so many variables for a property purchase that many providers, including IPM, charge additional fees in certain scenarios: for example, where a property is VAT registered.

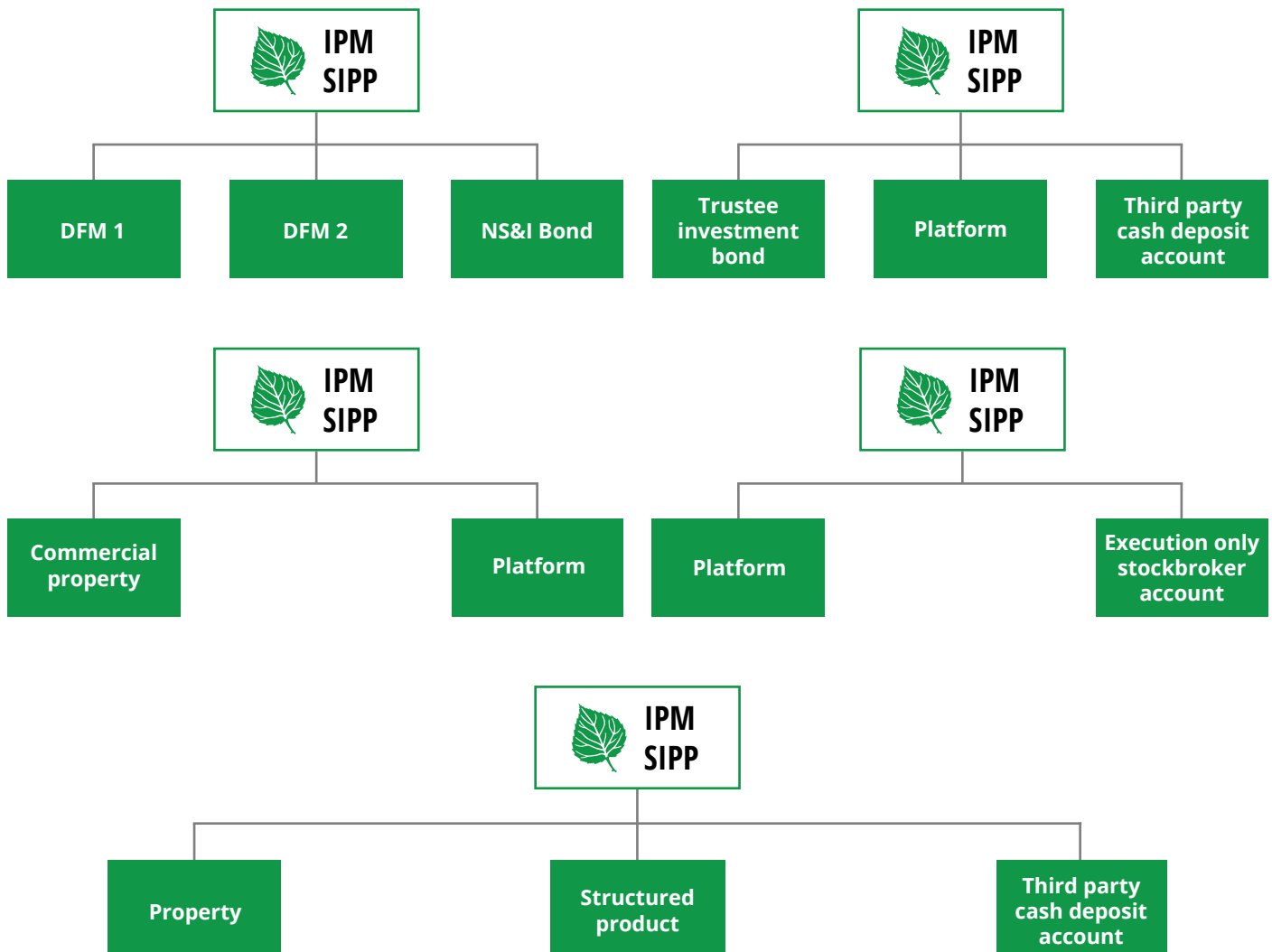
This comparison shows how our fixed-fee model can help to save money, because we don't charge ongoing fees for holding commercial property in our SIPP – this is all covered by the annual administration fee.

	IPM	Other SIPP 1	Other SIPP 2
Establishment Fee	Nil	£100.00	£100.00
Annual Admin Fee	£540.00	£250.00	£720.00
Transfer In Fee	Nil	Nil	£50.00
Contribution Fee	Nil	Nil	Nil
Making Investment Fee	Nil	Nil	Nil
Annual Investment Fee	Nil	£400.00	Nil
Property Purchase Fee	£450.00	£670.00	£750.00
Annual Property Fee	Nil	£180.00	£475.00
Borrowing Fee	£450.00	£305.00	£250.00
Annual Borrowing Fee	Nil	£140.00	£150.00
Year One Fee	£1440.00	£4,045.00	£2,495.00
Fee Annually Thereafter	£540.00	£970.00	£1,345.00
Total Fees Over 10 years	£6,300.00	£10,775.00	£14,600.00

Based on IPM's understanding of other SIPP providers' charging structure available in July 2021

Given the bespoke nature of our offering, there is no typical IPM client. Although our flat, fixed fee tends to attract high net worth clients, our cost competitiveness for multiple investments and commercial property purchase means we attract many types of client. Our SIPP values vary from five figure sums all the way up to SIPPs with value well in excess of eight figures.

Here are some examples of the kind of SIPPs our clients have



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IPM... are a rare company in this day and age in that if they say something will be done within a certain time frame, it is always done.

“The ability to speak directly to the staff dealing with your clients is invaluable and the knowledge and service from the staff is excellent.

Paul Jameson - Smith, Law & Shepherds IFA Ltd

Benefit payment flexibility and expertise

When it comes to looking after your client, it's not just our expertise in holding and managing assets that advisers and planners value.

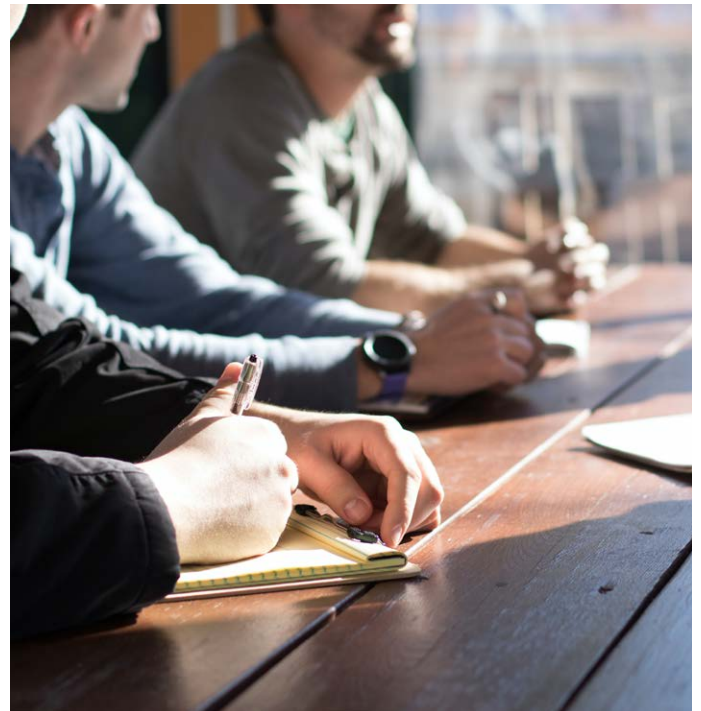
We offer a full suite of options for paying benefits, whether in retirement or distributing SIPP assets in death. These include:

- Flexi-access drawdown
- Historic capped drawdown
- Uncrystallised fund pension lump sums (UFPLS)

And, as all these are covered by our flat annual drawdown fee, clients pay no additional fees depending on the frequency of income. They will also pay no additional fees for ad hoc income payment requests or changing levels of income.

Other benefits include:

- We can consider payments to overseas bank accounts and payments in some non-GBP currencies (subject to certain conditions)
- Option to purchase an annuity
- Wide flexibility in the event of death. This might include retaining benefits in a SIPP wrapper, passing assets to nominated beneficiaries, partial or regular distributions to beneficiaries, or full payment of benefits
- We can arrange regular dis-investments from investments within the SIPP to pay income at no additional charge
- All regular income payments are made so they are cleared in a client's account on the last working day of the month
- We send PCLS payments by same day, faster payment
- We can usually pay ad hoc income payments at any time.





Get in touch

To find out more about how we can help your clients with their SIPP needs, please get in touch.

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I.P.M. SIPP Administration Limited (IPM) is regulated by the FCA under approval number 464270 for the establishment and operation of a self-invested personal pension scheme called the "IPM Personal Pension Scheme".

This approval does not extend to the provision of financial advice in any way. IPM is able to provide technical and factual support to its introducers and members. The information in this document is based on IPM's understanding of the legislation at the time of writing and should not be received as advice.

IPM always recommends that independent financial advice is sought before undertaking any financial commitment.