



As part of Pembridge Associates' ongoing commitment to providing experienced, highly qualified and respected advice in the Near East, Managing Partner Glen Richards (Cert PFS, Cert CII MP) and Senior Consultant John Mannion were pleased to present to the British Lebanese Business Group in Beirut as part of Pembridge's Quarter 4 2014 Roadshow – an informative yet informal series of seminars across the globe aimed at introducing the services of the Pembridge Group and how they may assist individuals and corporations in International Financial Planning.

Glen Richards introduced the Pembridge Group of companies, and noted the growth in client numbers and assets under administration across the globe, which he puts down to putting service and accountability at the forefront of the Pembridge proposition.

His presentation highlighted the very real risk of inflation eroding one's capital, and how relevant the 'headline' rate of inflation is to each individual. Noting the 'real' rates of inflation on everyday items, and in areas where affluent individuals tend to incur expense, the section entitled "Inflation versus Real Inflation" advised that particular attention should be paid to individual circumstances when considering if hard-earned savings are, in fact, keeping pace with inflation, citing recent inflationary statistics.



'Do the Math...'

E/Stat If @ 0.7%

Savings Rate: 1.85%

Defence/Average Tax 30%

Final Rate: 1.295%

Profit/Loss: 0.595%

Before bank charges, statement charges, chqbook charges, currency fluctuations etc...

Please note that this should not be considered as investment advice of any kind, nor an invitation to invest. This presentation is made with the intention of providing information only.

Results: For £100,000 to be available in us in 6 months

Bank or Building Society	Account Name	Gross AER (%)	Fixed/Variable (%)	Fixed Sum (£)	Maximum Variable Sum (£)	Maximum Interest (£)	Notes
Shawbrook Bank	120 Day Notice Personal Savings Account	1.85	Variable	1,000	500,000	Annual	
Julian Hodge Bank	90 Day Notice Deposit Account	1.80	Variable	100,000	100,000	Monthly	option
Shawbrook Bank	95 Day Notice Personal Savings Account	1.75	Variable	1,000	500,000	Annual	
Co-operative Bank	Select Access Saver Account	1.65	Fixed	1	Monthly	4	whenever
Soci Bank	HEDGE SuperSaver Savings Account	1.59	Variable	1	Monthly		No notice
Ecology Building Society	50-60 Share Account	1.55	Fixed	25,000	125,000	Annual	60 days notice
Charity Bank	Savings Account - 93 Days Notice	1.50	Variable	100,000	750,000	Annual	
Earl Shilton Building Society	Special 120 Account	1.50	Variable	50,000	180,000	Monthly	option
United Trust Bank	Fixed Deposit Account - 6 Months	1.50	Fixed	500	500,000	Annual	
West Bromwich Building Society	Easy Saver Plus Saver	1.50	Variable	250	2,000,000	Annual	Branch, 2nd bonus for max 6 whenever/yr

Snapshot Sample Source: <http://www.interestrates.org.uk/>

Further presented was Glen's opinion that retirement planning remains the "sole and most important area of financial planning where a shortfall is regularly identified". In order to put this statement into perspective, he noted that a 15-year savings plan would require a monthly contribution in excess of £/\$1200 per month in order to achieve a £/\$300,000 'retirement' pot, assuming a 4% net return

(not accounting for inflation). He further noted that, should this be relied upon to cover an expenditure of £/\$30,000 p/a in retirement, one would effectively run out of money after 13 years.

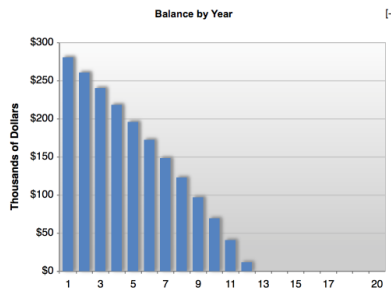


Your savings balance is \$0.00 after 13 years.

If you withdraw \$30,000 per year, your ending balance will be \$0.00 after 13 years. This assumes a starting balance of \$300,000 and a 4% annual rate of return.

Balance by Year

[+]



<http://www.bankrate.com/calculators/savings/savings-withdrawal-calculator.asp>

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Equally as interesting was Glen's pointing out that in his experience, retirees generally spend more in retirement than they did in employment, given that there were "more hours in the day", "children and grandchildren to see, flights to pay for" and a "general higher standard of living for expatriates who have earned higher incomes relative to what they may have in the UK."

Glen discussed the proposed changes in UK Pension legislation, including the latest proposals regarding the 'removal' of the 55% 'Death Tax' on UK pensions, in detail after full analysis of the proposed changes, and discussed how they effect non-UK-residents who hold UK pension entitlements. The BLBG were advised of the merits of QROPS (Qualified Recognised Overseas Pension Schemes) and how important it is to obtain quality and experienced advice in a sector that remains largely uncatered for by UK advisors. Whilst he did note that consideration of such pension plans are not right for every individual, he highlighted the risks and challenges facing the UK pension industry (especially in line with an ageing population), and that there has never been a better time to conduct a review on existing or new pension planning.

John Mannion, who represents Pembridge in a number of locations, added that one should not be put off by perceived complexities, and should not use these as a reason for delaying planning, as professional advice from qualified and experienced individuals can often be of significant benefit.

Pembridge's services have been well-received in Lebanon, and their proposition has resulted in an increasing client base in the region. They have assisted clients in tracing lost pensions, accessing (some) pensions early, obtaining higher value from assets, and protecting wealth and clients' families from avoidable tax burdens.

Any BLBG member interested in hearing more is invited to contact info@pembridge-associates.com, to arrange an informal meeting free from obligation with Pembridge, who are in Beirut for 4 or 5 days each month.