

GENERIC INVESTMENT ILLUSTRATIONS

For OEICs, Investment Trusts and
Exchange Traded Funds (Ex-Ante)

January 2018

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The purpose of these illustrations is to give you an indication of how your investment could perform under different scenarios.

The document looks at investments held within either an Alliance Trust Savings' Stocks & Shares ISA or our General Investment Account (GIA/IDA).

It is important that you read this carefully so that you understand what you are buying, and then keep it safe for future reference. The illustrations contained in this document meet the Financial Conduct Authority's (FCA) standards.

Generic Investment Illustrations

All scenarios assume:

- for a GIA/IDA, a one-off purchase of £20,000 is made into the relevant Investment and also a monthly trade of £100.
- for a Stocks & Shares ISA, a one-off purchase of £15,000 is made into the relevant Investment and also a monthly trade of £250.
- It also assumes that the Investment is held for 15 years.
- The illustration assumes an ongoing Adviser Charge of 0.5% which is outlined clearly in the illustration.

We have included illustrations on the following basis for you to consider:

- One-off and regular trade into an OEIC/Unit Trust with an annual ongoing charges figure (OCF) of 0.96%. The Fundsmith Equity I Acc fund has been used as the example Investment.
- One-off and regular trade into a Closed Ended Fund (Investment Trust) with an annual OCF of 0.84%. The Scottish Mortgage Investment Trust has been used as the example Investment.
- One-off and regular trade into an Exchange Traded Fund (ETF) with an annual OCF of 0.54%. The ETF Securities All Commodities ETF has been used as the example Investment.

Please remember the value of your investments and any income from them can go down as well as up and you may get back less than the amount you originally invested. All investments carry an element of risk which may differ significantly.

If you are unsure as to the suitability of any particular investment or product, you should seek professional financial advice.

Each scenario has a breakdown of charges which show:

- Projected value of your investment based on:
 - mid (5%) growth rate for an ISA.
 - mid (4.50%) growth rate for a GIA/IDA. This is because a GIA/IDA is not a tax sheltered account unlike an ISA.
 - These growth rates are specified by the Financial Conduct Authority. The FCA defines prescribed rates of return that financial services companies must use in their calculations when providing customers with projections of future benefits. These growth rates are based on assets that are invested primarily in equities and are not guaranteed.
- Key investment product and service costs and charges which investors can expect to incur annually. Note that within Product costs, although the Transaction cost figure is itemised, it forms part of the overall Ongoing cost.
- The effect of charges on your investment.

The effect of charges on your investment has been calculated on our Standard charging structure.

These illustrations do not take into account the effect of inflation which will reduce the buying power of your projected value.

Account Charges


Our Standard charge for ISAs and GIAs/IDAs is £120. We have assumed that if you select the standard charging option you will trade six times a year. Four of these trades will be included in your Account charge and the additional two trades are charged at a cost of £9.99 per transaction (our online dealing charge).

These illustrations only act as a guide and performance is not guaranteed. What you get back will depend on the amount invested, number of times you trade and the resulting charges, the performance of your chosen investments and the tax treatment of the products and underlying investments selected.

We do not currently pay interest on cash deposits. Alliance Trust Savings may earn and retain interest on deposit balances by investing in overnight deposits and money market instruments. The interest earned fluctuates depending on market conditions. Any part of your fund left in cash, rather than invested, will not grow and will be eroded by our product charges.

AN INDIVIDUAL PURCHASING AN OEIC WITHIN A GIA/IDA

Charges Summary



Product Costs
Annual 0.96%
 This equates to £210.26 in Year 1



Service Costs
Annual 1.13%
 This equates to £243.98 in Year 1

Itemisation of Charges in Year 1

Product Costs

One-off costs	£0.00	0.00%	Costs you pay when entering or exiting your Investments
Ongoing costs	£210.26	0.96%	Costs you pay each year for the management of your Investments
Transaction Costs	£9.98	0.05%	Costs incurred by buying and selling underlying Investments
Incidental Costs	£0.00	0.00%	Other costs associated with the Investment (e.g. performance fee)

Service Costs

One-off costs	£0.00	0.00%	Entry and Exit costs (e.g. Stamp Duty)
Ongoing costs	£224.00	1.04%	Annual GIA/IDA Account charge & Adviser Fees
Transaction Costs	£19.98	0.09%	Dealing charges
Incidental Costs	£0.00	0.00%	The impact of performance fee
Ancillary Costs	£0.00	0.00%	Costs related to ancillary services not included above

Effect of Charges on Return

Terms in years	Total paid to date	Value before charges	Value after charges taken
Year 1	£21,200	£22,100	£21,600
Year 5	£26,000	£31,600	£28,800
Year 10	£32,000	£46,100	£39,000
Year 15	£38,000	£64,200	£50,900

The last line shows that without charges, your plan could be worth £64,200. Based on your selected investments assuming that no charges are taken, we assume that your Account would grow at 4.5% a year.

4.50%
GROWTH

The reduction from £64,200 to £50,900 means that all the charges could reduce the annual growth rate from 4.5% to 2.5%. This is a reduction in growth of 2.0% a year and equates to a reduction in value of £13,300 in year 15.

2.50%
GROWTH

AN INDIVIDUAL PURCHASING A CLOSED ENDED FUND (INVESTMENT TRUST), WITHIN A GIA/IDA

Charges Summary



Product Costs
Annual 1.39%
 This equates to £307.52 in Year 1



Service Costs
Annual 1.13%
 This equates to £243.98 in Year 1

Itemisation of Charges in Year 1

Product Costs

One-off costs	£124.63	0.56%	Costs you pay when entering or exiting your Investments
Ongoing costs	£182.89	0.84%	Costs you pay each year for the management of your Investments
Transaction Costs	£1.50	0.01%	Costs incurred by buying and selling underlying Investments
Incidental Costs	£0.00	0.00%	Other costs associated with the Investment (e.g. performance fee)

Service Costs

One-off costs	£0.00	0.00%	Entry and Exit costs (e.g. Stamp Duty)
Ongoing costs	£224.00	1.04%	Annual GIA/IDA Account charge & Adviser Fees
Transaction Costs	£19.98	0.09%	Dealing charges
Incidental Costs	£0.00	0.00%	The impact of performance fee
Ancillary Costs	£0.00	0.00%	Costs related to ancillary services not included above

Effect of Charges on Return

Terms in years	Total paid to date	Value before charges	Value after charges taken
Year 1	£21,200	£22,100	£21,600
Year 5	£26,000	£31,600	£29,000
Year 10	£32,000	£46,100	£39,500
Year 15	£38,000	£64,200	£51,800

The last line shows that without charges, your plan could be worth £64,200. Based on your selected investments assuming that no charges are taken, we assume that your Account would grow at 4.5% a year.


4.50%
GROWTH

The reduction from £64,200 to £51,800 means that all the charges could reduce the annual growth rate from 4.5% to 2.7%. This is a reduction in growth of 1.8% a year and equates to a reduction in value of £12,400 in year 15.

2.70%
GROWTH

AN INDIVIDUAL PURCHASING AN EXCHANGE TRADED FUND (ETF) WITHIN A GIA/IDA.

Charges Summary



Product Costs
Annual 0.53%
 This equates to £118.27 in Year 1



Service Costs
Annual 1.13%
 This equates to £243.98 in Year 1

Itemisation of Charges in Year 1

Product Costs

One-off costs	£0.00	0.00%	Costs you pay when entering or exiting your Investments
Ongoing costs	£118.27	0.54%	Costs you pay each year for the management of your Investments
Transaction Costs	£76.32	0.36%	Costs incurred by buying and selling underlying Investments
Incidental Costs	£0.00	0.00%	Other costs associated with the Investment, (e.g. performance fee)

Service Costs

One-off costs	£0.00	0.00%	Entry and Exit costs (e.g. Stamp Duty)
Ongoing costs	£224.00	1.04%	Annual GIA/IDA Account charge & Adviser Fees
Transaction Costs	£19.98	0.09%	Dealing charges
Incidental Costs	£0.00	0.00%	The impact of performance fee
Ancillary Costs	£0.00	0.00%	Costs related to ancillary services not included above

Effect of Charges on Return

Terms in years	Total paid to date	Value before charges	Value after charges taken
Year 1	£21,200	£22,100	£21,700
Year 5	£26,000	£31,600	£29,400
Year 10	£32,000	£46,100	£40,500
Year 15	£38,000	£64,200	£53,700

The last line shows that without charges, your plan could be worth £64,200. Based on your selected investments assuming that no charges are taken, we assume that your Account would grow at 4.5% a year.

4.50%
GROWTH

The reduction from £64,200 to £53,700 means that all the charges could reduce the annual growth rate from 4.5% to 3.0%. This is a reduction in growth of 1.5% a year and equates to a reduction in value of £10,500 in year 15.

3.0%
GROWTH

AN INDIVIDUAL PURCHASING AN OEIC WITHIN A STOCKS & SHARES ISA

Charges Summary



Itemisation of Charges in Year 1

Product Costs

Cost Type	Amount	Percentage	Description
One-off costs	£0.00	0.00%	Costs you pay when entering or exiting your Investments
Ongoing costs	£177.92	0.96%	Costs you pay each year for the management of your Investments
Transaction Costs	£7.55	0.05%	Costs incurred by buying and selling underlying Investments
Incidental Costs	£0.00	0.00%	Other costs associated with the Investment (e.g. performance fee)

Service Costs

Cost Type	Amount	Percentage	Description
One-off costs	£0.00	0.00%	Entry and Exit costs (e.g. Stamp Duty)
Ongoing costs	£204.00	1.14%	Annual ISA Account charge & Adviser Fees
Transaction Costs	£19.98	0.11%	Dealing charges
Incidental Costs	£0.00	0.00%	The impact of performance fee
Ancillary Costs	£0.00	0.00%	Costs related to ancillary services not included above

Effect of Charges on Return

Terms in years	Total paid to date	Value before charges	Value after charges taken
Year 1	£18,000	£18,800	£18,400
Year 5	£30,000	£34,100	£33,400
Year 10	£45,000	£63,100	£55,300
Year 15	£60,000	£97,600	£81,300

The last line shows that without charges, your plan could be worth £97,600. Based on your selected investments assuming that no charges are taken, we assume that your Account would grow at 5.0% a year.

5.0%
GROWTH

The reduction from £97,600 to £81,300 means that all the charges could reduce the annual growth rate from 5.0% to 3.7%. This is a reduction in growth of 1.3% a year and equates to a reduction in value of £16,300 in year 15.

3.7%
GROWTH

AN INDIVIDUAL PURCHASING A CLOSED ENDED FUND (INVESTMENT TRUST) WITHIN A STOCKS & SHARES ISA

Charges Summary



Product Costs
Annual 1.34%
 This equates to £251.92 in Year 1



Service Costs
Annual 1.25%
 This equates to £223.98 in Year 1

Itemisation of Charges in Year 1

Product Costs

One-off costs	£95.58	0.51%	Costs you pay when entering or exiting your Investments
Ongoing costs	£154.83	0.84%	Costs you pay each year for the management of your Investments
Transaction Costs	£1.50	0.01%	Costs incurred by buying and selling underlying Investments
Incidental Costs	£0.00	0.00%	Other costs associated with the Investment (e.g. performance fee)

Service Costs

One-off costs	£0.00	0.00%	Entry and Exit costs (e.g. Stamp Duty)
Ongoing costs	£204.00	1.14%	Annual ISA Account charge & Adviser Fees
Transaction Costs	£19.98	0.11%	Dealing charges
Incidental Costs	£0.00	0.00%	The impact of performance fee
Ancillary Costs	£0.00	0.00%	Costs related to ancillary services not included above

Effect of Charges on Return

Terms in years	Total paid to date	Value before charges	Value after charges taken
Year 1	£18,000	£18,800	£18,400
Year 5	£30,000	£34,100	£33,600
Year 10	£45,000	£63,100	£55,900
Year 15	£60,000	£97,600	£82,600

The last line shows that without charges, your plan could be worth £97,600. Based on your selected investments assuming that no charges are taken, we assume that your Account would grow at 5.0% a year.

5.0%
GROWTH

The reduction from £97,600 to £82,600 means that all the charges could reduce the annual growth rate from 5.0% to 3.8%. This is a reduction in growth of 1.2% a year and equates to a reduction in value of £15,000 in year 15.

3.8%
GROWTH

AN INDIVIDUAL PURCHASING AN EXCHANGE TRADED FUND (ETF) WITHIN A STOCKS & SHARES ISA

Charges Summary



Product Costs
Annual 0.89%
 This equates to £167.69 in Year 1



Service Costs
Annual 1.25%
 This equates to £223.98 in Year 1

Itemisation of Charges in Year 1

Product Costs

One-off costs	£0.00	0.00%	Costs you pay when entering or exiting your Investments
Ongoing costs	£99.70	0.54%	Costs you pay each year for the management of your Investments
Transaction Costs	£67.99	0.36%	Costs incurred by buying and selling underlying Investments
Incidental Costs	£0.00	0.00%	Other costs associated with the Investment (e.g. performance fee)

Service Costs

One-off costs	£0.00	0.00%	Entry and Exit costs (e.g. Stamp Duty)
Ongoing costs	£204.00	1.14%	Annual ISA Account charge & Adviser Fees
Transaction Costs	£19.98	0.11%	Dealing charges
Incidental Costs	£0.00	0.00%	The impact of performance fee
Ancillary Costs	£0.00	0.00%	Costs related to ancillary services not included above

Effect of Charges on Return

Terms in years	Total paid to date	Value before charges	Value after charges taken
Year 1	£18,000	£18,800	£18,400
Year 5	£30,000	£34,100	£34,000
Year 10	£45,000	£63,100	£57,100
Year 15	£60,000	£97,600	£85,200

The last line shows that without charges, your plan could be worth £97,600. Based on your selected investments assuming that no charges are taken, we assume that your Account would grow at 5.0% a year.


**5.0%
GROWTH**

The reduction from £97,600 to £85,200 means that all the charges could reduce the annual growth rate from 5.0% to 4.2%. This is a reduction in growth of 0.8% a year and equates to a reduction in value of £12,400 in year 15.

**4.2%
GROWTH**

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