

GEN3149 0518

### What is the Enhanced Discretionary option?

The Enhanced Discretionary option allows the Discretionary Investment Manager (DIM) to select additional categories of investments, which are usually restricted, to be linked to the International Bond.

While all DIMs available through the International Bond have discretion in terms of the assets they can select, they must comply with “permitted investment” restrictions set out by Standard Life International.

Under Enhanced Discretionary, Standard Life International will allow the DIM to choose from a greater range of investment options, and the DIM will have the freedom to invest in assets in line with their standard investment process.

This opens up access to assets which would not usually be available via the International Bond, such as stocks and shares on recognised stock markets<sup>1</sup>. However, neither you nor the policyholder may select or influence the selection (whether directly or indirectly) of assets by the DIM.

### Can all DIMs on Standard Life’s range manage assets on an Enhanced Discretionary basis?

No. This option is only available through specific DIMs, who have entered into an “Enhanced Discretionary” agreement with Standard Life International. Please speak to your Standard Life account manager for details of the relevant DIM firms.

### Which policyholders can access Enhanced Discretionary through their bond?

All new and existing retail International Bond policyholders. It is not available where the policyholder is holding a Wrap International Portfolio Bond.

We can allow existing policyholders to “switch” into the option, or to “switch” out, without having to take out a new bond, or surrendering the bond if they ultimately decide to pursue a different mandate.

Where the policyholder chooses to instruct us to switch DIMs, the assets will be sold and placed in the IB bank account. The policyholder’s bond will only be able to be linked to additional restricted investments following the appointment of a new “Enhanced Discretionary” DIM.

### Declaration – Important Information

The declaration which follows should be completed by advisers who have recommended to individual, trustee or corporate customers that they direct us to invest with an “Enhanced Discretionary” DIM.

Please ensure that you read the following declaration and confirm acceptance of this declaration by signing below. If you do not understand any point please contact us. We cannot process your client’s application unless this declaration has been completed.

It is your responsibility to ensure that this option is suitable for your client. If you recommend this option, you will ensure that your client understands the restrictions as outlined below, in particular that they will have no right/ability to influence the DIM’s selection of assets. Any business submitted by you will be on the basis that you have informed your client of the restrictions which apply. This declaration will be required in respect of each individual bond where a recommendation to invest in Enhanced Discretionary is made.

<sup>1</sup>You can contact your account manager for more information on the permitted investment range under Enhanced Discretionary.

**Declaration – Important Information (continued)**

**I/We:**

- understand that the DIM will manage the relevant assets, on behalf of Standard Life International, on a discretionary basis and will autonomously select the investments to which the bond is linked.
- confirm that I/we will ensure that neither the policyholder(s) nor any representative of the agency will select or influence the selection of the assets being managed by the DIM, either directly or indirectly.
- understand that the DIM will also be responsible for ensuring that there is no policyholder/ adviser influence.
- have advised the policyholder(s) that if the assets managed have been found to have been selected or influenced by the client(s) (or me/us) in any way, the entire bond could become reportable to HM Revenue and Customs as a personalised portfolio bond and therefore subject to potentially significant tax charges.
- understand that the DIM will provide an annual confirmation to Standard Life International confirming that there has been no influence on the selection of assets by me/us or the policyholder(s).
- agree that this declaration forms part of my/our contract with Standard Life International and by signing this declaration, I/we confirm agreement to these terms. I/we understand that these terms are supplemental to, and should be read in conjunction with, the Intermediary Terms of Business.

Agency Name:

Agency code:  /

Business writer name:

Customer Name:

Policy Number:  I B   
(if switching existing holdings):

**Signed:**  
(on behalf of the Agency):

**Date**  
(DD/MM/YYYY)

Products provided by subsidiaries of Standard Life Aberdeen plc or other specified providers.

Standard Life International dac is authorised and regulated by the Central Bank of Ireland and subject to limited regulation in the UK by the Financial Conduct Authority. Details about the extent of our regulation by the Financial Conduct Authority are available from us on request. Standard Life International dac is a designated activity company limited by shares. It is registered in Dublin, Ireland (408507) at 90 St Stephen's Green, Dublin 2. [www.standardlife.co.uk](http://www.standardlife.co.uk)

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