

Wealth



Improving your
financial destination



alexforbes

www.alexforbes.com/je/en/

insight • advice • impact



Who are we?

Based in Jersey since 1975, Alexforbes Offshore is part of the Alexforbes Group, with headquarters in South Africa. We have assets under management of £14.7 billion (at 31 March 2020). We have the backing and security of a significant and well-governed international company – the Alexforbes Group is one of the largest providers of employee benefits in South Africa.

Alexforbes is listed on the Johannesburg Stock Exchange. We have over 30 employees in our Jersey office, with experienced wealth advisers, pension and employee benefit administrators.



We have been in Jersey for over 40 years and we still intend to be here when you retire.

We look after the retirement plans, investments and protection of over 3 000 Channel Island residents, with assets under management of over £330 million.

Our commitment to you

At the heart of our business lies our commitment to making a positive impact on people's lives by providing the right insights, advice and solutions at the right time.

You can count on us to:

1

**draw on
well-researched
insights to frame
your needs
clearly**

2

**provide
objective and
impartial advice**

3

**recommend best-
in-class solutions
fit for your needs**



Get the most out of financial advice, when it matters most.

Over your lifetime you will make hundreds of decisions about your finances, from budgeting your monthly income, to planning for significant spending, saving for retirement and possibly leaving a legacy to your loved ones. The reality is that financial advice is being called upon to deliver more meaning and better value towards your financial success.

1



Limited budget?

Knowing your monthly income and expenses is an essential part of planning for your future. To be able to save, you must know that more is coming into your bank account than you are spending. We can help identify where to focus your finances if you have a limited budget.

2



Are you planning some significant spending?

Anything outside your normal monthly expenditure will make you stop and think about planning ahead.

Significant events in your life could include:

- > buying a property - saving for a deposit on a home and being able to afford the monthly mortgage payments
- > saving for children to go to university or further education
- > planning a big 'holiday of a lifetime'
- > retirement planning
- > downsizing from your current property
- > home renovations
- > leaving a legacy to loved ones
- > replacing income

3



Have you received a sum of money?

Often people inherit money from their relatives or friends and find that they are not sure what's best to do with that money. If you are unfamiliar with making investments, it can seem like a daunting task.

We want to connect with you and help maximise the value of financial advice, regardless of what life throws in your path.



What can you expect from our tailored advice process?

Our advisers will work with you to help you maximise the value of your financial decision-making. Sometimes decisions can seem complex, like transferring a pension for example.

Knowing that you are taking the best advice and making informed decisions about your savings will give you a strong sense of financial confidence.

We are happy to work with you and your family if you want them to be involved. We have helped younger members of families to get into good savings habits and helped protect vulnerable clients from outside influences.



- > An adviser will meet with you, usually in our offices as a first meeting, to get to know you better.
- > We will ask you to bring proof of your identity, such as a passport and a recent utility bill, to help us protect you from fraud, money laundering and other financial crimes, and to meet our regulatory requirements.
- > If you wish to go ahead, we will identify any areas of your finances and personal situations that could impact on you making an informed decision about your financial plans. We will securely document all the information you give us and you will be able to log into a secure online portal to view the information if you wish.
- > Once we have researched the best financial solution for you, we will provide you with a comprehensive suitability report, setting out what we recommend and why. This will include the exact product or service that we think will meet your needs and all the costs involved.
- > You will receive your report and have time to study it and raise any questions.
- > If you are happy with the recommendation, we will ask you to sign a declaration and return this to us. You will also be asked to complete some paperwork to be sent to a provider. All of this will be fully explained to you and if you have any questions or concerns there will be plenty of time to discuss them.



We will never pressure you into making a hasty decision. Financial decisions take time and care, as they can impact your life for many years to come and should not be taken lightly.



Retirement planning

We are a trusted adviser in Jersey and Guernsey for a significant number of individual clients and 'blue chip' companies. For further details on retirement planning, read our informative brochure 'Your Retirement Journey'.

You are never too young or too old to save for retirement. You just need to make a start.

Our advisers will work with you to understand how much you can afford to save. They will also research any existing pensions you might have. We have unearthed pensions that people didn't know existed and we've helped them use the money towards a long and happy retirement.

Pensions is a word that can make some people's eyes glaze over, but this complex topic is vital to your sense of financial confidence for the future, when you are no longer working. Trends have recently shown people working longer but 'slowing down' to reduced hours, rather than simply stopping work one day and never returning again. Many seniors are moving into new jobs, using their experience to forge new relationships and 'keep their hand in' with their existing employer.



Alexander Forbes Offshore is the registered trading name of Alexander Forbes Channel Islands Limited.

Company number: 9596. Regulated by the Jersey Financial Services Commission.



Planning for retirement

The world of work is changing, and pension regulations have changed to allow for more freedom in when you can take out cash and start an income. This brings more responsibility for people to nurture their savings and ensure that they do not out-spend their retirement years.

Planning for your retirement may mean dusting off old statements and digging out contact details for previous employers, but it is well worth the effort, as you take control of your financial confidence for the future.

Once your adviser has uncovered all your existing pensions and understands what you are aiming for in retirement, they will provide you with a tailored recommendation, based on your own personal and financial circumstances.



Your retirement planning report will set out the details of the recommendation and any charges that will be applied.



You will understand what income you could reasonably expect in retirement and how much tax-free cash you would be allowed.



You will see the difference between any existing pensions and new pensions proposed.



You will also be given full advice and we will outline the advantages as well as the disadvantages of our recommendation.



Your adviser will give you time to read through this comprehensive report and will talk you through any concerns you may have.



No matter what you're looking forward to when you stop working, we will help you analyse what that means for you and your savings.



Investments

Whether you place your money inside a pension or not, investing money is one of the main reasons that people come to us for advice. There are so many investment options these days that it can seem impossible to find the one that is right for you. Our wealth advisers will:



help you identify what matters most to you



find you a suitable investment that matches your risk profile



find you an option that is in line with what you can afford and the results you are looking for

Investment managers

We have simplified our investment offering by using professional investment managers to manage our clients' money. We do not 'pick the funds' ourselves, instead we prefer to dedicate ourselves to meeting our clients' needs. Professional investment management requires complete dedication to investment markets and 100% focus on achieving returns for a reasonable level of risk.

Our investment committee regularly monitors the investments that we hold and they ensure that these remain suitable for our clients. If your risk appetite, investment objective or savings capacity changes, your adviser will be able to help you find the most suitable investment for your circumstances.

Your adviser will provide you with more details of the investment offerings we have available. The managers we have chosen are selected on the basis of:

1

performance

2

skill

3

risk
reduction

4

operational
diligence

5

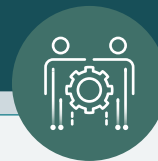
cost



No matter what you're looking forward to when you stop working, we will help you analyse what that means for you and your savings.



Discretionary managers



As the name implies, a discretionary manager is given a mandate to operate to a certain level of risk and has 'discretion' to buy and sell as they see fit. They do not need to refer to us or to you when they want to place a trade, so they do not have to wait for a response and possibly miss out on a market opportunity.



We have carefully selected professional investment managers as follows:

- > Alexander Forbes Investments
- > Alexander Forbes Investment Plan - LGT Vestra (Jersey) Limited
- > Alexander Forbes Investment Plan - Canaccord Genuity Wealth Management Limited
- > Prudential International
- > Quilter plc

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Mercer

Alexander Forbes Investments



Managed from Jersey, the Alexander Forbes Investments Global Fund Range is 'power-packed' with the very best investment managers available around the globe. We partner with Mercer, who has over 160 research analysts and 'feet on the ground' in 26 cities around the world, to find the best strategies to populate portfolios. To keep things simple, we have wrapped these investments into five funds:

1

Cash

2

Conservative

3

Balanced

4

Dynamic

5

Equity

We use these funds in many of our pension schemes to provide a 'purposefully diversified' risk-based, long-term investment. These funds are also available for direct investment.

Alexander Forbes Investment Plan - LGT Vestra (Jersey) Limited



An active manager based in Jersey and owned by one of the world's largest private banks. LGT Vestra (Jersey) Limited is focused on providing returns above inflation and ongoing fees, without taking too much risk. They are offered as part of the AF Investment Plan on the Praemium platform. There are six strategies available, all invested in offshore funds:

1

Defensive

2

Cautious

3

Balanced

4

Growth

5

Adventurous

6

Strategic
Income



Alexander Forbes Investment Plan – Canaccord Genuity Wealth Management Limited



Also based in Jersey, Canaccord is well known in Jersey as a quality stockbroker and private client portfolio manager. The managers use a 'core and satellite' strategy to enhance investment returns on their globally diversified portfolios. Offered as part of the AF Investment Plan on the Praemium platform, there are five strategies available:

1

Fixed Interest

2

Conservative

3

Multi-asset
income

4

Balanced

5

Dynamic

Prudential International



Prudential is well known as one of the UK's biggest insurance companies. Their 'with-profit' fund is a market leader and it offers a wide diversification of assets, particularly in infrastructure and property. Based on the with-profit fund, the Prufund Cautious and the Prufund Growth funds are popular with clients due to their 'smoothing' mechanism, which can help protect against market volatility (ups and downs of the stock and bond markets).

Quilter plc



For people looking to get started with their savings, the Quilter platform offers a low-cost range of funds for regular savers. The Wealth Select range is designed to offer diversification even when only a small amount (such as £100 a month) is invested. There are five strategies available.

Advisers can blend managers together, taking into account your risk profile and investment objectives. They can also discuss bespoke investments, if they are appropriate to your circumstances.



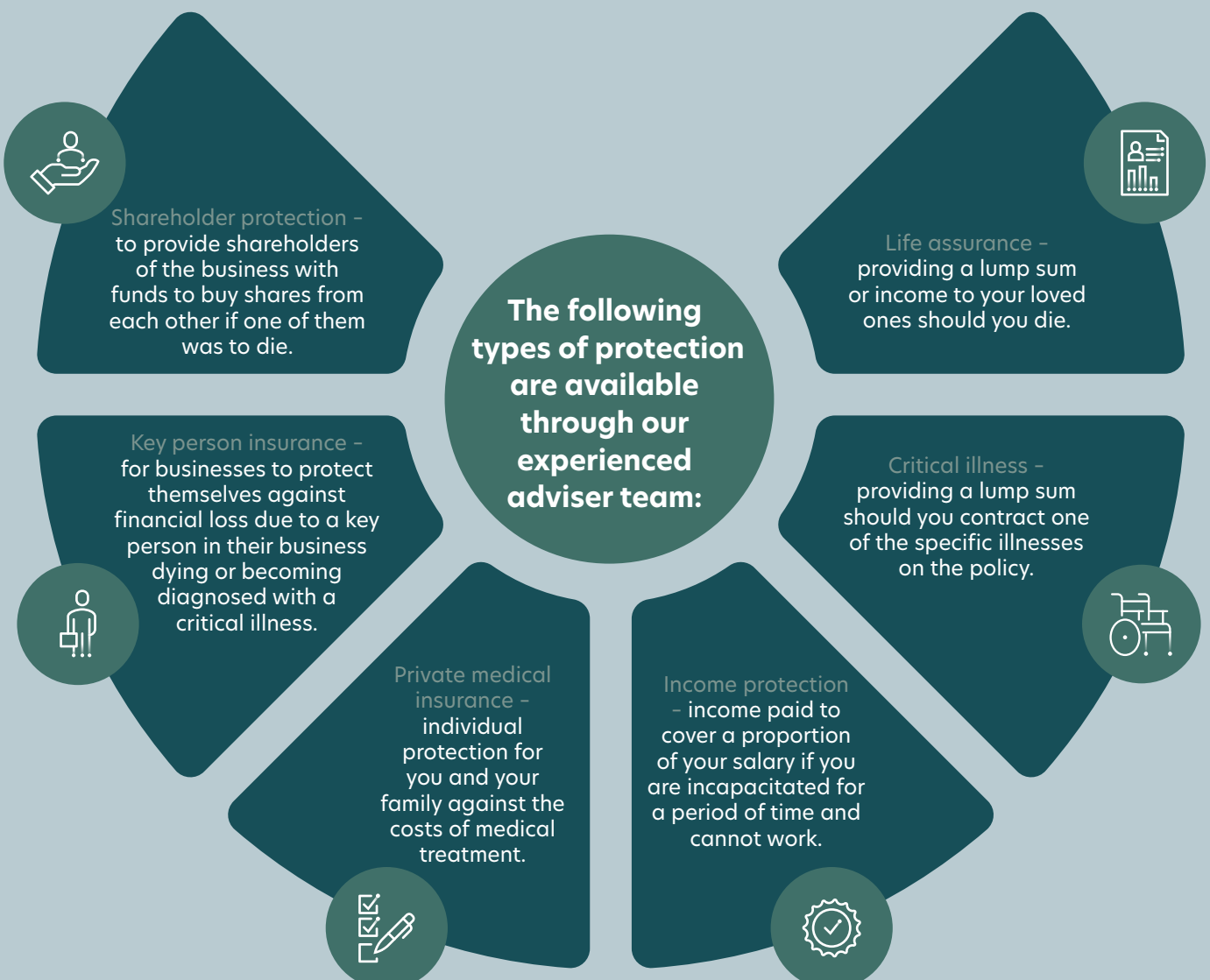
Keeping investment choices simple makes it easy to understand where and how your money is invested. Disasters occur when investors don't know what they are buying and when they can't withdraw their money when something goes wrong. We won't let that happen to you.



Protection

Nobody wants to think about what might happen to their loved ones should they pass away, become seriously ill or have an accident. Financial success means that you have not only thought about this aspect of your finances, but you have put in place protection for you, your family, your loved ones or partners in your business.

It's true that there are a limited number of insurers in Jersey who can offer Jersey residents the type of insurance cover that is needed. We have excellent relationships with the insurers available and your adviser will work with you on the best solution for you, based on your needs and affordability.





Technology

Access to your pension and investment is available online 24/7 via our secure client portals.

We currently provide two online portals:



A pension member portal to view your current pension fund value, generate transactional statements, and request changes to your personal details.



A personal finance portal for you to holistically view your financial plans, securely exchange confidential documents with your adviser, and to notify us of any changes to your financial circumstances.

You will automatically be provided with access to these portals if you are comfortable using technology and if you want online access.

We are also available at our offices to meet with you, or to share a call on the phone, or by video call.

We use industry-leading technology solutions to protect your data from unauthorised access and cyber threats, and we regularly conduct tests on our disaster recovery capabilities to ensure you have continued access to your information online.

Where possible, we use technology to give you a faster service with online applications and digital signing, to make the process of opening accounts as simple as possible. Our dedicated administrators are also on hand to help should you want to talk to real people about any questions you might have around provider applications.

We will provide updates to you by email on investment markets and regulatory changes that might impact your financial planning. These are once every two or three months.



Our technology allows you to keep up to date with investment trends and the value of your assets, as well as keeping in touch with your adviser.



Contact details

To discuss any points raised or any questions you may have, please contact us on:

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