

Committed to complete investment choice

“Complex asset types remain central to consumer requirements for affluent and high net worth individuals, and we will serve that market long-term.”

Phil Smith, CEO The Embark Group

A contraction in the number of bespoke self-invested personal pensions (SIPP) operators in the market leaves affluent, sophisticated investors, who are looking to create a diverse portfolio, with fewer choices.

It remains vital that these investors are appropriately advised and that their advisers do their provider due diligence well. This means actively seeking assurance from providers that they have:

- the experience and expertise to have a proper understanding of the asset types on offer;
- a commitment to this investment class, not just now but well into the future;
- appropriate regulatory capital; and
- stringent investment due diligence measures and controls in place.

Work with the right provider, to ensure suitability, risk control and regulatory conformance control measures are in place.

The risk of picking the wrong provider could lead to client disruption and complaints at a later date.

Measure of suitability, risk control and regulatory conformance

Rowanmoor as part of the Embark Group

The people, processes and competence to operate complex assets safely for consumers	<ul style="list-style-type: none"> • Management of operational risk and legal resources to safely control and administer complex assets • Strong technical and investment competence in non-standard investments, including commercial property assets • Dedicated, in-house Investment, Pensions Technical, Actuarial and Property teams • Arguably the largest dedicated investment team of any bespoke SIPP operator in the UK
Economic viability of SIPP Operator	<ul style="list-style-type: none"> • Mass market capabilities with products from fully bespoke member directed pensions to mass market e-SIPPs to meet adviser product requirements • Extensive international experience across banking, investment, pensions and insurance sectors • A strategic partnership with global technology provider, FNZ
Appropriate Professional Indemnity cover	<ul style="list-style-type: none"> • Professional indemnity cover of £5,000,000

Measure of suitability, risk control and regulatory conformance

Rowanmoor as part of the Embark Group

Regulatory capital

- The combined Group is appropriately capitalised for its ongoing operations and market growth requirements
- Rowanmoor is well capitalised in respect of current requirements for SIPP operators holding £2.22m as at 31 December 2016
- Embark Group's shareholders are fully prepared to inject new equity into our business to support its controlled growth and new regulatory requirements
- Shareholders will aim to maintain a capital adequacy ratio minimum of 125% at all times

Due diligence

- Robust initial and ongoing due diligence to ensure acceptability of investments as pension assets
- Working with advisers who can demonstrate appropriate mechanisms for suitability and investment due diligence
- Expertise in dealing with due diligence for complex assets

Experienced in administering complex asset classes

- A long heritage of providing fully bespoke SIPP and small self-administered scheme products and services
- Full asset class and instrument coverage from mutual funds through to sophisticated offshore assets
- The combined Group is among the largest commercial property pensions operators by assets under administration and volume in the UK market
- The combined Group contains award-winning administration

Commitment to the market

Clients can invest in any asset via one of our pension arrangements, provided we can obtain adequate title to the asset and its ownership does not give rise to an unacceptable risk, an unauthorised payment, or a taxable property charge, under HM Revenue & Customs' (HMRC) rules.

Embark Group vital statistics

- Employs 470 people
- Seven businesses located in seven office locations
- £8.1bn assets under administration
- 84,000 clients
- 100 per cent privately owned
- £ multi-million year-on-year capital investment
- Commitment to professional excellence across our people
- Blue chip management and non-executive team

If you wish to benefit from the knowledge and experience on offer to provide a top-class offering for your clients please contact us.

For more information on Rowanmoor's products and services please visit our website www.rowanmoor.co.uk, call 03445 440 550, or email enquiries@rowanmoor.co.uk.

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