

**FEIFA TED Talk:**

**International Pension Transfers –  
Coping with change**

**5<sup>th</sup> November, 2020**

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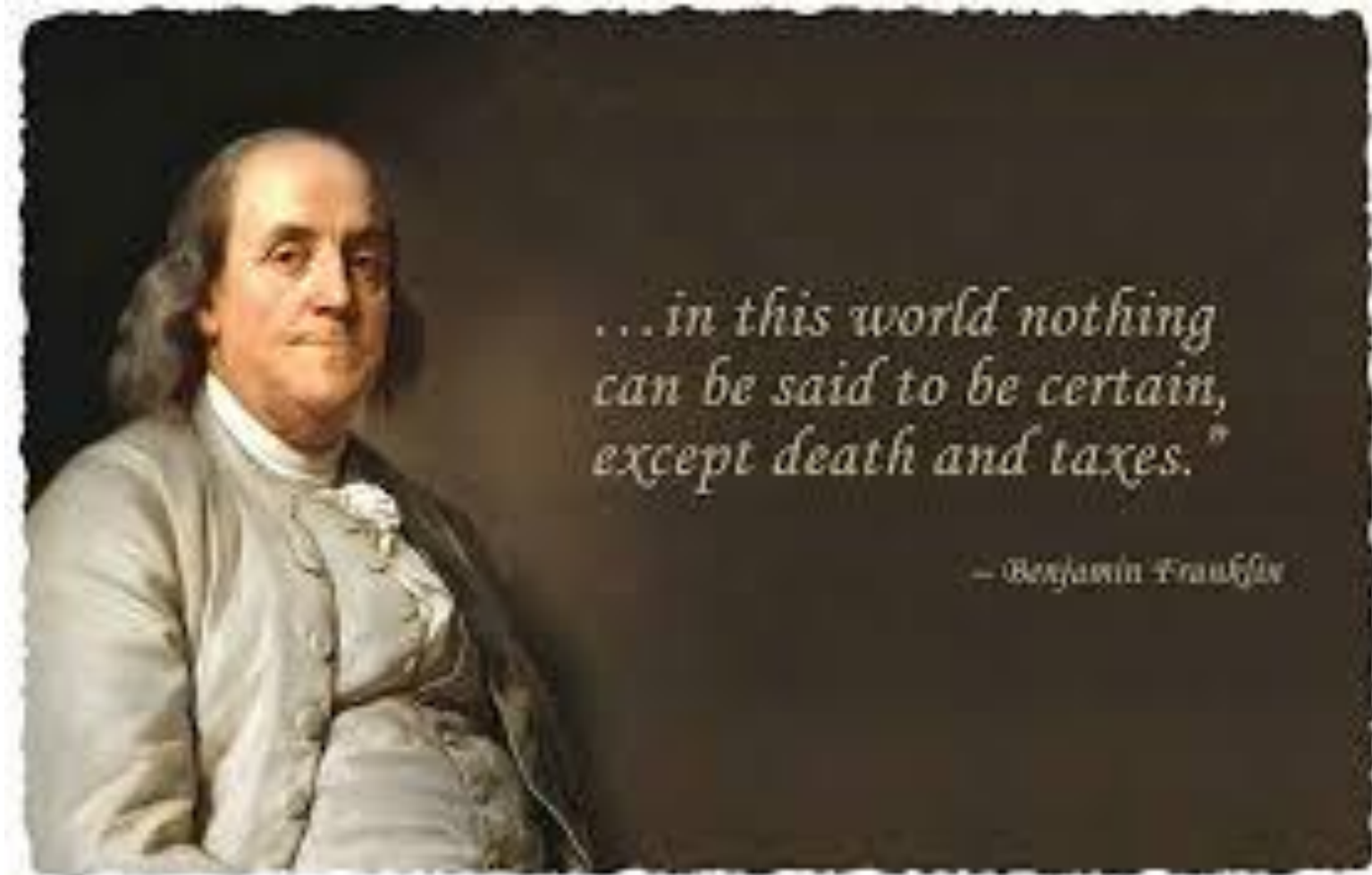
International Sales &  
Technical Manager

**novia**  
global

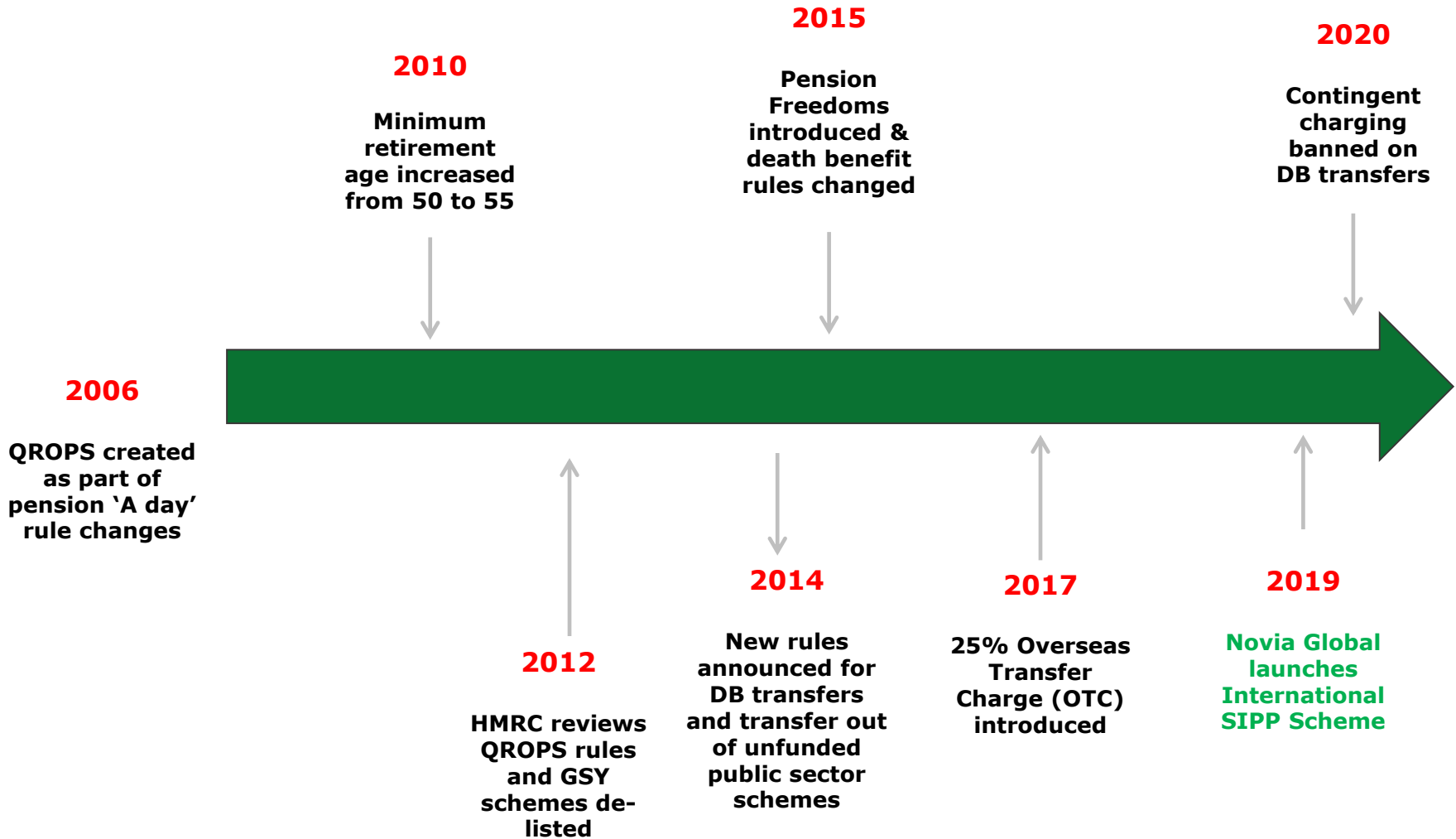


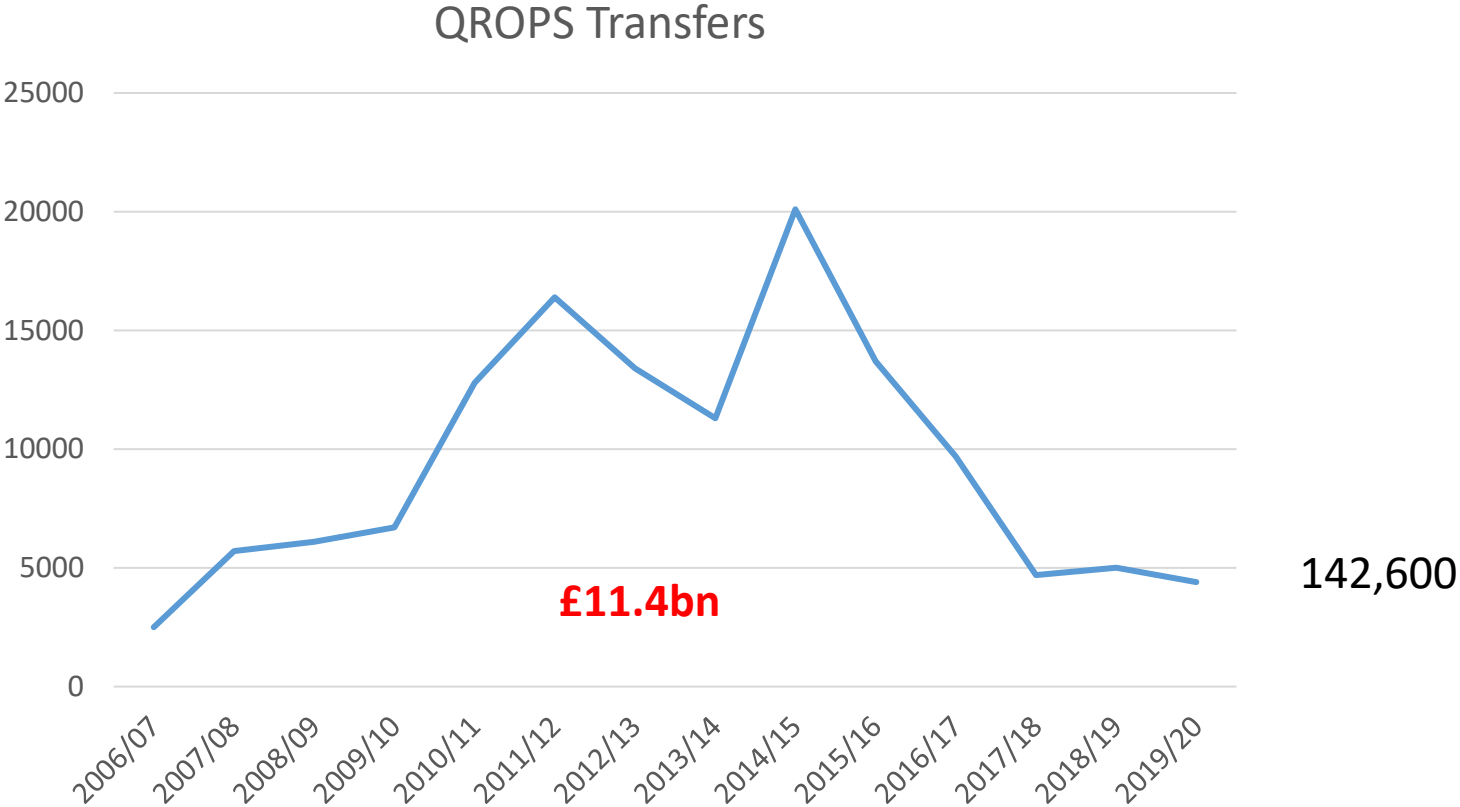
## Excelling in a changing environment

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# Historic changes to UK pension rules





## 2020...a perfect storm!

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- > **Covid pandemic;**
- > **Tightening DD from UK ceding schemes for non-UK adviser & clients;**
- > **Reducing options for access to UK Pension Transfer Specialists;**
- > **Contingent charging ban on DB transfers;**
- > **Potential account closures for expat clients with UK bank accounts;**
- > **Brexit;**

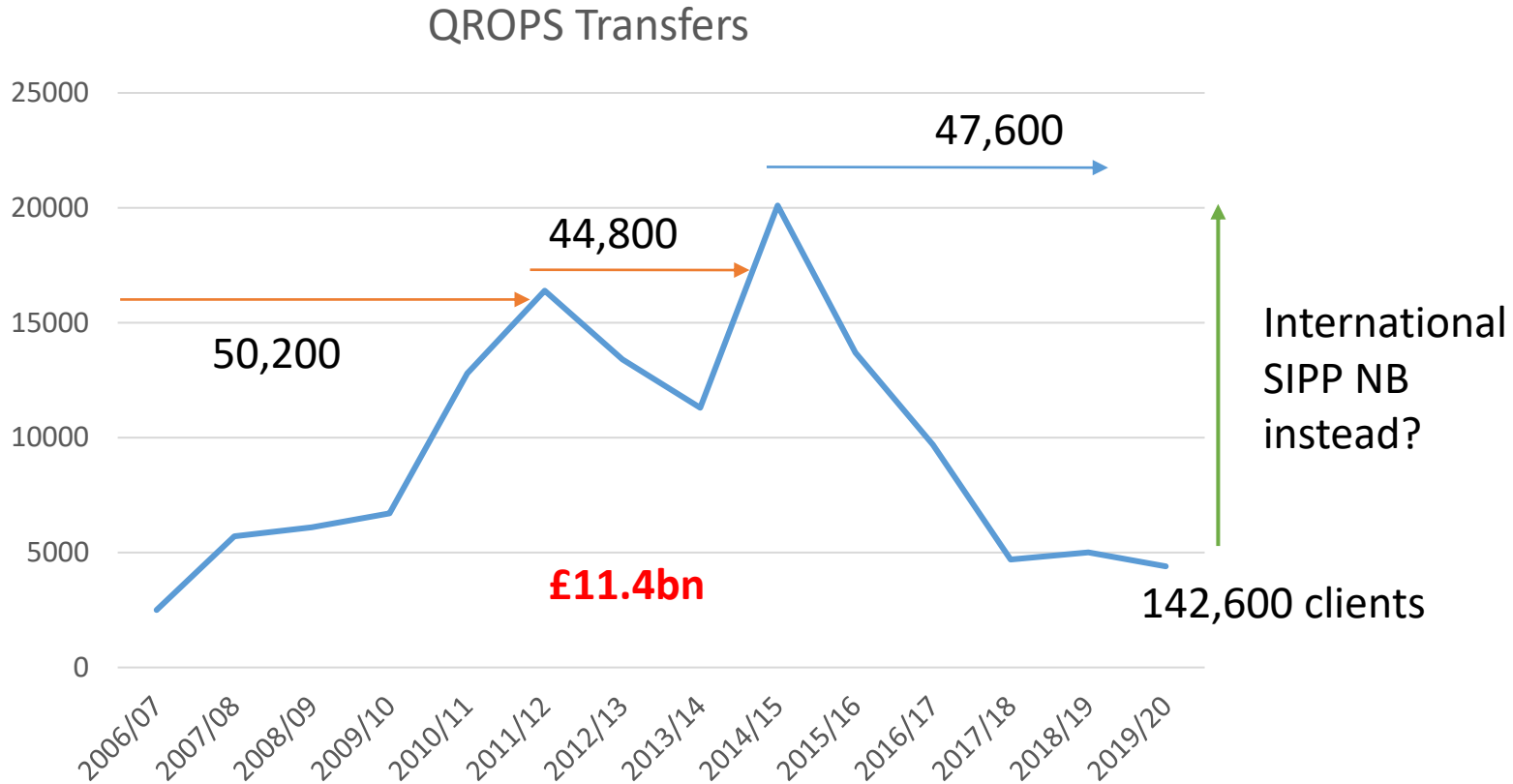


## Opportunities going into 2021

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- > **The business environment is likely to remain tough into 2021;**
- > **Align with Covid-friendly providers – like Novia Global! 😊**
- > **Historic high DB transfer values;**
- > **FCA passport temporary permissions regime & pensions;**
- > **Review previous transfers for existing clients?**





**Many PPBs now nearing the end of 5-8 year establishment periods?**



International pension transfers have evolved greatly over the last decade

Especially true since UK pension freedoms in 2015 and OTC in 2017



Time to review previous client transfers?

Product costs & fees reduced over the last decade



Access to technology & digital solutions

Resilient advisers can thrive in 2021 & beyond





# Q&A's...



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