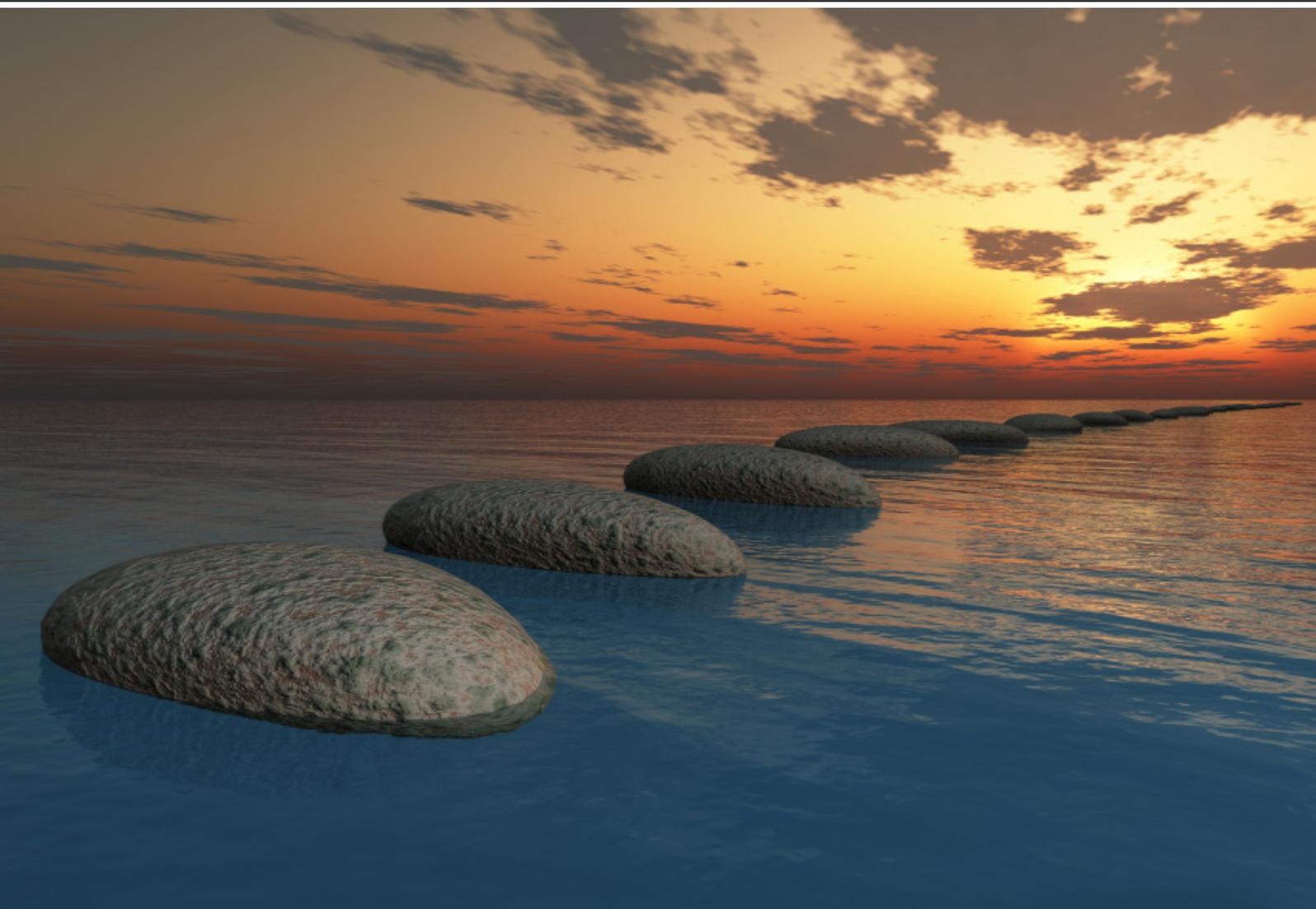


# Aurora Advantage Trust Fiduciary Solutions



Key Features and Benefits Brochure

Part of the product range from



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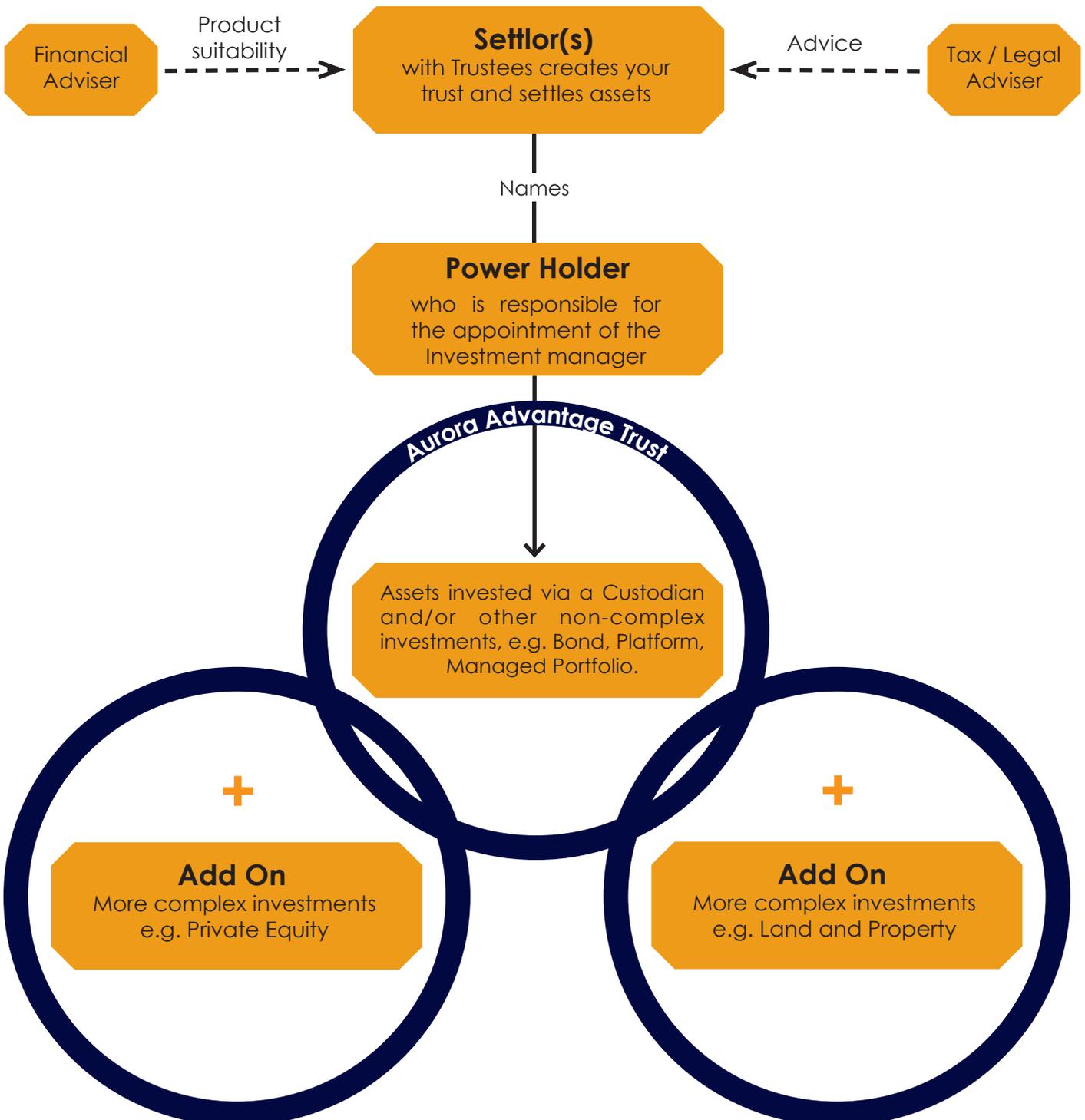
# What is Aurora Advantage?

The Aurora Advantage Trust (the "Trust") is a low cost, streamlined, discretionary trust, which can be used to efficiently "wrap" simple investments, or where necessary, more complex or bespoke assets.

The Trust is a useful wealth, succession and estate planning vehicle and offers all of the benefits of a full discretionary Guernsey based trust with market leading fees, with reserved powers over investment.

The Trust offers a wide range of investment management options, including the unique option for the Settlor (client) to "self manage" the investments held within the Trust, or manage them in conjunction with their Financial Adviser.

## How does it work?



# Investments

The following investment options are available within the Trust:

## Option 1 – Power Holder appoints an Investment Manager(s)

The Investment Manager(s) (which may be the Settlor or the Power Holder) will be responsible for managing assets within a selected Custodian(s) account.

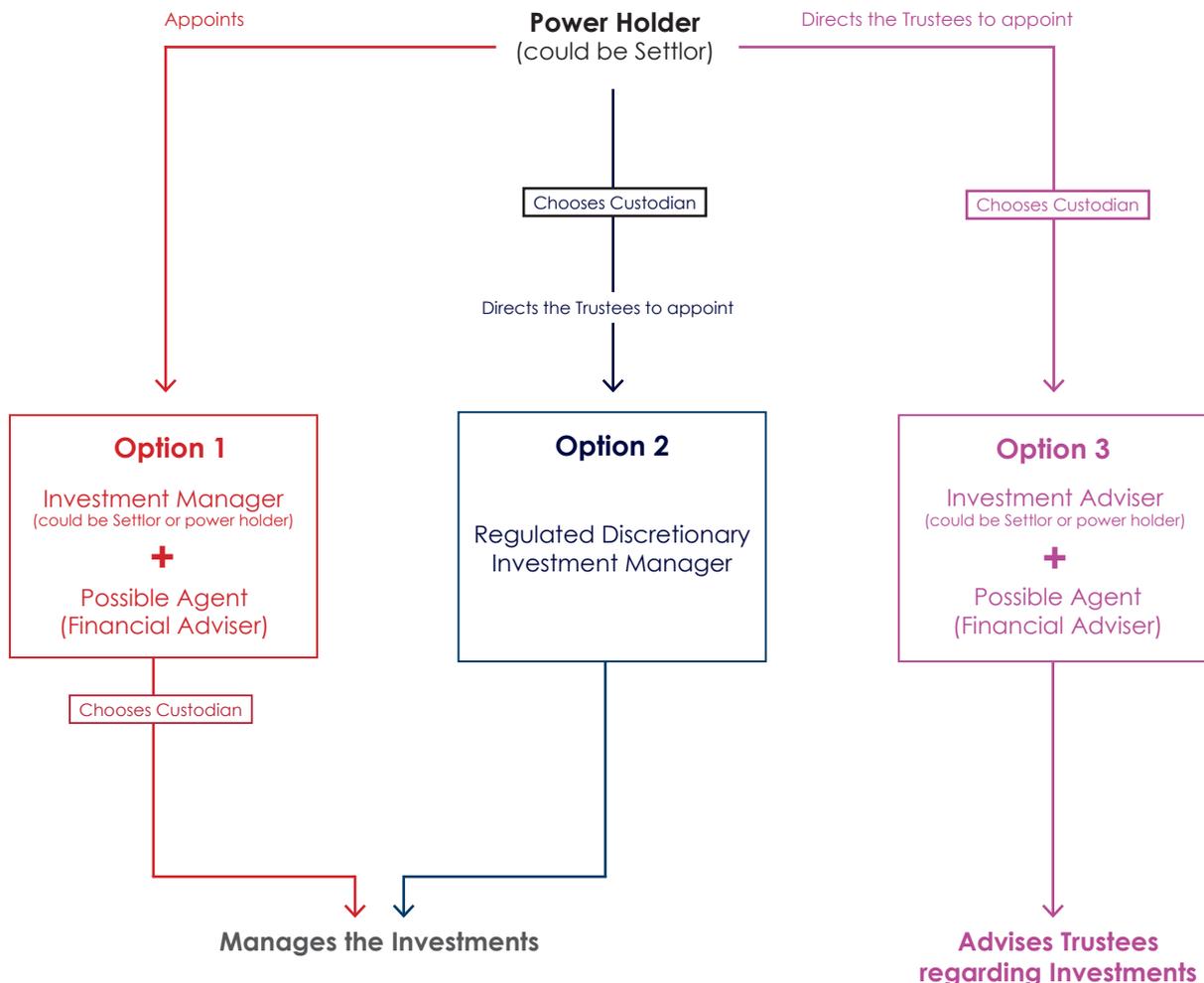
## Option 2 – Power Holder Directs the Trustees to appoint a Discretionary Investment Manager

The Discretionary Investment Manager will be responsible for managing assets within the discretionary managed account.

## Option 3 – Power Holder Directs the Trustees to appoint an Investment Adviser(s)

The Investment Adviser(s) (which may be the Settlor or the Power Holder), appointed by the Trustees, will provide investment advisory services to the Trustees, either directly or with the involvement of their Financial Adviser.

Power Holder decides who will play which investment role:



# Benefits of the Trust

What are the benefits of a Trust?



Concept does not provide financial, legal, tax nor investment advice, and nothing in this Key Features and Benefits Brochure should be construed as such. Concept, shall not be held responsible for any liability or loss arising directly or indirectly from any reliance placed upon the content of this Key Features and Benefits Brochure.

# Why a Guernsey Trust?

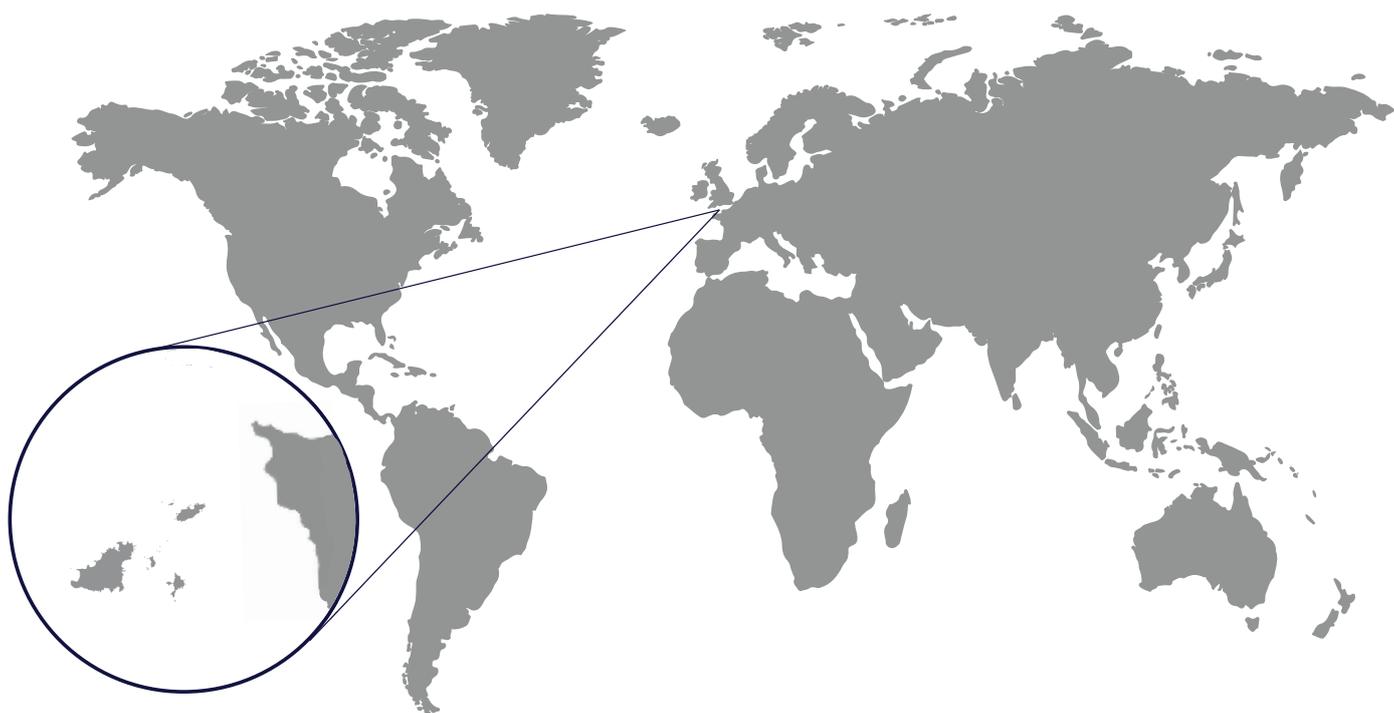
Guernsey is a premier centre for offshore trust and fiduciary business, and has recently been named “International Financial Services Centre of the Year – 2014” at the Wealth Adviser Awards and “Best International Finance Centre – 2015” at the Wealth Briefing European Awards.

The trust industry in Guernsey is long-standing, with a number of highly experienced, licensed fiduciary companies operating and with in excess of £300 billion GBP approximated to be held in trust in Guernsey.

The Trusts (Guernsey) Law, 2007, is widely recognised as being an extremely flexible, modern, innovative and robust framework for the provision of offshore trusts.

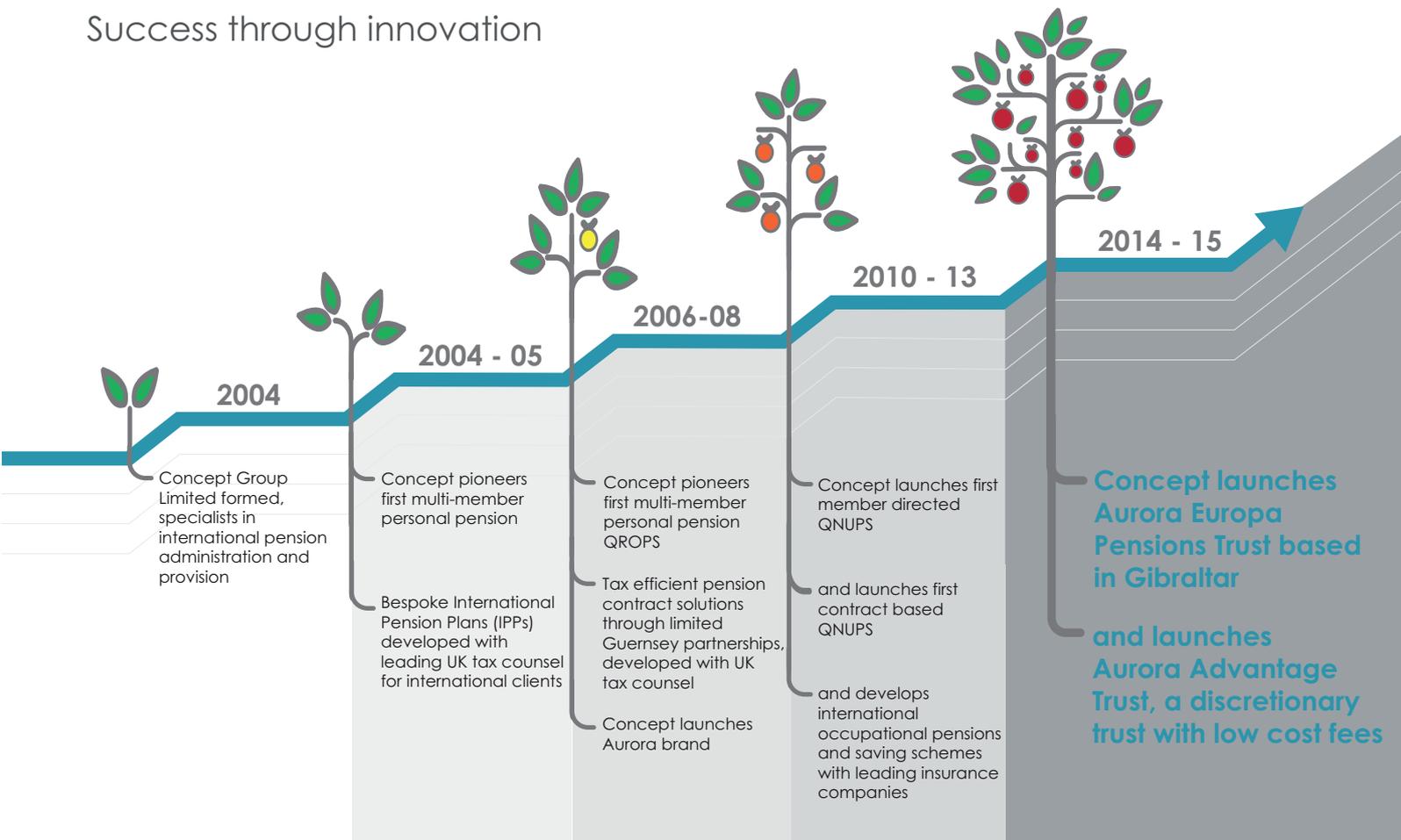
Guernsey benefits from a tax favorable regime, meaning that generally for a Guernsey Trust with no Guernsey resident beneficiaries and no Guernsey source income (other than bank interest), the Trust will not be subject to any taxation in Guernsey.

Guernsey boasts a very strong professional services infrastructure that supports Trust companies including comprehensive and mature legal, accounting and financial services businesses. The Law allows flexible arrangements, such as the Aurora Advantage Trust, given that Guernsey trusts may be determined by tailor made trust deeds.



# Why Concept's Pension and Fiduciary Solutions

Success through innovation



**Concept** has become synonymous with the provision of leading offshore pension, trust and fiduciary solutions



- The Trust has been developed by Concept in consultation with leading Guernsey legal advisers;
- Streamlined, affordable discretionary trust, with reserved investment powers;
- Unparalleled technical support in-house both pre and post sale;
- Streamlined application, establishment and administrative processes;
- Existing Custodian relationships allows straight through processing;
- Reliable and proven trust administration track record;
- Flexible investment management options available;
- Unrivalled customer service;
- Competitively priced.

**“Concept is a long-standing Guernsey based provider of offshore pension, trust and fiduciary solutions, with years of experience and expertise possessed within its specialist fiduciary department”**

# Fee Schedule

## Establishment Fee

**£550**

*Includes: Provision of Trust Deed, establishment of Trust Records, acceptance of initial assets, acceptance of one Authorised Investment.*

*Excludes: Any applicable legal fees, disbursements etc.*

## Annual Trustee Responsibility Fee

**£550\***

*\*Subject to holding One Authorised Investment only.*

*An additional £550 per annum payable for each additional Authorised Investment held.*

## Initial Settlement Requirement

**£1,200**

*The Trust can not be created until Establishment and Annual Fee covered along with a balance of settled funds.*

The following is a list of services which incur a fixed transactional fee:

• Investment instruction to Custodian on behalf of Investment Manager	£25
• Compliance review, regulatory or revenue reporting obligations e.g. FATCA/CRS (per review/report)	£50 (min)
• Preparation of financial report (every three years, unless requested more frequently) (per report)	£250 (min)
• Investment recommendations for the Trustees' consideration (2 per year free) <i>Only required where Investment Adviser is appointed to the Trustees. One recommendation may include multiple dealings</i>	£100
• CDD on beneficiaries (per beneficiary, and/or Payment to a Beneficiary (per payment)	£150
• Addition/removal/exclusion of Beneficiary(ies) (per change)	£150
• Amendment to Letter of Wishes	£150
• Change of Financial Adviser/Investment Manager/Discretionary Investment Manager/ Investment Adviser/Agent/Power Holder/Successor Holder	£150
• Acceptance by the Trustees of further assets as an addition to an existing Authorised Investment	£150 (min)
• Acceptance by the Trustees of a further/replacement Authorised Investment/Custodian	£250 (min)
• Transfer of Trusteeship or Closing fee	Time spent

Concept reserves the right to vary the above fee schedule from time to time and undertakes to provide reasonable notice of any material changes.

The Trustee reserve the right to charge for additional and/or exceptional items not detailed on the fee schedule. Such work will be charged on a time spent basis, and may include travel expenses incurred.

General administration fees are charged quarterly in arrears but may be charged at other frequencies depending on activity. Hourly rates are specific to an individual and are subject to change from time to time.

Any costs (including any legal costs, and/or the costs of providing notarised documents) and/or disbursements charged by third parties will be payable from the Trust assets. Such costs will be advised to the Settlor(s).

All fee notes will be settled from funds held, adequate liquidity must be maintained within the Trust to meet ongoing fees, or otherwise must be settled by the Settlor(s).

All retrocession fees or commissions received by the Trustee in negotiating enhanced rates from financial institutions will be retained by the Trustee.

The establishment fee and first year's annual Trustee responsibility fee will be invoiced in advance from the date of establishment of the Trust, and will be deducted from the initial Trust assets, these are non refundable.

The annual Trustees' responsibility fee or part thereof will not be refunded on either transfer of trusteeship or closing.

# Case Studies

Mr Smith owns a large farm in Africa.

The farm is owned by a company in which he owns 100% of the share capital.

He has 3 sons. 2 of them do not live nor work on the African continent. 1 of them is disabled, dependent on his father, and living at home. He has a wife and an ex-wife.

He also holds a sizeable amount of money in cash which he wishes to invest in a life assurance bond.

He is concerned about providing for his disabled son, estate planning, and asset protection but does not wish to incur undue structuring costs to arrange his affairs for the future.

He also wishes to maintain some responsibility for the investments that he places in any structure. His eldest son works in financial services in Hong Kong.



Mr Jones, a non-UK domiciled individual, is 50 years old and is employed as a senior executive in Asia.

He is 8 years into a 10 year working license, and intends to remain in Asia. He has a wife and two children, all of whom are living in Asia.

Mr Jones has an offshore portfolio bond with £500,000 held within it.

He is concerned with providing for his young family in the event of his death. He wishes to fund his children's education and any maintenance they require. As a result Mr Jones is considering his options on how to ensure the security of his assets with advice being provided from both his Financial and Tax Advisers.



Aurora Advantage Trust provides a suitable solution for the issues Mr Smith wishes to address.

Mr Smith can settle 2 Authorised Investments into the Trust:

- Private equity (shares in the farm), and;
- The bond.

Mr Smith may also:

- Maintain involvement in the investment decisions and appoint his eldest son as "agent" to assist him;
- Accommodate changing family circumstances;
- Provide for his disabled son on a long term basis;
- Receive payments from the Trust without Guernsey tax;
- And may mitigate exposure to inheritance tax and estate probate duties.

The Trust provides a solution to a number of the issues that Mr Smith is looking to address. It is a simple trust structure that can cater for both simple and more complex investment scenarios within one trust product and at a low cost.



Mr Jones' Advisers have recommended he establish an Aurora Advantage Trust.

Aurora Advantage Trust provides a suitable solution for Mr Jones.

He can settle the offshore PPB into trust, by way of an assignment.

Mr Jones may also:

- Maintain involvement in the investment decisions, in conjunction with his Financial Adviser;
- Provide for his family on a long term basis;
- Provide for his children's education;
- Know that the Trustees will manage the trust guided by his wishes.

The Trust provides a low cost, flexible solution for Mr Jones.

# What Next?

1

## Application Submission:

The Application Form should be completed by you (as Settlor), the Power Holder and your Financial Adviser (if applicable) and submitted as scanned copies, along with all the Client Due Diligence, Source of Wealth and Source of Funds proof, by email to [gsyapplications@cgl.gg](mailto:gsyapplications@cgl.gg). An up front fee of £1,100 is required to establish the trust. The application process will not commence until receipt of £1,100. Funds should be paid directly to the following bank account:

**Bank:** Barclays Bank PLC

**Account Name:** Concept Group Limited RE Clients

**Sort Code:** 20-35-32

**Account Number:** 00464740

**Swift Code:** BARCGB22

**IBAN Number:** GB12BARC20353200464740

**Note:** The Trust cannot be created without the initial £1,100.

2

## Approval of your Application:

The Application Form and supporting documentation is checked, at which point further Client Due Diligence, or other information and explanations may be requested. Once all checks have been adequately completed, you will be advised by Concept whether your application has been approved, and may proceed to the next step.

3

## Documents issued for Signature:

Concept will provide, by email, scanned copies of the following, which require signature where indicated (in the presence of an independent witness, who should state his name, address, contact details) - and every page of each document being initialled in the bottom right hand corner (by the parties to the document, not the witness):

- An Instrument of Trust, for signature by you as Settlor
- An Instrument of Appointment of Investment Manager, for signature by the Power Holder and the Investment Manager
- An Instrument of Appointment of Successor Power Holder, for signature by the Power Holder and the Successor Power Holder.

4

## Original documents required:

The original Application Form, Client Due Diligence documents, should be returned signed to Concept. Instrument of Trust, Instrument of Appointment of Investment Manager and Instrument of Appointment of Successor Power Holder.

5

## Creation of your Trust

Upon receipt of all original documents and cleared funds of £1,100, the Trustees will sign and date the Instrument of Trust, thereby creating the Trust. A copy of the signed Trust deed will be sent to you by email for your records.

6

## Ongoing

A dedicated administrator will be assigned to your Trust, who will be the main point of contact for you, the Power Holder, the Investment Manager and your Financial Adviser.

# Glossary of Terms

Term	Explanation
<b>Adviser</b>	Any adviser who provides advice to the Settlor or Power Holder.
<b>Agent</b>	An individual or company engaged by the Investment Manager or investment Adviser to assist them to discharge their duties.
<b>Appendices</b>	The Appendices may be required in certain circumstances and will be provided by Concept where necessary and relevant.  Appendices completed and signed form part of the Application Form.
<b>Authorised Investments</b>	Means: <ul style="list-style-type: none"> <li>• financial assets held within a Custodian account;</li> <li>• shares in (and/or loans repayable by) any non-cellular company or any cellular company and;</li> <li>• interests in (and or loans repayable by) any limited partnership, limited liability partnership or other entity.</li> </ul>
<b>Beneficiary(ies)</b>	The person(s), including the Settlor who may benefit from the Trust as nominated by Settlor.
<b>Custodian</b>	The entity that holds the financial investments of the Trust.
<b>Discretionary Investment Manager</b>	The regulated and authorised financial institution appointed by the Trustees as directed by the Power Holder or as directed by the Investment Manager.
<b>Investment Adviser (to the Trustees)</b>	The Power Holder directs the Trustees to appoint an Investment Adviser to the Trustees.  May be the Settlor, Power Holder, or Settlor's financial adviser, or a regulated investment adviser.
<b>Investment Manager</b>	The person appointed by the Power Holder to manage the Authorised Investments.  There may be more than one Investment Manager.  May be the Settlor, Power Holder, or another individual.
<b>Power Holder</b>	The Settlor chooses the Power Holder who may be the Settlor or a third party e.g. a relative or a trusted financial adviser of the Settlor.  The person who has power to appoint an Investment Manager, direct the Trustees to appoint a Discretionary Investment Manager or Investment Adviser to the Trustees.
<b>Settlor/Joint Settlers</b>	The client(s) who gifts the assets to be held on Trust.
<b>Successor Power holder</b>	The person appointed by the Power Holder to succeed him, may be the Settlor's spouse, son, daughter or a trusted third party.
<b>Trust</b>	A discretionary trust, with reserved investment powers.
<b>Trustees</b>	Concept Fiduciaries Limited  Legal owners of the assets held on Trust  They have responsibility to administer the Trust in accordance with the terms of the Instrument of Trust and prevailing Trust Law (in this case Guernsey).  In the absence of a Power holder/Successor Power Holder they have the investment powers previously reserved.

# CONCEPT GROUP

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