# **Combating Pension Scams:**

# A Code of Good Practice

Version 2: 22 June 2018

#### Disclaimer:

The Code is for guidance only and does not purport to constitute legal advice. The Code is not exhaustive and nothing in the Code can be relied upon as evidence of compliance with any other legal or regulatory requirement. The Code relates to circumstances prevailing at the date of its publication and may not have been updated to reflect subsequent developments.

Following the Code does not relieve a party of its legal or regulatory obligations and following the Code might not prevent a claim being brought against a party.

# Foreword by the Minister for Pensions and Financial Inclusion

People's savings are still being targeted and stolen through elaborate hoaxes, leaving them facing retirement with a limited income and little opportunity to build up savings again. While it is difficult to be certain about the true scale of the problem, we can be certain about the devastating effect scams can have on hard working people and their future in retirement.

The Government is committed to protecting people from pension scams and pursuing those who perpetrate pension scams wherever possible. We established Project Bloom, a cross-government taskforce that brings together law enforcement, government and industry to share intelligence, raise awareness of scams through communication campaigns, and take enforcement action where appropriate. I am pleased to say that intelligence sharing has led to a number of successful criminal convictions.

We took steps to ensure that the Financial Guidance and Claims Act 2018 enables us to make regulations to implement a pensions cold calling ban more quickly. We also introduced new, tougher rules to stop scammers opening fraudulent pension schemes in the recent Finance Act. Following the roll-out of the master trust authorisation regime in 2018-19, we plan to legislate to prevent the transfer of money from occupational pension schemes into fraudulent ones.

Ensuring people are able to make informed decisions about their pension savings should also help protect them from scams. Once established, the new financial guidance body will provide information and guidance relating to all a person's money matters, including their pensions savings, in a more joined-up way. The Government also introduced requirements in the Financial Guidance and Claims Act 2018 to ensure that when an individual seeks to access or transfer their pension pot, that they are: referred for guidance; receive an explanation of the nature and purpose of that guidance, and before proceeding with an application, subject to any exceptions, schemes must ensure that members have either received guidance or have opted out.

I have followed the work of the Pension Scams Industry Group (PSIG) with interest and have been pleased to note the success of the 2015 industry Code of Good Practice in setting out and encouraging good due diligence that has protected countless individuals from harm. In order to respond to the changing market, the PSIG, made up of volunteers from most sectors of the pensions industry has updated its voluntary Code.

I therefore warmly welcome this second edition of the voluntary Code and commend it to the industry.

**Guy Opperman MP** Minister for Pensions and Financial Inclusion 5 June 2018

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# 1. Summary of key changes to the Code from Version 1

- 1.1. Promotion of calling members as part of due diligence information collecting
- 1.2. Expanding protection to include referring insistent customers to The Pensions Advisory Service (TPAS) for impartial guidance which will help them to better understand the risks
- 1.3. Including recent developments
  - 1.3.1. Update on QROPS regulations
  - 1.3.2. The Hughes v Royal London judgment.
  - 1.3.3. The growth in international SIPPs as scam vehicles
  - 1.3.4. "Forward view" in terms of the forthcoming cold calling ban
- 1.4. Addition of detailed guidance on Action Fraud reporting and encouraging providers and schemes to report potential scams
- 1.5. Expanded letters
- 1.6. Example case studies

# 2. Introduction

Pension scams are damaging to individuals, to pension schemes and their providers, and to society. Scheme members are easily tempted by such offers, but many of those who are taken in find themselves transferring their secure benefits to dubious and risky unregulated investment structures, many of which are based overseas. Huge fees or commissions are typically deducted from the funds and transferees may be subject to tax penalties which they had not understood, leaving transferees with substantially reduced benefits for retirement. In some cases, the funds are simply stolen.

Pension scams rely on deception and misleading people about investment risks and returns as well as taxation. By their nature, offers made seem attractive and people can be taken in by them. Scammers also spread misinformation about the motivation of trustees, providers and administrators who try to explain the risks of such transfers. The individual may have a statutory right to transfer, which takes no account of the possibility that the transfer may, with hindsight, prove to be unwise, but it is the trustees and providers who must determine that the receiving scheme is one which they are lawfully able to transfer to. They have a duty to act in the interests of all scheme members, including the ones requesting a transfer to another arrangement. There is no magic bullet, so judgments must be made, balancing legal rights and risks and trustees and providers must contend with such conflicts on a daily basis. Where there is doubt, trustees should ensure that they take sufficient time to perform reasonable due diligence, without refusing to carry out a transfer to a valid arrangement.

In 2015, the pensions industry developed a voluntary Code of Good Practice, written by a group made up of the key stakeholders, including trustees, administrators, legal advisers and insurers. This Code set out suggested due diligence steps to take to help identify whether a receiving scheme is one to which a transfer payment should be made. We are pleased to observe that, all providers, schemes and reputable advisers, when asked, confirmed that they have adopted the Code as part of their due diligence processes. The Industry Group will consider putting in place an online page for those who follow the Code to indicate publicly that they do so.

Because of the changing nature of pension scams, the introduction of pension freedoms and the clarification in law of the statutory right to transfer, the Industry Group has updated the Code. It has also taken the opportunity to change its name from the Pension Liberation Industry Group to the Pension Scams Industry Group (PSIG), which more closely reflects the issue it aims to address.

The Code relates to due diligence in combating pension scams, but many scams are perpetrated on savings after they have been legitimately cashed in from pension schemes and therefore go beyond the current scope of the Code and outside of any protection available from the pension scheme. However,

this Code serves to raise awareness of this problem and encourage communication with scheme members before they take a transfer, to ensure they are aware of the risks of investing their pension monies in unsafe investment schemes.

The 2018 Code, which follows, has again been reviewed by a wide group of industry bodies and organisations to ensure broad acceptance and encourage widespread adoption of its principles. The reviewing organisations and the members of the Industry Group are shown elsewhere in this Introduction.

# Status of the Code of Good Practice

- The Code of Good Practice is voluntary and sets an industry standard for dealing with requests by members for transfers from a UK registered pension scheme to another UK registered pension scheme or Qualifying Recognised Overseas Pension Scheme (QROPS).
- The Code is not a statutory code.
- The Code does not replace or override existing requirements or guidance issued by regulatory bodies on transfers and pension scams.

The Code is intended for use by trustees, administrators and providers and suggests industry standard due diligence to follow when considering a transfer request. The legislation relating to transfers is not prescriptive as to due diligence that trustees/providers should carry out on transfer applications.

This Code is intended to help those involved in the administration of registered pension schemes to assess members' transfer requests. The Pensions Regulator (TPR), and members, expect trustees and providers to carry out a reasonable level of due diligence and not aim to rely on the HMRC registration process alone. This voluntary Code represents good industry practice on due diligence.

# **Objectives of the Code of Good Practice**

The Code covers:

- Standard information/evidence required by the transferring scheme to enable a transfer to proceed with reasonable assurance that it should not result in a pension scam.
- Additional information to consider when dealing with transfers to a Self-Invested Personal Pension (SIPP), Small Self-Administered Scheme (SSAS) or QROPS.
- Guidance on reasonable steps to take to minimise delay and provide reassurance to all parties.
- · Information which should be provided to raise member awareness of pension scams.
- Suggested additional organisations which may help to better inform members about the risks of scams.
- A guide to help trustees and providers to identify some "red flags" which may indicate the need for greater scrutiny.
- The steps for reporting suspicious cases to ensure that Action Fraud are aware and can investigate the perpetrators, and that the industry and regulators have meaningful information on the scale of pension scam activity.
- A set of example letters.
- Case studies highlighting scam risks.

# **Commencement date**

The 2018 Code takes effect from 22 June 2018 and is available for use in any transfer request processed on or after that date, even if the request for a transfer was received before 22 June 2018.

# Updates to the Code of Good Practice

The Code will be reviewed and updated periodically to ensure it reflects current risks and good practice. The current version can be found on the industry website:

www.combatingpensionscams.org.uk

## **Recent Developments**

#### Freedom and Choice in Pensions

From 6 April 2015, greater freedom and choice became available to members of defined contribution pension schemes. Though this has enabled many members of pension schemes to draw benefits at an accelerated rate, it also brings the risks of poor choice and that scammers will target people with access to those freedoms. They may deliberately try to collect information about scheme members approaching retirement age. They may also specifically target defined benefit (DB) scheme members who cannot take advantage of the new flexibilities within their existing DB arrangements, to try to scam them out of their benefits. This is particularly prevalent where there is a DB scheme in financial distress, as witnessed by the recent British Steel case. The due diligence set out in the Code applies to transfer payments, but practitioners should also be vigilant where benefits are being paid out to members as benefit payments in cash. For further information on the pension flexibilities from April 2015, see:

https://www.gov.uk/government/uploads/system/uploads/attachment\_data/file/385065/TIIN\_8130\_2140.pdf

#### Evolving tactics by scammers

Fewer scams take the form of traditional pension liberation (taking benefits before normal minimum pension age or any protected early pension age) and are more likely to involve investment schemes (sometimes post retirement), SIPPs, SSAS and QROPS.

Scammers have also developed their approaches, using social media (e.g. Facebook and LinkedIn) to target victims, as well as by cold calling and "factory-gating" (i.e. approaching people outside their workplace) to contact those likely to have access to significant pension savings. Scams have also broadened to include "secondary scamming", where someone who has been scammed is approached by a third party, who, for a fee, offers to attempt to recover the lost money. They fail to do so and the individual is even further out of pocket.

The pensions industry has also seen the emergence of "international SIPP transfers" since the introduction of the Overseas Transfers Charge in March 2017. This is referred to in detail in Principle 3 of the Code.

In the meantime, the Industry Group continues to recommend that appropriate due diligence is carried out on transfers where companies use "practitioner-only" services for SSAS or are transacted using automated systems, such as Origo, especially on international SIPP transfers of concern.

#### The Pensions Ombudsman: Cases

In January 2015, The Pensions Ombudsman (TPO) published determinations on complaints in connection with suspected pension scam cases. The Industry Group considered the impact of the cases and strengthened the due diligence and decision-making process where relevant. This has been kept under review as further determinations have been published. The implications of the case of *Hughes v Royal London Mutual Insurance Society Ltd* (an appeal in 2016 from TPO's Determination PO-7126) have also been considered.

#### Pension Scams: Consultation Response

In August 2017, the government confirmed that new measures would be introduced in order to protect private pension savers from the threat of unscrupulous pension scammers. The measures were proposed to include:

- a ban on cold-calling in relation to pensions, including emails and text messages (expected soon)
- · a tightening of HMRC rules to stop scammers opening fraudulent pension schemes

• tougher actions to help prevent the transfer of money from pension schemes into fraudulent ones, including a possible change to the statutory right to transfer to include evidence of an earnings link to an employer of the receiving scheme, where it is an occupational pension scheme.

The government is also tackling scammers by ensuring that only active companies, which produce regular, up-to-date accounts, can register occupational pension schemes.

The proposed changes will mean trustees must check whether the receiving scheme is regulated by the FCA or is an authorised master trust, or if there is a genuine employment link or transfers to QROPS in certain circumstances in order to determine whether there is a statutory right to the transfer. The government stated in its consultation response that this should not mean that transfers outside of the statutory right should be blocked, without good reason.

The government response to the Work and Pensions Select Committee's report, "Protecting pensions against scams: priorities for the Financial Guidance and Claims Bill", agreed with the Committee about the need to:

- address the threat posed by pension scams by cutting off scamming activity at the source to disrupt criminals and protect savers; and
- ensure more people are able to make informed decisions about their personal finances and pension savings in particular.

The government introduced powers in the Financial Guidance and Claims Act 2018 to enable them to make regulation to ban cold calling. A ban could be effective from June 2018.

#### The Pensions Regulator action

Scams are now so complex that the pensions industry alone will never be able to prevent them all. However, TPR has recently taken significant action against scammers, most notably the successful High Court prosecution ordering four individual defendants to repay the funds (£13.7m) they dishonestly misused or misappropriated from the pension schemes – the first time such an order has been obtained. Further information on this case can be found in the Case Studies section of this Code.

On 19 March 2018, TPR and the FCA launched a joint paper setting out their strategic approach to regulating the pensions and retirement income sector. This included a section on ensuring pension savings are safe and asking for comment on how organisations can further improve standards in this area. Widespread adoption of this Code is a way to achieve that.

## Suspicious Activity Reporting (SAR)

Queries have been raised on whether schemes should also make Suspicious Activity Reports (SAR), where transfer requests raise suspicions of potential crime, in particular the receipt of a "Response 2" type reply from HMRC (see 6.3.1 for further details on HMRC responses). The National Crime Agency UK Financial Intelligence Unit (UKFIU) has recommended that the SAR reporting system is used <u>solely</u> for reporting suspected money laundering and terrorist finance. If someone suspects a pension scam or a fraud, it should be reported via Action Fraud in the normal way as set out in this Code. However, the UKFIU appreciates that if the subjects are moving or handling the proceeds of fraud, it becomes a money laundering offence and a SAR may be appropriate.

#### Other guidance

The Pensions Administration Standards Association (PASA) and The Transfers and Re-registration Industry Group (TRIG) are currently working to improve due diligence and where possible, speed up the transfer process for bona fide transfers. Emerging guidance is expected to complement this Code of Good Practice and be published during 2018.

## The authors of the Code and Members of the Pension Scams Industry Group

I am grateful to the members of the Industry Group for giving their time to review the Code and to the individuals (marked with \*) who formed the Group's Drafting Committee to update the Code.

Chairman:	*Margaret Snowdon OBE, Pensions Administration Standards Association (PASA)
Trade /	
Consumer bodies:	Michelle Cracknell, The Pensions Advisory Service (TPAS) *Zachary Gallagher, Association of Member-Directed Pension Schemes (AMPS) and Berkeley Burke *Roger Berry, Guernsey Association of Pension Providers and Concept Group Renny Biggins, Tax Incentivised Savings Association (TISA)
Administrators:	*Nigel Howarth, Equiniti
Trustees/schemes:	Brian Spence, Dalriada Trustees James Walsh, Pensions and Lifetime Savings Association (PLSA)
Providers:	*Tommy Burns, Standard Life Craig Black, Zurich
Lawyers/Technical:	Matthew Swynnerton, DLA Piper *Ben Fairhead, Pinsent Masons *John Wilson, JLT Employee Benefits

I am also grateful to the organisations shown below, who also generously gave time to review the Code, provided technical input to or support the principles of the Code. Any errors or omissions are, of course, the responsibility of the Code's authors.

Association of British Insurers Dalriada Trustees Department for Work and Pensions DLA Piper Financial Conduct Authority National Fraud Investigation Bureau Origo Pensions and Lifetime Savings Association Pensions Management Institute Phoenix Group Sovereign Trust The Pensions Advisory Service The Pensions Ombudsman The Pensions Regulator The Society of Pension Professionals Union of Shop, Distributive and Allied Workers XPS Pensions Group Zurich

Margaret Snowdon OBE, Chairman

# 3. Principles of the Code

There are two key aims that pension scheme trustees/providers will generally have in their conduct of a transfer request from a member: firstly, to make only a valid transfer, and secondly to help put the member in a position to make an informed choice in relation to a valid transfer where there are suspicious circumstances. A transfer that is not to a registered pension scheme, or to a QROPS, is not a valid transfer.

"Pension scams" including "pension liberation", may involve fraud and theft. A range of scams have been developed that go significantly beyond the original liberation concept of setting up trust-based schemes, to exploit perceived tax and legal loopholes, and, typically, offering members cash payments if they transfer from legitimate pension schemes. Reported scams include 'cloned' QROPS and unusual investment opportunities, typically offered via arrangements such as SIPPs and SSAS, promising extraordinary rates of return. These will not necessarily be unlawful in all cases, but members are at risk of losing their pension savings.

Scheme members have a responsibility to protect themselves from scams, but they need assistance in this. TPR, FCA and HMRC are clear that the industry should play its part in ensuring scheme members are aware of the consequences of falling victim to scams, whether by transferring to a liberation vehicle or by making poor investment choices with funds taken from their pension savings.

The steps that trustees, administrators and providers should take to protect scheme members from pension scams can be distilled into three core principles:

- 1. Trustees, providers and administrators should raise awareness of pension scams for members and beneficiaries of their scheme.
- 2. Trustees, providers and administrators should have robust, but proportionate, processes for assessing whether a receiving scheme may be operating as part of a pension scam, and for responding to that risk.
- 3. Trustees, providers and administrators should generally be aware of the known current strategies of the perpetrators of pension scams in order to inform the due diligence they need to undertake and should refer to the warning flags as indicated in The Pensions Regulator's Guidance, FCA alerts and by Action Fraud.

See below for further information on the core principles:

# Principle 1: Trustees, providers and administrators should raise awareness of pension scams for members and beneficiaries of their scheme.

- Scheme members should be made aware of the risks of pension scams. Awareness material, in particular TPR's Guidance (originally in the form of the 'Scorpion' materials), should be provided in transfer packs, and where possible, retirement packs and statements, as well as on websites where applicable. (See 4.4.1 for online locations of awareness material.) This material should be sent to scheme members directly, rather than through their advisers. A good way to promote member understanding further is to contact them by telephone directly as part of the due diligence process.
- Administrators may prefer to include a helpful paragraph in standard retirement letters, rather than a separate leaflet. A suggested wording is referred to in 4.3, Pre-Retirement Scam Warnings.
- Administration staff should be made aware of the risk of pension scams. Staff who deal with scheme members should be made aware of TPR's guidance materials, to help them to identify potential pension scams.

• Where relevant, employers should be made aware of the risk of pension scams.

# Principle 2: Trustees, providers and administrators should have robust, but proportionate, processes for assessing whether a receiving scheme may be operating as part of a pension scam, and for responding to that risk.

- In dealing with a transfer request, trustees, providers and administrators should conduct due diligence on the receiving scheme. Where they suspect that the receiving scheme may be involved in a scam, trustees, providers and administrators should carefully consider whether the transfer should proceed.
- Appropriate due diligence will vary for different types of pension schemes. In carrying out due diligence, trustees, providers and administrators should aim to collect information over the following areas where applicable:
  - Receiving scheme type.
  - o Date of establishment.
  - o Legal status of the receiving scheme and any administrators or operators.
  - Location of the receiving scheme and any administrators or operators in relation to the scheme member.
  - o Any employment link between the receiving scheme and the scheme member.
  - Marketing methods; for example, ask scheme members to confirm how they became aware of the scheme to which they intend to transfer and establish if they have been contacted by an introducer or company through cold calling, unsolicited text messages or emails, or by being approached directly outside of their place of work, a common method known as "factory-gating".
  - Investment choice; for example, ask scheme members to confirm where the money is to be invested and the investment vehicle being used.
  - Provenance of receiving scheme; the FCA, HMRC, National Crime Agency and Companies House all provide information of possible assistance in checking the provenance of the scheme.
  - Where advice is required, check who the advice is coming from (there can be two advisers, one that has permissions to advise on pension transfers and the other adviser recommending the product and investments where the money is to be invested).
  - o It should also be checked that the entity has not been 'cloned'.
- The FCA has also outlined its expectations in regard to advice given on pension transfers and has followed up its January 2017 notice below with a further letter to advisers reminding them of their responsibilities:
  - https://www.fca.org.uk/news/news-stories/advising-pension-transfers-ourexpectations.
  - "Safeguarded benefits" offer additional security and often valuable guarantees that are lost if the member transfers or converts those benefits to acquire flexible benefits, or to access their benefits using the new flexibilities. They are typically pension savings that offer a proportion of an individual's final salary or an average of the salary over their career. They also include pension savings with the option to purchase an annuity at a guaranteed rate. The FCA "expect a firm advising on a pension transfer from a defined benefit (DB) scheme or other scheme with safeguarded benefits to consider the assets in which the client's funds

will be invested as well as the specific receiving scheme. It is the responsibility of the firm advising on the transfer to take into account the characteristics of these assets."

- On 26 March 2018, the FCA published new rules and guidance on how advice should be provided to consumers on DB pension transfers, following on from its consultation in June 2017 (<u>www.fca.org.uk/publications/policy-statements/ps18-6-advising-pension-transfers</u>). It is also consulting on further possible changes to further improve the quality of pension transfer advice (<u>https://www.fca.org.uk/publications/consultation-papers/cp18-7-improvingquality-pension-transfer-advice</u>)
- Currently, for transfers to overseas schemes, the FCA acknowledges "that non-UK residents considering a pension transfer are likely to need to seek advice from both an overseas adviser for investment advice and a UK adviser for advice on the proposed transfer. In order to advise on the merits of the proposed transfer, the UK adviser should take into account the specific receiving scheme, including:
  - the likely expected returns of the assets in which their client's funds will be invested
  - the associated risks, and
  - all costs and charges that would be borne by their client
  - this means liaising with the overseas adviser where necessary."

Having considered the responses to its late 2016 call for evidence on the advice requirement and overseas transfers, the government considers that the advice requirement as applied to overseas transfers is largely working and does not require and easement. Reference should also be made to The FCA Policy Statement on transfers at: https://www.fca.org.uk/publication/policy/ps18-06.pdf

- The FCA is "very concerned at the increase (we) have seen in cases in which the introducer has an inappropriate influence on how the authorised firm carries out its business, in particular where the introducer influences the final investment choice."
- The FCA also "have concerns where the authorised firm delegates regulated activities, for example by outsourcing their advice process to unauthorised entities or to other authorised firms that do not have the relevant permissions or are not their appointed representatives."
- Full details are outlined in the following FCA publication:
  - https://www.fca.org.uk/news/news-stories/investment-advisers-responsibilitiesaccepting-business-unauthorised-introducers-lead-generators

Please also refer to the FCA passporting guidance:

https://www.fca.org.uk/firms/passporting

For additional information, see section 6 of this Code (Due Diligence Process).

- In most cases, an early telephone call from the trustee, provider or administrator to the member directly will help identify the reasons for the transfer request and the source and circumstances of the request, which in turn should help to identify cases where further due diligence is needed and the lines of enquiry to take. To be clear, this is NOT giving financial advice, nor is it a cold call it is a due diligence step. It may be advisable to ensure that the representatives making such calls are suitably skilled to ensure that members are clear about the nature and purpose of the call. The call process could help reduce the costs of due diligence and the personal touch can help the member think more clearly about the risks, as is evidenced by the proportion of members who change their minds about the specific transfer.
- The following factors should be considered, in an assessment of a receiving scheme:
  - Risk of scam: Does it look as though there is a material risk that the individual's pension savings will be at risk of a pension scam if a transfer payment is made?

- Risk of making an unauthorised payment: Does it look as though there is a material risk that the scheme could be responsible for making an unauthorised payment? Note that the existence of an unauthorised payment or other adverse tax consequences does not mean that a transfer is automatically invalid or that the proposed transfer is a pension scam.
- Risk of not complying with statutory deadline: Consider the timescales for complying with the transfer request (and whether you can request an extension from TPR).
- Where there is considered not to be a material risk of a pension scam, the transfer should be processed quickly and efficiently.
- Where there is a material risk of a scam, whether the member has a statutory right to transfer further details of the transfer should be checked. This may involve taking legal advice.
- If the member does have a statutory right to transfer, it will need to be decided whether to
  proceed with the transfer despite the risk of a scam. This involves an assessment of the risks
  associated with either blocking or allowing the transfer. Again, this may involve taking legal
  advice.
- If the member does not have a right to transfer, or if, following the assessment of the risks, it is decided that the transfer should not proceed, the following actions should be taken:
  - Write to the member and inform them that, on the evidence available, the transfer will not be paid. Ensure you include the reasons why the transfer cannot be paid. Provide information about potential consequences of a pension scam and an explanation of the most significant concerns preventing the transfer.
  - Where appropriate, for example, where there is an active letter of authority, write to the administrator of the receiving scheme and inform them that, on the evidence available, the transfer cannot be processed.
  - Where appropriate, report the scheme, the administrator and anyone else involved, to Action Fraud via: <u>http://www.actionfraud.police.uk/report\_fraud</u>.
  - Where appropriate, TPR and/or the FCA should be notified see 6.6.2 (Note 1) & 6.8.
  - If the member challenges a decision to block a transfer and provides sufficient additional information to satisfy the concerns that have been raised, then the trustees, providers or administrators should proceed with the transfer and inform the member of their decision.
- When dealing with an insistent customer, or where a decision to make a transfer is taken despite concerns about pension scams, the trustees, providers or administrators should ask the member to contact TPAS, for impartial guidance on the risks of scams.
- If the member insists on making a transfer, trustees, providers or administrators should ensure that the discharge forms that the member has signed are suitably robust to reduce risk (although note that such discharge forms may not eliminate the risk to trustees and providers of the member or the member's beneficiaries bringing a subsequent claim - see 4.4).
- Due diligence is less likely to be necessary if the receiving scheme has been vetted previously and is recorded on an internal list of schemes that do not present a pension scam risk (see 6.2.1). However, risk remains that what appears to be a vetted scheme has been cloned or the paperwork has been falsified, so details need to be carefully checked.
- Trustees, providers and administrators should use their own judgment, take appropriate advice if necessary, and record their decisions.

Principle 3: Trustees, providers and administrators should generally be aware of the known current strategies of the perpetrators of pension scams in order to inform the due diligence they need to undertake and refer to the warning flags as indicated in The

# Pensions Regulator's Guidance, FCA alerts and by Action Fraud (see 6.1 for links to the guidance).

These strategies continue to evolve, but examples at the time of publishing include:

- Pension scams may use documents that look like legitimate scheme documents. *Pension scams* will typically use scheme documents that have been taken from legitimate schemes. Although these may look appropriate, the scheme may have no intention of following them. Sometimes clues appear in spelling errors in such documents.
- Pension scams will mimic the normal transfer process. Scheme members may appear to have completed and signed the transfer document; however, they may not have actually seen or signed any application form or other document.
- Those intending to operate pension scams will typically make first contact with scheme members via cold calling, unsolicited text messages or emails. A strong first signal of this would be a letter of authority requesting a company not authorised by FCA to obtain the required pension information; e.g. a transfer value, etc. There is also need to be wary of forms which appear to emanate from an FCA authorised source, but where the address is different, and may well be that of an unregulated third party.
- Schemes established for pension scams might mimic or clone legitimate scheme names. *In particular, this is an issue for QROPS. Make sure that the scheme name matches that shown in the ROPS list, as maintained by HMRC, but also that other details such as address are correct.*
- Perpetrators of pension scams are likely to apply pressure to force a transfer through. This may include encouraging direct member complaints, or through other channels such as a local MP, or the perpetrators themselves making that contact. These should be dealt with in accordance with the scheme's normal process; all complaints should come from the scheme member rather than a third party.
- Pension scams sometimes promise high or guaranteed returns to attract investors. This has been a particular strategy of scams using SIPPs or SSAS and the FCA have issued information about these particular scams.
- Scheme members may be coached by those attempting to scam them to answer basic due diligence questions posed by trustees, providers and administrators.
- A recent development in terms of pension scams is the use of what has been termed "international SIPPs". These have been a popular transfer option since the overseas transfer charge was introduced for some transfers to QROPS from March 2017. These requests are typically for transfers to recently-established or rebranded UK SIPPs where the member is resident in, for example, Middle East or South East Asia with the transfer being facilitated through intermediaries and advisers in another country. In addition, some UK residents are also being targeted. They are frequently controlled outside of the UK, with the ultimate bases often reflecting the former QROPS territories. The Industry Group has heard reports of the same intermediaries and advisers which were the source of concern on QROPS transfers previously (prior to March 2017) being involved in these international SIPP transfer requests. Key warning signs relate to cold calling, the use of unregulated intermediaries and investments in the new scheme being either wholly or partly invested in what are likely to be high-risk, overseas investments. It might seem very difficult for a ceding scheme to understand how pension transfer advice can be effectively provided when the adviser is based in a different country to the customer. Even if due diligence checks identify concerns, the overriding challenge for trustees, providers and administrators is the fact that, as the transfer is to a UK SIPP, a statutory right to transfer is likely to exist. The scam in this example might be an investment scam which is being facilitated through an ostensibly legitimate pension scheme, rather than a transfer to a scam pension scheme. This illustrates how difficult it can be for a transfer request to be adequately assessed.

The operators of some UK international SIPPs are going into liquidation because of financial claims against them and the jurisdiction for any individual redress is uncertain.

Please also refer to the Member Letter Wording shown in Appendix A for some proposed wording for members addressing the risk of "international SIPPs".

Further information can be found on websites operated by TPR, the FCA, and Action Fraud.

# 4. Background

# Some interesting statistics on scams: Citizens Advice: • 10.9 million consumers have received unsolicited contact about their pension since April 2015 Money Advice Service research: • 2 scom collo every second

- 8 scam calls every second
- 250 million calls per year

Action Fraud reporting:

- Almost £5 million in first 5 months of 2017
- May be underreported as members can be
  - Reluctant to admit that an investment may have been a scam
  - o Worried about facing a tax charge for unauthorised pension access
  - o May not know until they attempt to access their savings!
- TPAS acknowledge "actual amount of money lost to pension scams may be much higher"
- Estimates of around £500 million but precise figures unknown

TPR

• The majority of scams involve small schemes (fewer than 100 members)

Industry estimates suggest that between 5% and 10% of transfer requests raise red flags on due diligence checking – more if the checking includes a conversation with the member

# 4.1. What is a pension scam?

In its August 2017 response to the Consultation on Pension Scams (<u>https://www.gov.uk/government/uploads/system/uploads/attachment\_data/file/638844/Pension\_Scams\_consultation\_response.pdf</u>), the government arrived at the following definition of a "pension scam":

"The marketing of products and arrangements and successful or unsuccessful attempts by a party (the "scammer") to:

- release funds from an HMRC-registered pension scheme, often resulting in a tax charge that is not anticipated by the member
- persuade individuals over the normal minimum pension age to flexibly access their pension savings in order to invest in inappropriate investments
- persuade individuals to transfer their pension savings in order to invest in inappropriate investments

where the scammer has misled the individual about the nature of, or risks attached to, the purported investment(s), or their appropriateness for that individual investor."

The "scam" usually occurs through the member of a genuine pension scheme being persuaded to transfer his/her benefits to a new scheme (which might well be a properly registered scheme). The business promoting the scam may charge very high fees and, in some cases, fraudulently divert funds. The new scheme may allow access to pension savings before normal minimum pension age (normally age 55, other than on ill-health or death) or more cash than would normally be allowed either directly from the new scheme or indirectly via a purported investment made by the scheme (which might be described as a loan or a rebate or commission payment). These payments are very likely to be unauthorised payments and thereby give rise to tax charges.

There are many ways in which those promoting pension scams mislead members. For example, the member may not be warned about the tax charges, the very high fees being charged or the way in which the pension funds are being invested. In many cases they claim to be taking advantage of a "loophole" that, in reality, does not exist.

# 4.2. Member transfer rights

In certain circumstances, members have the right to transfer their benefits from their current scheme:

- where the relevant legal requirements are met, and the member exercises their right to a transfer, the transferring scheme has a statutory obligation to make the transfer and must do so within six months of the application (or guarantee date in the case of a defined benefits scheme\*).
- the transferring scheme rules may also give the member a right to transfer out even where a member does not have a statutory right to a transfer.

\* If the member applies for a statement of entitlement, and has a statutory right to transfer the benefits, the statement must carry a guarantee date not later than three months from the date of the member's application, and it must be provided within ten days of that guarantee date.

Where a member requests a transfer, the trustees/providers must determine whether the member has a right to a transfer. This will involve checking:

- whether the member has a statutory right to transfer. This will involve an assessment of whether the transfer meets the necessary legal requirements.
- whether there is a right to transfer under the transferring scheme rules.
- whether the right to a transfer is at the discretion of the trustees/scheme administrator or is subject to any other conditions, such as the payment not being an unauthorised payment (which in turn will need to be assessed). Where the right is discretionary, those holding the discretion will need to consider whether it is appropriate to agree to the transfer request and, in doing so, exercise the discretion reasonably.

These are complex legal questions which may involve a detailed analysis of the transferring and receiving scheme's governing documents.

Guidance on statutory transfers of defined benefit pension rights is provided on TPR's website: <u>http://www.thepensionsregulator.gov.uk/guidance/db-to-dc-transfers-and-conversions.aspx</u>.

# 4.3. Pre-Retirement Scam Warnings

Many scams are perpetrated on funds paid to members as authorised benefits and are therefore not strictly pension scams. However, trustees, providers and administrators should do whatever they can to ensure members are aware of the risks posed by unscrupulous advisers or introducers who may persuade them to invest their encashed scheme savings into inappropriate investment schemes. Policing post-retirement investments is beyond the scope of this Code, but by warning members of the risks, by, for example, issuing a TPR leaflet, or by including an additional paragraph on pension statements, retirement packs and other customer communications such as that shown below, trustees, providers and administrators can help reduce the risks:

## Beware of pension scams

Falling foul of a scam could mean you lose some or all of your money. See **pension-scams.com** or **fca.org.uk/scamsmart** 

Trustees, providers and administrators should also encourage members taking cash from pension schemes to call TPAS for free, impartial guidance on scams risks.

# 4.4. The Regulatory Framework

# 4.4.1. The Pensions Regulator

TPR is the UK regulator of work-based pension schemes. It has published detailed information on pension scams, (see - <u>http://www.thepensionsregulator.gov.uk/pension-scams.aspx</u>) and expects trustees and providers to use TPR materials to make members aware of pension scams. The information on TPR's website is regularly updated and recent materials include a trustee checklist to help trustees to work through the due diligence they have to do when looking at transfer requests.

TPR must be notified where a statutory transfer is not made within the relevant statutory timescales. The TPR has powers to take action, including ability to issue civil penalties in certain circumstances.

In its scam awareness materials, TPR has stated that it cannot predetermine any future regulatory action it may take. However, where the transferring trustees or administrators can provide evidence for concerns that member funds may be at risk, this would be a factor to consider when deciding whether to take action in respect of the non-payment of a transfer.

TPR is not able to waive a trustee's legal duty to carry out a transfer within the statutory deadline where the legislative requirements or requirements under the scheme rules are met. TPR expects the majority of transfer requests will be completed within the statutory deadline.

If the trustees of a transferring scheme that is an occupational pension scheme (OPS) need more time to implement a transfer, for example because they need more time to carry out the due diligence steps in the Code of Good Practice, and if they consider that they meet the criteria for an extension, then they may apply to TPR for an extension to the normal six-month time period. Circumstances where an extension may be granted include:

- the member has not taken all steps they need to take for the trustees to carry out the transfer;
- the trustees have not been provided with such information as they reasonably require to properly carry out what the member requires.

The application for the extension must be made within the six-month time period. It should identify the grounds for the request for an extension, indicate the additional time required to effect the transfer and the reasons why the transfer cannot be completed on time. Where trustees suspect a pension scam, they should consider making such an application as soon as due diligence raises concerns and they consider that the criteria to request an extension are met. See 6.5.3 for further information.

# 4.4.2. The FCA

The FCA regulates all operators of individual personal pensions, including SIPPs, and all operators of stakeholder pensions, as well as all regulated financial advice and UK based advisers giving investment and transfer advice. The FCA leads on the regulation of workplace personal pensions, such as Group Personal Pensions (GPPs) and Group SIPPs, with TPR leading on occupational pensions.

The FCA has the overarching strategic objective of ensuring that the relevant markets function well. This is supported by three operational objectives:

- to secure an appropriate degree of protection for consumers
- to protect and enhance the integrity of the UK financial system, and
- to promote effective competition in the interests of consumers

The FCA seeks to ensure that firms provide consumers with appropriate products and services. The FCA is the conduct regulator for over 58,000 financial services firms in the UK and 145,000 approved persons (*Source: FCA Business Plan 2018/19*), including firms and individuals working in the pensions market, such as insurance firms, independent financial advisers (IFAs) and SIPP operators.

To reduce harm from financial crime, the FCA seeks to ensure that firms:

- take appropriate steps to protect themselves against fraud
- put in place systems and controls to mitigate financial crime risk effectively
- can detect and prevent money laundering, and
- do not use corrupt or unethical methods

The FCA can take action against firms and individuals involved in scams in the sectors and markets that it regulates. This can include enforcement action against firms and individuals and restricting or imposing requirements on firms' business. The FCA's enforcement action makes it clear that there are real and meaningful consequences for firms or individuals that do not follow the rules.

The FCA provides information on pension scams on its website (<u>https://www.fca.org.uk/scamsmart/early-pension-release-scams</u>). This information was last updated in October 2017.

# 4.4.3. HMRC

Where a pension scheme meets certain conditions, it can be registered by HMRC.

In 2013, HMRC's registration process was changed to deter pension scams:

- HMRC carries out a risk assessment process before deciding whether or not to register a pension scheme.
- HMRC requires that the main purpose of a registered pension scheme should be to provide authorised pension benefits.
- HMRC has powers to de-register a scheme where it has reason to believe it is involved in pension scams or if the pension scheme administrator is not fit and proper.

A transferring scheme can also ask HMRC to provide confirmation of the registration status of the receiving scheme. HMRC can provide such confirmation without seeking consent from the receiving scheme. For further information, see 6.3.1.

Tax legislation sets out a list of payments which a registered pension scheme is authorised to make in respect of members, without incurring a tax charge. A transfer of a member's pension benefits will be an unauthorised payment if it is not a recognised transfer. In order to be a recognised transfer, various conditions need to be met, including that the receiving scheme is a registered pension scheme (or a QROPS).

It is not just non-recognised transfers that result in unauthorised payments. Many of the payments made by schemes involved in pension scam activity, such as pension payments before normal minimum pension age, will be unauthorised.

Where unauthorised payments are made, this could result in the following tax charges applying:

- (i) an "unauthorised payments charge" of 40% of the value of the payment;
- (ii) an "unauthorised payments surcharge" of a further 15% of the payment;
- (iii) a "scheme sanction charge" of up to 40% of the unauthorised payment (subject to partial deduction to the extent payment is made of the unauthorised payments charge); and
- (iv) in extreme cases, if the scheme loses its registered status, a deregistration charge of 40% of the scheme assets.

The charges at (i) and (ii) would be levied on the member. The charges at (iii) and (iv) would be borne by the scheme administrator.

As part of the measures the government is taking to tackle pension scams, the Finance Act 2018 makes provision so that, from 6 April 2018, HMRC has the power to refuse to register or to de-register an occupational pension scheme if a sponsoring employer is a body corporate that has been dormant during a continuous period of one month that falls within the period of one year ending with the date of the decision.

# 4.4.4. The Pensions Ombudsman (TPO)

TPO has jurisdiction to decide complaints of injustice due to maladministration and disputes of fact or law. Members may complain to TPO if trustees/providers have blocked a transfer that the member believes should have been made, or if a transfer is made which a member believes should not have been.

Where a complaint is upheld, depending on the facts of the case, TPO could make directions requiring a blocked transfer to be made and/or for the payment of compensation for financial loss and/or any distress or inconvenience caused to the member.

TPO must determine matters in accordance with the law and will therefore assess cases by reference to whether members have a statutory right to transfer and/or transfer rights under the scheme rules. TPO published three determinations in January 2015 in relation to cases where providers had blocked transfers because they suspected the receiving scheme was involved with pension scams.

In all three cases, following a detailed analysis of the receiving schemes' governing documents, TPO concluded that there was no statutory right to a transfer (although in one case the complaint was partly upheld in relation to the exercise of a discretionary transfer power under the scheme rules), but the providers had not carried out the necessary analysis to establish the members' transfer rights.

In his closing observations, TPO commented that "providers, trustees, managers and administrators will want to keep in mind that strictly they can only refuse to make a transfer beyond the end of the statutory period if there is no statutory right to it. They should satisfy themselves of the position, on the balance of probabilities and a correct interpretation of the law, based on such evidence as they can obtain from the member or receiving scheme or other sources - and reaching a decision may involve drawing inferences from a failure to provide evidence. Where they find that there is no right to transfer they should be expected to be able to justify that to the person asserting the right."

In an update published alongside the determinations TPO stated that "if the transferors had had a statutory right that they were determined to enforce, even in the face of severe warnings, then, after the providers had made such enquiries as thought necessary to establish whether the right existed, the providers could not have further resisted payment".

The High Court, in the case of Hughes v Royal London Mutual Insurance Society Ltd (an appeal arising from TPO's Determination, PO-7126) confirmed that members' statutory rights were paramount.

In its judgment, the High Court also overturned TPO's interpretation of the Pensions Schemes Act 1993 relating to a member's right to a transfer. In particular it held that, while a member had to be in receipt of earnings ('an earner' as described in the legislation) to be able to take a transfer to an occupational scheme, those earnings did NOT have to come from an employer participating in the scheme.

The decision in the case of *Hughes* remains the current legal position although, as highlighted above, the government has stated its intention to change the law requiring a genuine employment link if the transfer is to be made to a scheme that is not an authorised master trust or regulated by the FCA. The government has stated that the proposed change will follow the roll out of the master trust authorisation regime in 2018/19 and that it will consult with the industry on the details of and draft regulations for the employment link and QROPS transfers. Scammers may anticipate this legal change by asking members to sign bogus employment contracts, service contracts or zero hours contracts. Vigilance is needed.

# 4.5. Potential consequences for trustees and providers

The difficulty for those faced with a suspected pension scam is that, on the one hand, the member may have a statutory transfer right (or a right to transfer under the scheme), but on the other, the trustee or provider has regulatory and other general responsibilities to act with due care and in the best interests of their scheme's members, who could risk losing their pension savings through pension scams. Whether the trustees or providers block or allow the transfer, there are potentially negative consequences for trustees/providers which must be considered.

If trustees/providers block a valid transfer request, the potential consequences include the following.

- TPR may take action where there was a statutory right to transfer, including imposing a financial penalty of up to £1,000 in the case of an individual and up to £10,000 in any other case on anyone who has failed to take all such steps as are reasonable to ensure the transfer was made (although, note the TPR's comments at 4.4.1).
- The member could complain to TPO that they had a right to transfer and the trustees/providers should not have blocked it. Costs may be incurred defending the complaint which, if upheld, could result in a direction to pay compensation covering any actual financial loss to the member of the transfer not having been made and/or a payment for any distress or inconvenience caused to the member. As noted at 4.4.4, TPO's key focus in determining a complaint is likely to be on whether the member has a right to transfer and, based on TPO's determinations published to date, where such a right exists it is likely that the complaint would be upheld.
- Having to recalculate and pay the transfer value.
- There may be reputational issues for the trustees/providers if it is perceived that they have blocked a legitimate transfer request.

If trustees/providers make a transfer to a scheme that it transpires is a pension scam vehicle, the potential consequences include the following:

- They may have made an unauthorised payment, resulting in tax penalties for the member and the transferring scheme (see 4.4.3).
- The member could complain to TPO that the trustees/providers should not have made the transfer. Again, costs may be incurred defending the complaint which, if upheld, could result in a direction to pay compensation covering any financial loss to the member of the transfer having been made and/or a payment for distress or inconvenience.
- The trustees/providers may not benefit from the statutory discharge from any obligation to provide benefits to which the transfer relates. This means that, despite the trustees/providers having transferred out the member's benefits, the member (and any contingent beneficiaries) could still claim benefits from the scheme.
- Even if the member has signed a bespoke, non-statutory discharge, this may not bind contingent beneficiaries, meaning the scheme could face claims by contingent beneficiaries for benefits.
- There may be reputational issues for the trustees/providers if it is perceived that they have not adequately safeguarded member benefits.

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Trustees may wish to take legal advice in any individual case.

The government's pension scams consultation, as launched in December 2016 and as responded to by the government in August 2017, proposed restricting the statutory right to transfer, as considered elsewhere in the Code. Whilst this is expected to reduce the number of transfer requests made under the statutory right, it will not necessarily affect the number of transfer requests made. A reduction in the number of transfer requests under the statutory right, within a similar number of overall transfer applications, would mean that more transfer requests were being considered from a non-statutory perspective. This increases the onus on ceding scheme administrators and trustees to use their judgment, and perhaps correspondingly adds to the risk that refused transfers will result in complaints to TPO. Ceding schemes should review their processes for assessing non-statutory transfer requests, both in this context and generally.

# 5. Pension Scams Due Diligence Process - Summary

A detailed description of the Pension Scams Due Diligence Process is set out in Chapter 6. In summary, the process consists of:

- Transfer and Retirement Packs (6.1)
- Transfer Request Initial Analysis (6.2)
- Additional Information Requests (6.3)
- Further Due Diligence (6.4)
- During the Due Diligence Process (6.5)
- Determining Pension Scam Risk (6.6)
- Refusing a transfer and reporting (6.7)
- Reporting to The Pensions Regulator (6.8)
- Member appeals (6.9)
- Discharge forms and insistent members (6.10)
- Internal "white list" approach (6.11)
- Example letters (6.12)

# 6. Pension Scams Due Diligence Process - In Detail

# 6.1. Transfer and Retirement Packs

Every pension transfer pack should include pension scams awareness material. If a transfer pack is not being sent to a member directly, pension scams awareness material should still be sent to the member's home address.

This should include a copy of TPR's latest pension scams awareness material. A link to the relevant section of TPR's website is given below:

#### http://www.thepensionsregulator.gov.uk/professionals/pension-scams-professionals.aspx

The transfer pack may also reference the FCA's "Scamsmart" material on www.fca.org.uk/scamsmart.

The Code also recommends the improved practice of including pension scams awareness materials in pre-retirement letters to help raise member awareness of the risk of post-retirement investment scams. Adding a simple paragraph as suggested in 4.3 could be a straightforward and low-cost alternative to including a separate leaflet.

Where a member responds to say that they think they may be the victim of an attempted pension scam, full evidence of the attempted scam should be captured, and the matter reported to Action Fraud (as per Appendix D and, if an individual or a firm has provided regulated advice but without the authorisation to

do so, this should also be reported to the FCA). The FCA and TPR are also keen that concerns about high fees are reported to them. Please see 6.7 for further information on reporting.

# 6.2. Transfer Request - Initial Analysis

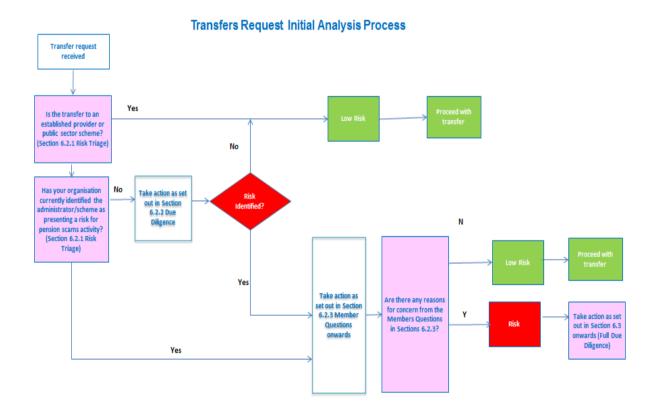
The purpose of this stage of the process is to decide whether detailed due diligence is required.

This guidance is in addition to schemes' normal transfer processes.

It should be expected that during the course of the normal transfer processes, schemes would collect the following information as a minimum:

- member requesting transfer: name and address; and
- receiving scheme: name, address, HMRC registration number, payment details, type of scheme and the identity of the scheme administrator.

Once you have those details you can begin the initial analysis. A high-level process flow of the transfer request initial analysis is shown below



# 6.2.1. Initial Analysis – Risk Triage

When a transfer request is received each of the following steps should be undertaken initially:

	Step	Response
(i)	Is this a recognised 'club' or group transfer (e.g. Public- Sector Transfer Club, known group or recipient)?	If yes, 'Very low Risk', proceed with the transfer.
		If no, go to (ii)
(ii)	Has your organisation identified the administrator/scheme and "known associates" (director,	If yes, 'Very low Risk', proceed with the transfer.
	shareholders) as <u>not</u> presenting a risk of pension scam activity? (Transferring organisations may hold well developed and maintained "white" lists of these)	If no, go to (iii)
(iii)	Has your organisation identified this scheme/ administrator or address as suspicious? (Transferring organisations may hold lists of these)	If yes, 'Risk', consider whether transfer should be refused or delayed while seeking further evidence, see 6.7.
		If no, go to 6.2.2.

<ul> <li>(i) If financial advice has been received, does the adviser have the appropriate permissions? Care needs to be taken as permissions can be very specific, e.g. an adviser may have permissions to advise on pension transfers but not to advise on transfers to a SIPP/personal pension scheme.</li> <li>It should be noted that EEA inward passported advisers do not have permissions as the advice is not within IMD or MiFID passporting regimes.</li> </ul>	If advice has been received but without the appropriate permissions, complete remaining questions in this section and also Member Questions in 6.2.3. Report individuals who appear to be undertaking regulated pension transfer advice but are not authorised to do so: http://www.fca.org.uk/consumers/protect- yourself/report-an-unauthorised-firm If you believe that the transfer would not be valid, or would be unlawful, report to Action Fraud - http://www.actionfraud.police.uk/report_fraud - (see 6.7).
(ii) Is the provider or SIPP operator regulated by the FCA? (for CBS and SIPPs)	If no, the transfer request should not be accepted.
CBS providers and SIPP operators are regulated by the FCA. As part of that regulatory supervision the approved persons undergo "fit and proper" tests, which give the FCA a wide range of information and oversight, in excess of any information you would obtain via due diligence. However, if you receive a request to transfer to a scheme provided, or operated, by an FCA authorised firm the FCA would still expect further due diligence if initial due diligence (above) gave concern as to the risk of a pension scam. It should be noted that EEA inward passported advisers do not have permissions as the advice is not within IMD or MiFID passporting regimes.	If yes, go to (iii). Please note that you can check whether the provider or operator is authorised by searching the Financial Services Register: <u>https://register.fca.org.uk/</u> A provider of a CBS or SIPP must not only be FCA authorised but also hold the relevant regulatory permission, e.g. to "establish, operate or wind up a personal pension scheme". Overseas firms passporting into the UK cannot provide a SIPP. They must be directly authorised with this permission as it is not passportable. Some purported SIPP overseas providers claim that they are passporting into the UK and are covered by the EEA passport on the Financial Services Register. This is not correct. If Yes, complete remaining questions in this
administrator, trustee or anyone connected with the schemes been linked to pension scamming or to anyone connected with the administration or trusteeship of a scam? Google searches, internal lists, or FCA	section and also Member Questions in 6.2.3.

# 6.2.2. Initial Analysis – Due Diligence Questions

Response

Question

scams.

cases may identify individuals involved in

(iv)	Is an unregulated introducer involved in the transfer request?	If Yes, complete remaining questions in this section and also Member Questions in 6.2.3.
(v)	Are any of the investments in the new scheme considered to be "high risk" or unregulated? If the member is not able to say what the investments will be, this is a red flag, as FCA regulated advice must specify the investments recommended.	If Yes, complete remaining questions in this section and Member Questions in 6.2.3.
(vi)	Is the receiving scheme a newly established scheme?	If Yes, complete remaining questions in this section and also Member Questions in 6.2.3.
(vii)	Is the employer actively trading?	If No, complete Member Questions in 6.2.3.
(viii)	Are there any other indicators which give cause for concern?	See below

If there are no concerns from 6.2.2, you may consider this sufficient to proceed to payment. If there are concerns, you should continue to 6.2.3.

The answers to the above questions are designed to determine whether the transferring scheme can proceed with the transfer without undertaking further due diligence and referral to the member (i.e. whether it can be fast tracked to payment or refusal).

# 6.2.3. Initial Analysis – Member Questions

Some information will be required to undertake the initial analysis set out above. It will be for providers or trustees to decide how they obtain this information, but it is strongly suggested that the trustee, provider or administrator should telephone the member directly where possible to ask some basic questions about the reasons for the transfer, how the request came about and who, if anyone, is providing advice to the member. This approach is quicker, cheaper and more likely to yield important clues about the proposed transaction. You will need to retain an audit trail of the information requested and the decision you have made.

Step	Response
<ul> <li>Ask the relevant following questions of the individual requesting transfer:</li> <li>Have you taken regulated advice? Who has advised you to proceed with the transfer? Is this person authorised by the FCA to advise on pension transfers? Please provide their FCA registration number.</li> </ul>	Regulated advice is a requirement if the transfer payment includes the transfer of safeguarded benefits and the value of these benefits is in excess of £30,000. From 6 <sup>th</sup> April 2018, if the total transfer value including the value of the safeguarded benefits is over £30,000 then regulated advice will be required. Please also see <u>https://www.fca.org.uk/publication/consultation/cp17- 16.pdf</u> If the adviser is not FCA authorised, do not provide the adviser with any information and inform the member (see sample letter in Appendix A). For overseas transfers, check whether the member

		has received regulated advice from not just a UK FCA regulated adviser but also one that has "passporting" or regulated status in the country in which the member is resident (i.e. outward passporting by a UK-home-state adviser) and where
		the benefits are being transferred to. If the permissions are not clear from the FCA website, the FCA should be contacted directly to clarify the position.
•	Will you be receiving any cash payment, bonus, commission or loan from the receiving scheme or its administrators, as a result of transferring your benefits?	If the answer to any of these questions raises concern, you should consider further action (see 6.3).
•	Did the receiving scheme/adviser or sales agents/representatives for the receiving scheme make the first contact (e.g. a cold call)?	
•	Have you been told that you can access any part of your pension fund under the receiving scheme before age 55, other than on the grounds of ill-health?	
•	Have you been told that you will be able to draw a higher tax-free cash sum as a result of transferring?	
•	Have you been promised a specific/guaranteed rate of return?	
•	Have you been informed of any investment opportunity, particularly an overseas one?	
•	Do you understand the nature of the underlying investments that you are planning to transfer into and do you know the risks they involve?	
•	Can you tell me how the transfer payment will be invested?	
•	Are you transferring to a newly established scheme?	
•	Do you know what fees will be charged and how these will affect the value of your investments over time?	
•	Are you aware of how the fees you will be charged compare with fees that apply under your current pension arrangement?	
	litional questions will depend on the eiving scheme type:	
For •	an OPS: Who is the administrator of the receiving scheme? The administrator will be the company who is responsible for providing	If the trustee/provider/administrator and scheme is not known to you and you consider that it does pose a risk, then take action as set out in 6.3 and 6.4.
	you with information about your pension savings - for example an annual statement.	If the trustee/provider/administrator and scheme is known to you and does not pose a risk, proceed to 6.6.

<ul><li>For a Contract-Based Scheme (CBS) (e.g. personal pension):</li><li>Does the scheme provider show a</li></ul>	To check whether the CBS is FCA authorised, see 6.2.3.
registration number from the FCA on their letterhead? Please provide the number.	If the provider is not FCA authorised, or if the provider is FCA authorised and there is a risk of a pension scam, take action as set out in 6.3 and 6.4. You should check who the parties are, as some "white-labelled" schemes carry the name of an FCA authorised firm but are not run by them. The FCA register should be searched for the name of the SIPP to see if it is registered as a trading name of a different firm.
For a SIPP:	To check whether the SIPP is FCA authorised, see
Does the scheme operator show a     registration number from the FCA on their	6.2.3.
letterhead? Please provide the number.	If the provider is not FCA authorised, or if the provider is FCA authorised and there is a risk of a pension scam, take action as set out in 6.3 and 6.4.
For a SSAS:	If the practitioner/administrator is not known to you
Who is the practitioner/administrator of the SSAS?	and potentially poses a risk, then take action as set out in 6.3 and 6.4.
• Have you recently been asked to set up your own company in order to make this transfer? Please tell us about this company and your role in it.	If the provider/administrator is known to you and does not pose a risk, proceed to 6.6.
	The setting up of a new company purely as a vehicle to facilitate a transfer to a SSAS would be an indication of a potential scam. Care should be taken where the receiving scheme name includes part of the member's address or birthday; this might suggest that the sponsoring employer was established solely for the purpose of giving effect to the SSAS.
For a Qualifying Recognised Overseas Pension Scheme (QROPS):	Full details of the due diligence checks required for Overseas Schemes are outlined in 6.4.4.
• Who is the administrator of the QROPS?	
• Which country are they based in?	
Are you resident in that country?	
If you are not resident in the country, do you intend to move to that country?	
Have you been able to obtain the information required above?	If 'no', then you may not have received sufficient information to process a valid transfer – go to 6.7 otherwise go to 6.2.3.

Do any of the responses to the Member	If yes, consider the FCA Occasional Paper.
Questions above or any other factors indicate	
potential Customer Vulnerability? Examples	The FCA has set out some ideas for firms to
include:	consider including service design and customer
• low literacy, numeracy and financial capability	support. These should be considered throughout
skills	the pension transfer request process.
physical disability	···· [ -····· · · · · · · · · · · · · ·
<ul> <li>severe or long-term illness</li> </ul>	
mental health problems	
low income	
Consumer debt	
• being 'elderly', for example over 80, although	
this is not absolute (may be associated with	
cognitive or dexterity impairment, sensory	
impairments such as hearing or sight, onset of	
ill-health, not being comfortable with new	
technology)	
<ul> <li>change in circumstances (e.g. job loss,</li> </ul>	
bereavement, divorce)	
<ul> <li>lack of English language skills</li> </ul>	

If the member refuses to answer questions, it is reasonable to take this into account when making a decision on whether the transfer is likely to be lawful and valid. It may also be worthwhile at this point asking the member if he still wishes to proceed with the transfer, as responding to the due diligence questions may have raised doubts in his own mind.

Do the responses to the Initial Analysis & 'Member Questions' in 6.2.2 and 6.2.3 indicate	If no, proceed with the transfer.
a risk of Pension Scam?	If yes, take action as set out in 6.3.

# 6.3. Additional Information Requests

It is important that trustees and providers do not go straight to requesting information from HMRC or NFIB instead of first carrying out their own due diligence as set out above. Decisions on transfers based solely on HMRC responses or alerts may not be robust enough at this stage and will tie up limited resources.

# 6.3.1. HMRC requests

If, after completing the initial analysis, you are unable to rule out the risk of a pension scam you should query the status of the receiving scheme with HMRC and include all the relevant details.

To do this you must either attach your enquiry to an email and send it to <u>pensionschemes@hmrc.gov.uk</u> or write to:

Pension Schemes Services HM Revenue & Customs BX9 1GH United Kingdom

It may be several months after your initial request before you receive any response from HMRC. You should therefore bear this in mind when considering the timing of your request to HMRC.

Currently HMRC provides one of the following responses to the enquiry: **Response 1** 

HMRC confirms that at this time, both of the following apply:

the receiving scheme is registered with HMRC and is not subject to a deregistration notice; and the information held by HMRC does not indicate a significant risk of the scheme being set up or being used to facilitate pension scams.

#### Response 2

HMRC only provide confirmation of registration status when both of the following apply: the receiving scheme is registered with HMRC and is not subject to a deregistration notice; and the information held by HMRC does not indicate a significant risk of the scheme being established or being used to facilitate pension scams.

At this time one or both of these conditions does not apply. HMRC is therefore unable to provide the confirmation you have requested.

If response 1 is received from HMRC you should move to 6.4 and undertake further due diligence.

If response 2 is received from HMRC, it is very difficult to see how you can safely justify a transfer being made when there is a risk that it would be made to a scheme that is not registered with HMRC and therefore potentially constituting an unauthorised payment. <u>This might be considered to provide</u> <u>sufficient justification in isolation for you to refuse to make the transfer, irrespective of other information and concerns</u>. The Industry Group understands that this is a point to be argued in a pending court case by a party seeking to enforce a transfer, but as this has not yet been formally ruled upon; you may wish to take legal advice before refusing such a transfer.

In future, a pension scheme sponsored by a company that is dormant for a continuous period of one month is at risk of being de-registered and a Response 2 may not mention that de-registration is pending. Caution should be exercised.

HMRC's response will be based on information available at the time and is intended to help the scheme decide whether to make a transfer. It should not be the only check that the scheme carries out and relies on. The scheme should make further checks to satisfy themselves before making a transfer.

Any confirmation provided is **not** to be taken as a recommendation of a scheme or product by HMRC.

# 6.3.2. Law Enforcement Intelligence

Project Bloom is a multi-agency body for tackling pension scams. It is chaired by TPR and includes representation from Action Fraud, the National Crime Agency, City of London Police, the FCA, TPAS and the Pension Scams Industry Group (PSIG) amongst others. The Project has worked on raising awareness of pension scams with the pensions industry and the general public and has referred certain scams for investigation.

Project Bloom arranged for reports of pension scams to be made to Action Fraud (the details for reporting are included in 6.7), and these reports are analysed by the National Fraud Intelligence Bureau (NFIB). On occasion, NFIB uses the reports to produce alerts for the industry that can be used as part of the due diligence process.

# 6.4. Further Due Diligence

The level of due diligence that should be conducted is partially dependent on the type of receiving scheme that the transfer is being made into, therefore this guidance has been divided into the following sections:

- 6.4.1 Occupational Pension Schemes (OPS)
- 6.4.2 Self-Invested Personal Pensions (SIPP) and Contract-Based Schemes (CBS)

- 6.4.3 Small Self-Administered Schemes (SSAS)
- 6.4.4 Qualifying Recognised Overseas Pension Schemes (QROPS)

At this stage, further due diligence should be undertaken in respect of a wide range of issues, including regulatory, geographical link and receiving scheme provenance. You should keep a record of your decisions in relation to each area of due diligence. An example decision sheet has been provided to help you with this (see Appendix B).

Depending on the systems and processes of your organisation, you may find certain information easier to collect and interpret. Therefore, it is up to you how you collect the information; example questions are included in each section.

It may not be appropriate to ask all questions, in all cases.

# 6.4.1. Occupational Pension Schemes (OPS)

When conducting due diligence on an OPS for the first time, there are a number of key types of information to consider.

Sections (a) to (e) set out what types of information should be collected and the purpose of collecting that information.

Each section sets out example questions that you can use to find the type of information that will be useful to you when making a decision about whether a scheme or administrator poses a pension scam risk. You can choose which questions to use and you can ask alternative questions that will achieve the same purpose. This is to help you fit the due diligence process into your existing processes.

Next to each question is an example of the evidence that you can collect to support your decision. Although there is flexibility in the evidence you require, it is essential that evidence is collected and retained.

When you have gathered your due diligence go to 6.6 to determine if you should proceed with the transfer.

#### (a) Pension Scam risk

#### Purpose

Pension funds under an OPS should not be accessible (without attracting tax penalties) until normal minimum pension age has been reached (save in cases in cases of ill-health or death; or where the member has a protected pension age). The questions outlined in 6.2.3 in relation to:

- cash payments, bonuses, commission or loans;
- accessing part or all of the fund before age 55

are designed to validate that the main purpose of the scheme is to provide retirement benefits for the member.

#### (b) Regulatory

#### (i) Purpose

There is no requirement for an OPS or its administrator to be FCA-registered but trustees of all OPSs must be listed as data controllers with the Information Commissioner for Data Protection purposes. TPR has oversight of OPS and administration.

Insurance companies that provide occupational schemes must be FCA-registered. There is a substantial due diligence process involved, and clear rulebook to follow. Appropriate FCA registration should give substantial comfort that the scheme has not been established for suspicious purposes. *(ii) Example questions and validation* 

Question	How to gather information
Is this an insured pension scheme? If yes, is the provider FCA regulated?	Check the Financial Services Register (see link at 6.2.2)
Are the trustees of the receiving scheme listed with the Information Commissioner's Office as Data Controllers? (if not, please provide an explanation of why they are not listed)?	Letterhead paper; request other evidence of registration.

#### (c) Employment link

#### (i) Purpose

All OPSs should normally have a clear link between scheme employer and member. Is the information about the employer consistent with the occupation details from the member/policyholder? A lack of identifiable link may be a risk indicator (although note that there is not currently a legal requirement that the scheme employer employs the member).

The pension scams consultation has also given rise to the principle that the registering of new occupational pension schemes should be confined to those sponsored by an active employer; this would exclude schemes established by dormant employers. HMRC have also recently acquired additional powers to de-register schemes sponsored by dormant employers. This does not mean that a scheme sponsored by a previously active employer which has become dormant is not appropriate for continued registration. A registered pension scheme is independent of its sponsoring employer and should be expected to be considered for registration purposes by reference to its adherence to those conditions under which schemes gain and maintain registered status.

The website of Companies House can be a useful facility for checking factors such as the trading status of an employer, the date of its incorporation and the names of its directors:

https://beta.companieshouse.gov.uk/

#### (ii) Example questions and validation

Question	Validation
Is there an employment link?	Contract of employment or evidence of holding of an office, e.g. directorship. Please note that some scammers may well attempt to set up bogus contracts of employment.
Is there evidence of earnings from a participating or associated employer?	Request 3 months' payslips from the member/policyholder. Please note however that following the 2016 Hughes v Royal London High Court judgment, the earnings requirement for a statutory transfer does not require evidence of earnings from the participating employer. The earnings requirement is merely that there is evidence of regular earnings irrespective of their source. Alternative evidence (such as contracts of employment) may be required for zero-hours workers.

If you are <b>not</b> employed by an employer that participates in the receiving scheme, please can you provide a brief explanation of your reasons for wishing to transfer your benefits to this scheme?	Membership of an OPS might be extended to non- employees, though this might typically be for defined purposes such as schemes intended for particular affinity groups. OPS are not usually marketed to third parties. Lack of association between the member and the sponsoring employer or its industry sector should invite further enquiry.
What is the date of incorporation of the principal employer for the receiving scheme?	Letterhead paper or internet research to evidence that the employer was already in existence before the member asked to transfer.
What is the Company registration number for the principal employer of the receiving scheme?	Letterhead paper or internet research to evidence that the employer is real.
What is the business, service or trade provided by the principal employer for the receiving scheme?	Letterhead paper or internet research.
Is the principal employer an active or dormant company?	Internet research or Companies House WebCHeck – Pension scams might involve a dormant company to suggest an employment link. It should be noted that there is a risk to transferring trustees that a scheme sponsored by a dormant company might be de-registered now that s158 of FA2004 has been amended. Caution should be exercised on any transfer to a scheme sponsored by a dormant company.

#### (d) Geographical Link

#### (i) Purpose

In an OPS, the employer and the member would normally operate from a similar location. Larger companies may operate from a number of locations; however, your research should indicate when this is the case.

#### (ii) Example questions and validation

Question	Validation
If you are employed by an employer that sponsors the receiving scheme, please provide the address of your usual place of work for the employer.	Letterhead paper, internet research or member question for other evidence.
Is the employer/provider/administrator address near to the member's home address?	Letterhead paper, internet research or member question for other evidence.

#### (e) Marketing methods

(i) Purpose

OPSs are not generally marketed to a potential member. Cold calling or other unsolicited approaches may be risk indicators.

#### (ii) Example questions and validation

Question	Validation
How did you become aware of the provider/ adviser/receiving scheme? Did the receiving scheme/provider/adviser make the first contact? What was the method of communication?	Request to the member in writing or by telephone.

Have you received any advice in connection with transferring your pension benefits? If so, please provide details of the organisation or company that provided you with that advice.	Request to the member in writing or by telephone.
During the transfer process, has the receiving scheme (or its administrators) contacted you with official documentation or has all communication been by text, email and/or telephone?	Request to the member in writing or by telephone.
Has a courier been sent to your home to collect signed documentation?	Request to the member in writing or by telephone.
What do you want to achieve through the transfer that you can't in your current scheme?	Request to the member in writing or by telephone.
Have you received any promotional material or information about the receiving scheme? If so, please provide copies.	Request to the member in writing or by telephone.
Have you been pressured by anyone to make a quick decision about transferring your pension?	Request to the member in writing or by telephone.
What have you been told about the investments of the scheme?	Request to the member in writing or by telephone.

#### (f) Provenance of receiving scheme

#### (i) Purpose

An OPS intended for pension scam purposes might have been established recently (e.g. within the last six months). It may even have been established after the transfer request was made. The sponsoring employer or the administrator may also have been established recently. They may also be operating from 'virtual' offices or using PO Boxes for correspondence purposes.

The recency of a scheme's establishment should not in itself be taken as evidence of scam intent. As previously expressed, as broad a range of factors as possible should be considered in any due diligence exercise.

#### (ii) Example questions and validation

Question	Validation
Date on which the receiving scheme was registered with HMRC.	Copy of Registration certificate and print-off from HMRC Scheme Administrator website.
Request copies of the receiving scheme's governing documentation and formal scheme documents e.g. trust deed and rules, member	If these documents are not forthcoming, this may indicate a risk of a pension scam.
booklet, scheme accounts.	If these documents are supplied, check them for any obvious inconsistencies e.g. in relation to the identity of the sponsoring employer and the member eligibility provisions.
Is the transfer being requested in advance of the scheme being registered / established?	Compare date of transfer request with date of scheme establishment.
Name and address of the scheme administrator, and directors for the receiving scheme and (if appropriate) company registration number.	If the scheme administrator for the receiving scheme is a company, obtain print-off from Companies House WebCHeck.
Name, address, account number and sort code for the bank account of the trustees of the receiving scheme.	Confirmation of trustees' and scheme's bank account details.
Is the receiving scheme/administrator run from a 'virtual' office?	Internet research.

Is the receiving scheme/administrator queting only	Internet research
Is the receiving scheme/administrator quoting only a PO Box address?	Internet research.
If the transfer payment is not to be paid direct to the trustees' account, please provide an explanation of why the payment is being made to a different account.	For an OPS this is poor practice (and your internal controls may not allow this) and might be suspicious - seek a written explanation.
Has the scheme or administrator, trustees or investment companies behind the scheme been connected to investments linked to high scam risk?	Internet research. Example scam-risk investments include: Carbon credit schemes Land banking schemes New ecological opportunities Green oil from trees Precious earth metal schemes Boiler room share investment schemes Overseas property developments Storage pods Car parking spaces Loans Loans Long lease (i.e. illiquid) investments that clearly do not match likely access timelines 'Guaranteed' investment returns that seem unrealistic in current markets Lack of diversification of investments might suggest that the investment strategy has not been designed for the member's interests.
Are there links with other administrators/schemes /providers for which you already have suspicions of pension scam activity?	Companies House WebCHeck and review director and address information – this might be suspicious. Websites may look legitimate but could be clones of legitimate companies with words copied verbatim. A strong sign is a lack of contact names, numbers or addresses.
Does the receiving scheme trustee/administrator provide scheme documentation or an opinion from a law firm or barrister?	Whilst the opinion given might be entirely legitimate and valid, attention should be paid to when it was provided and what it actually says about the scheme and prospective transfer as the lawyer giving the opinion might have had limited instructions or only given a restricted or caveated view. Scammers might go to the trouble of instructing reputable lawyers to prepare an opinion and/or scheme documents in order to suggest an air of legitimacy about the scheme.
Does the administrator claim current accreditation from an independent body (for example PASA)?	Documentation confirming accreditation and period valid for. A check with the independent body may be appropriate.
Have a number of schemes been established recently from sponsoring employers with the same address?	Internet research – this might suggest suspicious activity.
Is the director(s) of the sponsoring employer or trustee company also a director of other companies incorporated at the same time?	Companies House WebCHeck – this might suggest suspicious activity.
Have a number of schemes been established by administrators with the same address?	Internet research – this might suggest suspicious activity.
Have a number of schemes been established recently from the same address?	Companies House WebCHeck and review director and address information – this might be suspicious.

Is the scheme connected to an unregulated investment company or is it covered by Financial Services Compensation Scheme?

# 6.4.2. Self-Invested Personal Pensions (SIPP)/other Contract-Based Schemes (CBS)

When conducting due diligence on a SIPP or CBS for the first time, there are a number of key areas in which information is required. Sections (a) to (d) set out what types of information should be collected and the purpose of collecting that information.

Each section sets out example questions that you can use to find the type of information that will be useful to you when making a decision about whether a scheme or operator poses a pension scam risk. You can choose which questions to use and you can ask alternative questions that will achieve the same purpose. This is to help you fit the due diligence process into your existing processes. Next to each question is an example of the evidence that you can collect to support your decision. Although there is flexibility in the evidence you require, it is essential that evidence is collected and retained.

When you have gathered your due diligence, go to 6.6 to determine if you should proceed with the transfer.

#### (a) Pension Scam risk

#### Purpose

Pension funds under a CBS should not be accessible (without attracting tax penalties) until normal minimum pension age has been reached (save in cases of ill-health or death; or where the member has a protected pension age). The questions outlined in 6.2.3 in relation to:

- cash payments, bonuses, commission or loans;
- accessing part or all of the fund before age 55

are designed to validate that the main purpose of the scheme is to provide retirement benefits for the member.

#### (b) FCA Regulation

#### (i) Purpose

SIPP operators must be FCA registered. Appropriate registration should give substantial comfort that the scheme has not been set up for suspicious purposes.

#### (ii) Example questions

Question	Validation
Is the SIPP operator FCA regulated?	Check the Financial Services Register (see link at 6.2.2).
Does the provider have the appropriate FCA permissions?	Check the Financial Services Register.
Are the trustees of the receiving scheme listed with the Information Commissioner's Office as Data Controllers?	Letter-headed paper; request other evidence of registration.

Is the transfer into the SIPP advised by the same company or individuals who are administering the SIPP? (note that such conflict of interest is a risk factor, but not necessarily a red flag as is the fact that certain transfers (non-safeguarded benefits) may not require advice from an FCA regulated adviser).	Request to the member by telephone or in writing.
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# (c) Marketing methods

(i) Purpose

Although SIPPs are actively marketed, it would be very unusual for schemes to contact prospective members through unsolicited calls.

## (ii) Example questions

Question	Validation
How did you become aware of the adviser/receiving scheme? Did sales agents for the underlying investment or the receiving scheme/adviser make the first contact?	Request to the member in writing or by telephone.
Have you received any advice in connection with transferring your pension benefits? If so, please provide details of the organisation or company that provided you with that advice.	Request to the member in writing or by telephone.
During the transfer process, has the receiving scheme (or its administrators) contacted you with official documentation or has all communication been by text, email and/or telephone?	Request to the member in writing or by telephone.
Has a courier been sent to your home to collect signed documentation?	Request to the member in writing or by telephone
What do you want to achieve through the transfer that you can't in your current scheme?	Request to the member in writing or by telephone.
Have you received any promotional material or information about the receiving scheme? If so, please provide copies.	Request to the member in writing or by telephone.
Have you been pressured by anyone to make a quick decision about transferring your pension?	Request to the member in writing or by telephone.
What have you been told about the investments of the scheme?	Request to the member in writing or by telephone

## (d) Provenance of receiving scheme

#### (i) Purpose

SIPPs or CBS set up for pension scam purposes might have been set up recently (i.e. within the last six months.) They may even have not been set up before the transfer request is made. The administrator may also have been set up recently. They may also be operating from 'virtual' offices or using PO Boxes for correspondence purposes.

The recency of a scheme's establishment should not in itself be taken as evidence of scam intent. As previously expressed, as broad a range of factors as possible should be considered in any due diligence exercise.

(ii) Example questions	questions	Example	(ii)
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Question	Validation
Date on which the receiving scheme was registered with HMRC.	Copy of Registration certificate and print-off from HMRC Scheme Administrator website.
Request copies of the receiving scheme's governing documentation and formal scheme documents e.g. trust deed and rules, member booklet.	If these documents are not forthcoming, this may indicate a risk of pension scam. If these documents are supplied, check them for any obvious inconsistencies e.g. in the identity of the administrator and the eligibility provisions.
Is the transfer being requested in advance of the scheme being registered / set up?	Compare date of transfer request with date of scheme establishment.
Name and address of the scheme administrator for the receiving scheme and (if appropriate) company registration number.	If the scheme administrator for the receiving scheme is a company, print-off from Companies House WebCHeck.
Name, address, account number and sort code for the bank account of the trustees of the receiving scheme.	Confirmation of trustees' and scheme's bank account details.
Is the receiving scheme / administrator run from a 'virtual' office?	Internet research.
Is the receiving scheme / administrator quoting only a PO Box address?	Internet research.
If the transfer payment is not to be paid direct to the trustees' account, please provide an explanation of why the payment is being made to a different account.	Seek a written explanation.

Has the scheme or administrator been linked to	Internet research.
investments linked to high scam risk?	
	Example scam risk investments include:
	Carbon credit schemes
	<ul> <li>Land banking schemes</li> </ul>
	<ul> <li>New ecological opportunities</li> </ul>
	Green oil from trees
	<ul> <li>Precious earth metal schemes</li> </ul>
	Boiler room share investment schemes
	Overseas property developments
	Storage pods
	Car parking spaces
	<ul> <li>Loans</li> </ul>
	Unlisted shares
	Long lease (i.e. illiquid) investments that
	<ul> <li>Long lease (i.e. miquid) investments that clearly do not match likely access</li> </ul>
	timelines
	Guaranteed' investment returns that seem
	unrealistic in current markets
	Lack of diversification of investments might
	suggest that the investment strategy has not been
	designed for the member's interests.
Are there links with other administrators /	Companies House WebCHeck and review director
schemes / providers for which you already have	and address information – this might be
suspicions of pension scam activity?	suspicious. Websites may look legitimate but
	could be clones of legitimate companies with
	words copied verbatim. A strong sign is a lack of
	contact names, numbers or addresses.
Have a number of schemes been established	Internet research – this might be suspicious.
recently from sponsoring employers with the same	
address? Please note that SIPPs will not have	
sponsoring employers.	
Is the director of the sponsoring employer also a	Companies House WebCHeck – this might be
director of other companies established at the	suspicious.
same time? Please note that SIPPs will not have	
sponsoring employers.	
Have a number of schemes been set up by	Internet research – this might be suspicious.
administrators with the same address?	
Have a number of schemes been set up recently	Companies House WebCHeck and review director
from the same address?	and address information this might be suspicious.
Is the scheme connected to an unregulated	Chack Einancial Sanvicas Pagistar
	Check Financial Services Register.
investment company or is it covered by the	
Financial Services Compensation Scheme?	

# 6.4.3. Small Self-Administered Schemes (SSAS)

A SSAS is an OPS of a type which, until 5 April 2006, was recognised by HMRC as being subject to the provisions of Chapter 20 of IR12 (2001), "Occupational Pension Schemes Practice Notes". Though there is no longer a formal definition of SSAS in legislation or elsewhere, the term continues to be used in regard to an OPS with fewer than twelve members, where all the members are trustees and take responsibility for determining how monies held by the scheme should be invested. This follows the description of 'relevant small scheme' given at Part 1 of The Occupational Pension Schemes (Charges and Governance) Regulations 2015 (SI 2015 No. 879).

When conducting due diligence on a SSAS for the first time, there are a number of key types of information to consider.

Sections (a) to (f) set out what types of information should be collected and the purpose of collecting that information.

Each section sets out example questions that you can use to find the type of information that will be useful to you when making a decision about whether a scheme or administrator poses a pension scam risk. You can choose which questions to use and you can ask alternative questions that will achieve the same purpose. This is to help you fit the due diligence process into your existing processes.

Next to each question is an example of the evidence that you can collect to support your decision. Although there is flexibility in the evidence you require, it is essential that evidence is collected and retained.

SSAS do not need an FCA regulated person to be involved. However, many genuine SSAS practitioners will be a member of an industry group such as the Association of Member-Directed Pension Scheme (AMPS). Membership of such trade bodies can be taken into account, though not relied on as evidence of the receiving scheme's propriety.

When you have gathered your due diligence go to 6.6 to determine whether you should proceed with the transfer.

#### (a) Pension Scam risk

#### Purpose

Pension funds under a SSAS should not be accessible (without attracting tax penalties) until normal minimum pension age has been reached (save in cases in cases of ill-health or death; or where the member has a protected pension age). The questions outlined in 6.2.3 in relation to:

- cash payments, bonuses, commission or loans;
- accessing part or all of the fund before age 55

are designed to validate that the main purpose of the scheme is to provide retirement benefits for the member.

#### (b) Regulatory

#### (i) Purpose

There is no requirement for SSAS or its administrator to be FCA-registered but trustees of all OPSs must be listed as data controllers with the Information Commissioner for Data Protection purposes. TPR has oversight of OPS and administration.

Insurance companies that provide occupational schemes must be FCA-registered. There is a substantial due diligence process involved, and clear rulebook to follow. Appropriate FCA registration should give substantial comfort that the scheme has not been established for suspicious purposes.

#### (ii) Example questions and validation

Question	How to gather information
Is this an insured pension scheme? If yes, is provider FCA regulated?	Check the Financial Services Register (see link at 6.2.2)
Are the trustees of the receiving scheme listed with the Information Commissioner's Office as Data Controllers? (if not, please provide an explanation of why they are not listed)?	Letterhead paper; request other evidence of registration.

#### (c) Employment link

#### (i) Purpose

As a SSAS is a type of OPS, there should normally be some employment link, with at least one member. A lack of identifiable link may be a risk indicator.

As mentioned elsewhere in the Code, the government proposed in 2017 that the statutory right to transfer to an occupational pension scheme would be predicated on factors including a genuine employment link to the receiving scheme, including evidence of regular earnings from that employment. The details of that measure are still awaited at the time of this revision to the Code. Though it should be expected that, in most cases, a member of an occupational pension scheme should be employed by a sponsoring employer, there can be genuine exceptions in the case of a SSAS. It is not uncommon for there to be members of a SSAS who are, for example, members of a family which controls the sponsoring employer, but who are not employed by that company. Though the absence of a statutory right should be noted in a ceding scheme's due diligence process, it should not in itself be taken as grounds for regarding the transfer as suspicious. Good due diligence based upon the Code is an evaluation of all relevant factors, rather than a narrow selection. The government's response to its pension scam consultation was clear that, wherever possible, legitimate transfers should not be blocked.

It should also be noted that SSAS have historically appealed, and still primarily appeal, to controlling directors of privately-owned companies. Such directors might not be remunerated in patterns common to arm's length employees, and perhaps might choose not to be remunerated at all for a time. Again, such factors should be taken account of in the broad context of overall due diligence.

The pension scams consultation has also given rise to the principle that the registering of new occupational pension schemes should be confined to those sponsored by an active employer; this would exclude schemes established by dormant employers. HMRC have also recently acquired additional powers to de-register schemes sponsored by dormant employers. This does not mean that a scheme sponsored by a previously active employer which has become dormant is not appropriate for continued registration. A registered pension scheme is independent of its sponsoring employer and should be expected to be considered for registration purposes by reference to its adherence to those conditions under which schemes gain and maintain registered status.

The website of Companies House can be a useful facility for checking factors such as the trading status of an employer, the date of its incorporation and the names of its directors:

https://beta.companieshouse.gov.uk/

#### (ii) Example questions

Question	Validation
Is there an employment link?	Request copy of contract of employment. Please note that some scammers may well attempt to set up bogus contracts of employment.
Is there evidence of earnings from an employer sponsoring the receiving scheme?	Request 3 months' payslips. Please note however that following the 2016 Hughes v Royal London High Court judgment, the earnings requirement for a statutory transfer does not require evidence of earnings from the participating employer. The earnings requirement is merely that there is evidence of regular earnings irrespective of their source. Alternative evidence (such as dividend payments) may be required for SSAS members who may not be in receipt of salary payments.

If you are <b>not</b> employed by an employer that sponsors the receiving scheme, please can you provide a brief explanation of your reasons for wishing to transfer your benefits to this scheme? What connection do you have with the receiving scheme's sponsoring employer or members?	Membership of a SSAS might be extended to non- employees, but these would normally be connected with existing members, e.g. relatives of the directors of a family-owned company that sponsors the SSAS. SSAS are not usually marketed to third parties. Lack of connection between members should invite further enquiry.
Is the sponsoring employer an active or dormant company?	Internet research or Companies House WebCHeck – Pension scams might involve a dormant company to suggest an employment link. It should be noted that there is a risk to transferring trustees that a scheme sponsored by a dormant company might be de-registered now that s158 of FA2004 has been amended. Caution should be exercised on any transfer to a scheme sponsored by a dormant company.

#### (d) Geographical Link

#### (i) Purpose

As above, an employer from a different location may be a sign that the SSAS is not being used for the purpose of an OPS.

#### (ii) Example questions

Question	Validation
If you are employed by an employer that sponsors the receiving scheme, please provide the address of your usual place of work for the employer?	Letterhead paper, internet research or member question for other evidence.
Is the provider/administrator address near to the member's home address?	Letterhead paper, internet research or member question for other evidence.

#### (e) Marketing methods

#### (i) Purpose

SSAS are not generally marketed to potential members, therefore cold calling or other unsolicited approaches may indicate that the SSAS is not being used for the purpose of an OPS.

#### (ii) Example questions

Question	Validation
How did you become aware of the adviser/receiving scheme? Did sales agents for the underlying investment or the receiving scheme/adviser make the first contact? What was the method of communication?	Request to the member in writing or by telephone.
Have you received any advice in connection with transferring your pension benefits? If so, please provide details of the organisation or company	Request to the member in writing or by telephone.

that provided you with that advice.	
During the transfer process, has the receiving scheme (or its administrators) contacted you with official documentation or has all communication been by text, email and/or telephone?	Request to the member in writing or by telephone.
Has a courier been sent to your home to collect signed documentation?	Request to the member in writing or by telephone.
What do you want to achieve through the transfer that you can't in your current scheme?	Request to the member in writing or by telephone.
Have you received any promotional material or information about the receiving scheme? If so, please provide copies.	Request to the member in writing or by telephone.
Have you been pressured by anyone to make a quick decision about transferring your pension?	Request to the member in writing or by telephone.
What have you been told about the investments of the scheme?	Request to the member in writing or by telephone.

#### (f) Provenance of receiving scheme

#### (i) Purpose

A SSAS intended for pension scam purposes might have been established very recently (e.g. within the last six months.) It may even have been established after the transfer request was made. The sponsoring employer or the administrator may also have been established recently. They may also be operating from 'virtual' offices or using PO Boxes for correspondence purposes.

The recency of a scheme's establishment should not in itself be taken as evidence of scam intent. As previously expressed, as broad a range of factors as possible should be considered in any due diligence exercise.

#### (ii) Example questions

Question	Validation		
Date on which the receiving scheme was registered with HMRC.	Copy of Registration certificate and print-off from HMRC Scheme Administrator website.		
Request copies of the receiving scheme's governing documentation and formal scheme documents e.g. trust deed and rules, member booklet, scheme accounts.	If these documents are not forthcoming, this may indicate a risk of a pension scam. If these documents are supplied, check them for any obvious inconsistencies e.g. in relation to the identity of the sponsoring employer and the member eligibility provisions.		
Is the transfer being requested in advance of the scheme being registered/established?	Compare date of transfer request with date of scheme establishment.		
Name and address of the scheme administrator for the receiving scheme and (if appropriate) company registration number	If the scheme administrator for the receiving scheme is a company, obtain print-off from Companies House WebCHeck.		
Name, address, account number and sort code for the bank account of the trustees of the receiving scheme.	Confirmation of trustees' and scheme's bank account details.		
Is the receiving scheme/administrator run from a 'virtual' office?	Internet research.		
Is the receiving scheme/administrator quoting only a PO Box address?	Internet research.		

Is the administrator also FCA regulated? Although FCA regulation is not required for SSAS, the fact of regulation by FCA may provide additional security.	Check FCA register.
Has the scheme or administrator been linked to investments identified as posing high scam risk?	Internet research. Example scam-risk investments include: Carbon credit schemes Land banking schemes New ecological opportunities Green oil from trees Precious earth metal schemes Boiler room share investment schemes Boiler room share investment schemes Overseas property developments Storage pods Car parking spaces Loans Loans Unlisted shares Long lease (i.e. illiquid) investments that clearly do not match likely access timelines 'Guaranteed' investment returns that seem unrealistic in current markets) Lack of diversification of investments might suggest that the investment strategy has not been designed for the member's interests.
Are there links with other administrators/schemes/providers for which you already have suspicions of pension scam activity?	Companies House WebCHeck and review director and address information – this might be suspicious. Websites may look legitimate but could be clones of legitimate companies with words copied verbatim. A strong sign is a lack of contact names, numbers or addresses.
Does the receiving scheme administrator provide scheme documentation or an opinion from a law firm or barrister?	Whilst the opinion given might be entirely legitimate and valid, attention should be paid to when it was provided and what it actually says about the scheme and the prospective transfer as the lawyer giving the opinion might have had limited instructions or only given a restricted or caveated view. Scammers might go to the trouble of instructing reputable lawyers to prepare an opinion and/or scheme documents in order to suggest an air of legitimacy about the scheme.
Have a number of schemes been established recently from sponsoring employers with the same address?	Internet research – this might suggest suspicious activity.
Is the director of the sponsoring employer also a director of other companies established at the same time?	Companies House WebCHeck – this might suggest suspicious activity.
Have a number of schemes been established by administrators with the same address?	Internet research – this might suggest suspicious activity.
Have a number of schemes been established recently from the same address?	Companies House WebCHeck and review director and address information – this might suggest suspicious activity but could also indicate a large, well-established SSAS practitioner.
Is the scheme connected to an unregulated investment company or is it covered by Financial Services Compensation Scheme?	Check Financial Services Register.

# 6.4.4. Qualifying Recognised Overseas Pension Schemes (QROPS)

A QROPS is the only form of overseas pension scheme to which a UK registered pension scheme can pay a "recognised transfer". If an overseas pension scheme does not meet the conditions of a QROPS, a transfer to that scheme will not be a recognised transfer and will therefore constitute an unauthorised payment from the UK scheme. The government's response of August 2017 to the pension scams consultation proposed restricting the statutory right to transfer to QROPS in certain circumstances. The government indicated that it would engage with industry stakeholders and others on the details of the restriction. The government also said it aims to consult on the draft regulations setting out the details of the QROPS restriction.

For an overseas pension scheme to receive and maintain QROPS status, it must meet certain requirements as detailed in UK legislation and as monitored and enforced by HMRC. Before making a transfer payment to a QROPS, the transferring scheme's managers must be satisfied that the receiving scheme has QROPS status. It should be noted that although HMRC maintains a list of ROPS, managers of individual QROPS can opt not to have their scheme included on that list. In addition, just because a scheme appears on the list, this does not mean that it is appropriate to transfer. Full due diligence checks should still be undertaken.

It should be noted that HMRC's list of ROPS is not claimed to be a list of QROPS. Any overseas pension scheme seeking QROPS status does so on the basis of declarations to HMRC by reference to conditions of eligibility, rather than as an application, for evaluation and acceptance, by HMRC. This means that HMRC is unable to confirm that any overseas pension scheme is a ROPS or a QROPS; only that it has made the relevant declarations as relating to ROPS status.

HMRC's list of ROPS can be viewed via the link below. It is recommended that, irrespective of the level of due diligence carried out prior to the making of a transfer payment to a QROPS, the status of the receiving scheme should be checked on the date of the proposed payment to that scheme, and that a record of that check is made.

It is essential to verify that the transfer is being paid to the scheme included on the list, and not to another scheme using a virtually identical name (e.g. a clone scheme.). The check should include making sure that the payment is going to the correct country for the registered QROPS. Payment to a clone scheme is likely to be deemed an unauthorised payment by HMRC.

https://www.gov.uk/government/publications/list-of-qualifying-recognised-overseas-pension-schemesgrops/list-of-recognised-overseas-pension-schemes-notifications

Unlike, for example, "SIPP" or "SSAS", the term "QROPS" does not signify whether the scheme is of the occupational or personal type. The status of a particular QROPS should be ascertained during the due diligence stage, in any request for payment of a transfer from a UK scheme to a QROPS.

Rather than complicate this Code by offering separate sets of due diligence questions for both occupational QROPS and those comparable to personal pension schemes, it is suggested that, broadly, those due diligence questions detailed in 6.4.3 in relation to SSAS should be considered, in regard to QROPS. The key items to consider are the rationale for moving funds offshore, and the likelihood that the receiving scheme is a bona fide pension scheme, as if HMRC determine retrospectively that it is not, there may be a scheme sanction charge liability regardless of whether the receiving scheme was included on the list.

Before paying a transfer to a QROPS, receiving scheme managers should ensure that the transferring member has lodged with them a completed form APSS263, as issued by HM Revenue & Customs. Some receiving schemes may include the APSS263 within their own transfer application forms.

# 6.5. During the Due Diligence Process

# 6.5.1. Member Contact

As outlined in 6.2.3, although it is preferable to obtain information in writing to support your due diligence in order to retain an audit trail of the information requested and the decision you have made, it is possible that, during the due diligence process, and as early as possible, you may wish to contact the member by telephone to discuss the matter with them. Some trustees and administrators have found that when the "transfer journey" is fully discussed with the member this can enable the member to fully understand the risks in transferring and enable them to reassess their position or to seek fully regulated advice. Alternatively, when concerns remain trustees and administrators can suggest that the member calls TPAS to talk through the proposed transfer and the warning signs. TPAS are happy to provide an impartial view on the transfer, and this might overcome any concerns that the due diligence process is a delaying tactic to frustrate the transfer. Be aware that in some cases members might have been "coached" by a scammer as to what to say when contacted by a ceding scheme. Calls should be recorded where possible.

# 6.5.2. Withdrawal of transfer application

It is possible that, during the due diligence process, the member will withdraw their transfer request. As outlined above, this could be because the awareness information you have supplied and the questions you have asked have led the member to realise that the transfer is possibly connected with a pension scam and it is not in their best financial interests to proceed.

Where this happens, no further action is required in respect of the transfer, although it would be worthwhile documenting any concerns revealed by any due diligence undertaken and retaining any written evidence and notes or recording of calls in case further transfer requests to the same scheme are received from this or another member. A sample decision sheet has been provided to help organisations with this process in Appendix B.

## 6.5.3. Extensions

If the trustees or administrators of a transferring scheme that is an OPS need more time to carry out the due diligence steps in the Code of Good Practice, then it may be possible to apply to TPR for an extension of the normal six-month time period for payment of transfers. This needs to be considered in the early stages of the due diligence process, in order to make sure the application is made <u>at least six</u> weeks before the extension is required. As the decision to extend is made by the Determinations Panel, it is not possible to accommodate later submissions. Further details are set out in 4.4.1. Where an extension is applied for, the trustees should then notify the member - see Appendix A (vi).

# 6.6. Determining Pension Scam Risk

Once you have completed the due diligence process as set out in 6.2, 6.3 and 6.4 as appropriate, and if the member has not withdrawn their transfer request, you need to decide how to proceed.

## 6.6.1. Governance

Trustees/providers need to ensure they have appropriate governance processes in place to determine the risk of a pension scam and whether a transfer should proceed. This may include discussing cases with law enforcement (see 6.7) and HMRC and taking independent legal advice where required.

Challenges to the decision may be received. These may take the form of schemes writing directly, or members or customers deciding to make a complaint. Therefore, it is necessary to ensure there is sufficient support and governance in place to deal with such challenges or complaints. Being able to

show that the principles in this Code have been followed should assist in any defence against allegations that the decision has been made incorrectly; though as stated on the cover page, following the Code might not prevent a claim being brought against a party.

All concerns, any written evidence and notes or recording of calls should be documented. A sample decision sheet has been provided to help organisations with this process in Appendix B.

# 6.6.2. Determination

The individual(s) responsible for making the determination should collate and review the information gathered during the due diligence process. The decisions needed are set out below and summarised in the flow diagram at the end of this section.

If there has been a failure to supply information or respond to information requests, you should consider what inferences can be drawn from the particular failures to provide evidence.

If, in light of all the information collated, you consider that there is no material risk of a pension scam, you should proceed to pay the transfer.

If you consider that there is a material risk of a pension scam, you should consider whether the member has a right to transfer, meaning there is a duty to process the transfer.

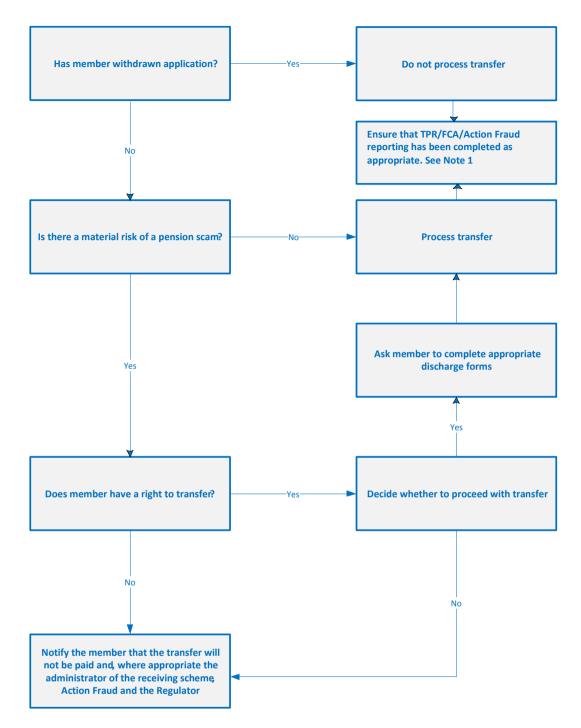
A right to transfer could be either a statutory right, or a right arising under the transferring scheme rules (which may be discretionary). For QROPS transfers, this may require specialist legal expertise or language skills. Information on how the existence of a transfer right should be assessed is set out in 4.2. If there is a discretionary transfer power, the information gathered during the due diligence process may be considered when deciding whether to agree to the transfer.

If you consider that the member does not have a right to transfer, you should proceed to 6.7. You should be prepared to explain to the member why you believe that they do not have a right to transfer.

If the member does have a right to transfer, but you consider that there is a material risk of a pension scam, you will need to make a judgment about whether to proceed with the transfer. This will involve an assessment of the risks associated with either blocking the transfer or allowing it to proceed. These are summarised in 4.5. You may also wish to consider the extent to which the member genuinely understands the risks and potential financial consequences of the transfer. You may wish to seek independent legal advice on the potential consequences of either decision:

- If you then decide that the transfer should not be made, proceed to 6.7. You should be prepared to explain to the member why the transfer is not being made.
- If you decide that the transfer should be made, proceed to pay the transfer. To mitigate the risk to you, ensure that a suitably robust discharge is obtained from the member before the transfer is paid see 6.10.

If, during this process, you find that you have made a transfer in good faith that you now deem to be suspicious, it should also be reported to Action Fraud - covered in 6.7.



#### Note 1:

 Even if a transfer does not proceed or proceeds under discharge, the FCA, TPR and Action Fraud would still like to hear about them. It is invaluable intelligence and may prevent future scams. For the FCA, concerns can be submitted via the following link: <u>www.fca.org.uk/consumers/report-scam-unauthorised-</u><u>firm</u>. For TPR, details can also be passed to them via: <u>wb@tpr.gov.uk</u>. Action Fraud reporting is outlined in Appendix D.

# 6.7. Refusing a transfer and reporting

If you determine under 6.6 that the transfer should not proceed, you should:

- Write to the member and inform them, with reasons, that you are unable to make the transfer (e.g. risk of receiving scheme not being a genuine pension scheme too high) see Appendix A (iv). ). If there is no statutory right to transfer but the rules contain a discretion to pay, it should be explained that the discretionary power has been considered.
- Where appropriate, e.g. where there is an active letter of authority, write to the administrator/adviser and inform them that you are unable to make the transfer see Appendix A (v).
- Report the scheme and administrator to Action Fraud via: <u>http://www.actionfraud.police.uk/report\_fraud</u>.

Report individuals who appear to be undertaking regulated advice but are not authorised to do so via:

http://www.fca.org.uk/consumers/protect-yourself/report-an-unauthorised-firm

# 6.8. Reporting to The Pensions Regulator

Where you have refused a statutory transfer payment for an occupational pensions scheme, where all of the requirements are met and you consider the request valid but the warning signs of a scam are too strong for you to be comfortable with any other course of action, you should notify TPR (see 4.4.1).

You may also have a duty to report breaches of the law, as set out in TPR's Code of Practice 1: reporting breaches of the law - <u>http://www.thepensionsregulator.gov.uk/codes/code-reporting-breaches.aspx</u>.

# 6.9. Member appeals

A member may challenge a decision to refuse a transfer payment. This challenge may be informal or part of a formal complaint. You should be prepared to explain to the member why the transfer was refused.

As part of the challenge, the member may provide sufficient additional information to satisfy the concerns or failure to provide information that led to the transfer being refused. If so, you need to consider whether it is now reasonable to proceed with the transfer.

If you decide that the transfer should still not proceed because the concerns have not been resolved, you must notify the member that the original decision not to pay the transfer stands.

If you decide that the transfer should proceed, then the transfer should be processed as quickly and efficiently as possible. You could ask the member to complete a 'discharge form' (see 6.10).

# 6.10. Discharge forms and insistent members

When dealing with an insistent member, you should, if possible, ask the member to call TPAS for free impartial guidance on the risks of scams before completing the member's request. Where the member refuses or continues with his or her decision, you should record this fact, or where you decide to make a transfer despite the existence of concerns that there is a risk of a pension scam, you should ask the member to complete a discharge form. You should ensure that the discharge form that the member signs is sufficiently robust to reduce your risk.

An example discharge form is set out at Appendix C. You may wish to take independent legal advice on the content of any discharge form and should note that a discharge form signed by the member may not eliminate risk altogether and may not be capable of binding the member's beneficiaries.

# 6.11. Internal "white list" approach

6.2.1 asks "(ii) Has your organisation currently identified the administrator/scheme and "known associates" (director, shareholders) as <u>not</u> presenting a risk of pension scam activity?" and "(iii) Has your organisation currently identified this scheme/administrator or address as suspicious?"

This section provides guidance on how trustees/providers or administrators might manage schedules of schemes deemed to present a risk or not present a risk.

Some organisations have experienced high levels of suspicious transfer requests and in processing them have built up a body of knowledge. They have used this, to determine at an early stage if they already have enough information to assess whether the transfer application is valid or could be an unauthorised payment.

It is for each organisation to decide if they wish to build and maintain a process to manage a list of organisations, scheme or individuals that do or do not present a risk of pension scams and ensure that they have robust and ongoing due diligence to support it.

Undertaking this work may significantly reduce the due diligence needed on individual transfers. Some key considerations in deciding whether to build the process are:

- the volume of transfers processed;
- the resource needed to create and maintain the lists; and
- the organisation's general approach to risk-management.

In building the process, organisations will need to consider:

- the basis for adding an organisation, scheme or individual to a list. This could be following a
  decision being made to pay or refuse a transfer request, or it could also incorporate other
  information from law enforcement, regulatory alerts etc.;
- the appropriate sign-off to add or remove a scheme or administrator;
- how schemes and administrators will move between lists (or be removed) as new information is gathered;
- how information from external sources, e.g. industry bodies, will be incorporated;
- how information gathered will be verified, for example, where an administrator with multiple offices is added to a list, how you will ensure that all valid contact information is recorded;
- the controls needed to ensure the list is reviewed before transfers are processed and when;
- how you will ensure that staff only have access to the current list what restrictions may be needed on printing or saving; and
- how the controls in place will be monitored.

## 6.12. Example letters

Example letters for various stages of this process are attached as Appendix A:

- Supporting section 6.2 and 6.4: Letters (i) and (iii)
- Supporting section 6.3.1: Letters (ii)
- Supporting section 6.7: Letters (iv), and (v)

# **APPENDIX A – Example Letters**

These example letters must be adapted for your specific circumstances. You may wish to take independent legal advice on their content.

## (i) Member Letter Wording (See 6.2.2 and 6.4.)

The Pension Scam Due Diligence Process, 6.2.2 refers to information that providers and trustees should ask members to supply as part of their due diligence process. If they decide to write and request further information, the following suggested wording may assist them in doing so:

Dear <Name>

#### Pension transfer request - policy number <insert number>

As a <scheme administrator/pension provider> we have a duty to look for signs of a pension scam when any transfer is requested. This could be a transfer of a pension to an arrangement that allows benefits to be paid out before age 55 (the earliest age from which pension benefits can normally be accessed) or promises to pay out a tax-free lump sum greater than HM Revenue & Customs allow after age 55. Some companies are promising pension scheme members that they can cash in their pension benefits early by transferring their pension savings to them.

They are also enticing people with pension loans or cash incentives. They may also be proposing that the transfer payment is invested in very high-risk investments or they can promise rates of return on investments which are very unlikely to be realised.

Such information can be very misleading and, in some cases, may also be fraudulent and entirely illegal. Falling foul of a scam could mean you lose some or all of your pension savings. Please see <a href="http://www.pension-scams.com">www.fca.org.uk/scamsmart</a> for more information.

To help us prevent you from being the victim of a pension scam and as part of our standard due diligence checking process we need to ask you to answer the following questions:

# Depending on the information you have already received, you may ask the member/policyholder to provide the following:

- Will you be receiving any cash payment, bonus, commission or loan from the receiving scheme administrators as a result of transferring your benefits?
- How did you hear about the receiving scheme?
- Have you been told that you can access any part of your pension fund under the receiving scheme before age 55, other than on grounds of ill-health?
- Have you been promised a specific or guaranteed rate of return on your pension fund under the receiving scheme?

# Depending on the type of receiving scheme you may consider asking the member/policyholder to provide further information and evidence. The receiving scheme type to which the question is relevant is in brackets:

- What is the name of the individual or company providing day-to-day administration services for the receiving scheme (Occupational Pension Scheme/Small Self-Administered Scheme (SSAS))?
- Does the scheme provider show a registration number from the Financial Conduct Authority (FCA) on their letterhead? What is it? (Contract-based/personal pension scheme/Self-Invested Personal Pension (SIPP))
- Who has advised you to go ahead with the transfer? Please provide evidence of their FCA registration number. (Contract-based/personal pension scheme / SIPP)

- Please send a recent payslip as evidence of employment by a participating employer of the receiving scheme (Occupational Pension Scheme).
- If you are employed by an employer that sponsors the receiving scheme, please provide the name and address of your usual place of work for the employer.
- If you are not employed by an employer that participates in the receiving scheme, please provide a brief explanation of your reasons for wishing to transfer your benefits (Occupational Pension Scheme).
- How did you become aware of the provider/adviser/receiving scheme? Did they make first contact? (OPS)
- Have you received any advice in connection with transferring your pension benefits? If so, please provide details of the organisation or company that provided you with that advice and a copy of the advice.
- During the transfer process has the receiving scheme (or its administrator) contacted you with official documentation or has all communication been by text, email and/or telephone?
- What do you want to achieve through the transfer that you can't in your current scheme?
- Have you been pressured by anyone to make a quick decision about transferring your pension?
- What have you been told about where your funds will be invested by the receiving scheme? Please send copies of any information or brochures you have been sent.

# Providers and trustees might wish to consider using the following additional wording when writing to members considering transferring pension funds to international SIPPs that are considered to be unfamiliar and potentially liable to be used to facilitate pension scams (in such cases the member may be based overseas):

We are aware that, in your case, you are intending to transfer to a Self-Invested Personal Pension (SIPP). Whilst many transfers to SIPPs are legitimate and involve appropriate advice, we should make you aware that there has been a developing trend of SIPPs being used to entice pension scheme members into scams.

Particular warning signs to look out for are where you have been approached by a cold call or advised by someone overseas who has claimed to be regulated in a different country. Just because someone has claimed to be a regulated adviser and is able to show some headed paper reflecting that, it does not mean that this will be correct – and one of the hallmarks of recent scams has been individuals being given a false sense of security about the status of advisers.

You might also have been encouraged to invest your pension funds somewhere overseas and should think about whether you have sufficient information available to determine the security of such an investment.

If you are in any doubt about the status of the advice you have received or feel you have incomplete information about the nature of the investment your pension monies are going to be transferred into, we would encourage you either to get in touch with us to discuss those concerns or the Pensions Advisory Service (TPAS), who give free and impartial guidance to people with pensions, and whose details are available from this website: <u>https://www.pensionsadvisoryservice.org.uk/</u>

We look forward to hearing from you.

# (ii) Letter to HMRC (See 6.3)

These example letters must be adapted for your specific circumstances. You may wish to take independent legal advice on their content.

Where due diligence checks indicate pension scam activity or information requests from the other areas have not been met then you should confirm the status of the receiving scheme with HMRC. The following example wording may be helpful to you in drafting a suitable letter. You may also want to adapt it to the circumstances of a particular case, by including an explanation as to why there are concerns about the receiving scheme.

#### Dear <Name>

#### Pension transfer request

We have received a request from <insert provider/adviser name> to transfer the pension benefits for Mr/Mrs/Ms X <insert name of member> to. <insert name of receiving scheme>.

Our transfer checks indicate a number of potential pension scam concerns in respect of the transfer. These are outlined below:

- Concern 1
- Concern 2
- Concern 3

Before we proceed with the transfer to <insert name of receiving scheme>, we would be grateful for HMRC's confirmation that the scheme is a registered pension scheme and that, to your knowledge, that you are unaware of any reason why the transfer should not proceed.

Enclosed with this letter are copies of:

- approval from the authorised signatory for <name> Administration authorising HMRC to confirm to <insert your own company name> that the <insert name of receiving scheme> is a registered scheme; and
- a copy of the HMRC PSTR confirmation letter that we have been provided with in relation to the receiving scheme.

We will await your response before progressing the member's request to transfer and would therefore be grateful for your prompt response. Please do not hesitate to contact me in the meantime if you require further information.

Yours faithfully

# (iii) Unregulated Adviser Member Letter (See 6.2.2)

These example letters must be adapted for your specific circumstances. You may wish to take independent legal advice on their content.

The Pension Scam Code Due Diligence Process, 6.2.2 refers to the requirement for persons advising on pension transfers to be authorised by the FCA to give advice regarding pension transfers. Administrators may find the following example wording useful where they need to write to a member advising that they have not provided information to the adviser in these circumstances:

Dear <Name>

#### Pension transfer request - policy number <insert number>

I refer to a recent letter we have received from <XYZ Retirement Benefit Scheme> requesting information regarding the above policy.

Please note that we have not provided the requested information as the company does not appear to be authorised by the Financial Conduct Authority (FCA) to give advice regarding pension transfers plans.

We can provide this information to you if you contact us directly to request this. However, before doing so, please see <u>www.pension-scams.com</u> or <u>www.fca.org.uk/scamsmart</u>. for more information. Falling foul of a scam could mean you lose some or all of your pension savings.

If you have any questions or would like to discuss any concerns please contact us.

# (iv) Transfer Denied – Letter to Member/Policyholder (See 6.7)

These example letters must be adapted for your specific circumstances. You may wish to take independent legal advice on their content

#### Dear <Name>

#### Pension transfer request - policy number <insert number>

We are contacting you in relation to a pension transfer request that we have received from <Provider Name> that instructs us to transfer your fund from your <Insert Brand Name> pension to <Insert Scheme Name>.

We have taken a decision not to transfer the fund to the <Insert Scheme Name> owing to the possible risk of a pension scam [and because you do not have a legal right to transfer]. GIVE SPECIFIC DETAIL AS TO WHY THE DECISION HAS BEEN MADE NOT TO PROCEED WITH THIS TRANSFER

Having reviewed the information available to us we have decided not to make the transfer to this scheme as we believe there are reasonable grounds to suspect that the scheme to which you have chosen to transfer may be involved in pension scams.

We apologise for any inconvenience that this may cause, however we hope that you can appreciate the need for us to be vigilant in order to protect you. Falling foul of a scam could mean you lose some or all of your pension savings. Please see <u>www.pension-scams.com</u> or <u>www.fca.org.uk/scamsmart</u> for more information.

#### What should I do next?

[If you still wish to proceed with the transfer despite the warning signs we see, we would ask you to call the Pensions Advisory Service (TPAS), who give free and impartial guidance to people with pensions, and whose details are available from this website: <u>https://www.pensionsadvisoryservice.org.uk/</u> and confirm in writing to us that you have spoken to TPAS and wish to transfer despite our concerns. In this situation we will process the transfer, but you agree that it is done entirely at your own personal risk and that you and your beneficiaries will have no future claim on the pension scheme.]

#### [or]

[Your pension fund will remain safely with us until we hear from you further or you approach your selected retirement age, when we will contact you again. If you still want to consider a transfer to another provider, we would recommend that you seek independent financial advice from an adviser regulated by the Financial Conduct Authority. We will not refuse transfers to schemes where we are satisfied that there is no risk of pension scamming. If you need help in finding a regulated adviser, please visit www.unbiased.co.uk.]

If you have any questions, you can call <scheme/provider Customer Helpline on xxx xxxx xxxx> or write to us if you prefer. Our contact details and opening hours are shown at the top of this letter, together with the policy number and our reference details, which we will need you to provide when contacting us.

# (v) Transfer Denied – Letter To Receiving Scheme (See 6.7)

These example letters must be adapted for your specific circumstances. You may wish to take independent legal advice on their content.

Dear <Name>

# <Pension transfer request for policyholder <<u>Name></u> - policy number <<u>insert number></u><Pension transfer request for member <<u>Name></u> - scheme name <<u>insert number></u>

I refer to your request of <Date> to transfer the above pension to the <Provider Name> scheme.

We have reviewed the information available to us, and we have concluded that we are unable to process the transfer due to the possible risk of a pension scam [and because the member does not have a legal right to transfer].

# GIVE SPECIFIC DETAIL AS TO WHY THE DECISION HAS BEEN MADE NOT TO PROCEED WITH THIS TRANSFER

We are therefore unable to process this transfer, and we will be writing to the <policyholder/member> to inform them of our decision.

# (vi) Suggested Wording to Member Where the Trustee/Provider of an OPS Have Applied to TPR for an Extension to the 6 Month Deadline

If scheme administrators need more time to carry out the necessary due diligence checks, they may apply to TPR within the normal time period for payment of statutory transfers for an extension to that time period. TPR is not able to reply to all such applications within the time period.

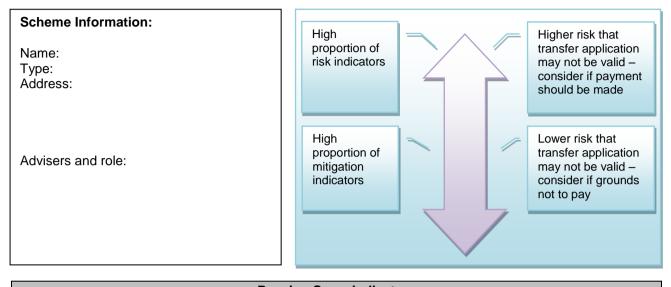
#### Administrators may find the following example wording helpful in updating members:

The trustees/provider have, within the statutory period, made an application to TPR for an extension in respect of the consideration of payment of a transfer to a registered pension scheme. TPR has the power to grant an extension in accordance with the statutory regulations.

The trustees/provider now await TPR's response.

# **APPENDIX B – Recording Decisions**

# (i) Example Pension Scam Decision Sheet – Occupational Pension Scheme



Pension Scam Indicators				
Factors/Indicators (includes questions which you may have asked the member)	Concern (√)	No Concern (✓)	N/A (√)	Evidence (explain or add link)
A. Pension Scam Risk Initial Indicators				
Will you be receiving any cash payment, bonus, commission or loan from the receiving scheme or its administrators, as a result of transferring your benefits?				
Have you been told that you can access any part of your pension fund under the receiving scheme before age 55, other than on grounds of ill-health?				
Have HMRC provided confirmation that the scheme fully meets the conditions of approval?				
B. Regulatory				
Are the trustees/provider of the receiving scheme listed with the Information Commissioner's Office as Data Controllers? (If not, please provide an explanation of why they are not listed.)				
Is this an Insured pension scheme? If yes, is the provider FCA regulated?				
C. Employment Link				
Is there an employment link?				
Is there evidence of earnings from a participating or associated employer?				
If you are not employed by an employer that participates in the receiving scheme, please can you provide a brief explanation of your reasons for wishing to transfer your benefits to this scheme? What circumstances have brought about your being invited to become a member of this scheme?				

	-	•	•		
What is the date of incorporation of the principal employer for the receiving scheme?					
What is the Company registration number for					
the principal employer of the receiving					
scheme?					
What is the business, service or trade provided by the principal employer for the					
receiving scheme?					
Is the principal employer an active or dormant					
company?					
D. Geographical Link					
If you are employed by an employer that					
sponsors the receiving scheme, please provide the address of your usual place of					
work for the employer?					
Is the employer/provider/administrator address near to the member's home address?					
E. Marketing Methods					
How did you become aware of the					_
provider/adviser/receiving scheme? Did the					
receiving scheme/provider/adviser make the first contact? What was the method of					
communication?					
Have you received any advice in connection					
with transferring your pension benefits? If so,					
please provide details of the organisation or company that provided you with that advice. Is					
this the same person who initially contacted					
you about the transfer?					
During the transfer process, has the receiving scheme (or its administrators) contacted you					
with official documentation or has all					
communication been by text, email and/or					
telephone?					
Has a courier been sent to your home to collect signed documentation?					
What do you want to achieve through the					
transfer that you can't in your current scheme?					
Have you received any promotional material or information about the receiving scheme? If					
so, please provide copies.					
Have you been pressured by anyone to make					
a quick decision about transferring your					
pension? What have you been told about the					
investments of the scheme?					
F. Receiving Scheme Provenance					
Date on which the receiving scheme was registered with HMRC.					
Request copies of the receiving scheme's					
governing documentation and other formal					
scheme documents e.g. trust deed and rules, member booklet, scheme accounts.					
Is the transfer being requested in advance of					
the scheme being registered/established?					
Name and address of the scheme					
administrator for the receiving scheme and (if appropriate) company registration number.					
appropriate/ company registration number.	<u> </u>				

	· · · · · ·	 
Name, address, account number and sort code for the bank account of the trustees of the receiving scheme.		
Is the receiving scheme/administrator run from a 'virtual' office?		
Is the receiving scheme/administrator quoting only a PO Box address?		
If the transfer payment is not to be paid direct to the trustees' account, please provide an explanation of why the payment is being made to a different account.		
Has the scheme or administrator, trustees or investment companies behind the scheme been connected to investments linked to high scam risk?		
Are there links with other administrators/ schemes/providers for which you already have suspicions of pension scam activity?		
Does the receiving scheme trustee/administrator provide scheme documentation or an opinion from a law firm or barrister?		
Does the administrator claim current accreditation from an independent body (for example PASA)		
Have a number of schemes been established recently from sponsoring employers with the same address?		
Is the director(s) of the sponsoring employer also a director of other companies established at the same time?		
Have a number of schemes been established by administrators with the same address?		
Have a number of schemes been established recently from the same address?		
Is the scheme connected to an unregulated investment company or is it covered by Financial Services Compensation Scheme?		

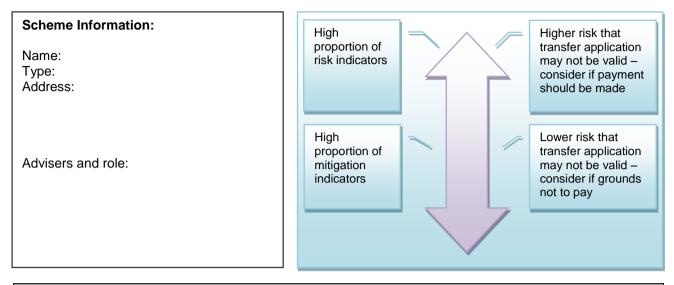
# Summary:

<Administrator to set out recommendation based on due diligence carried out>

#### Decision:

<Trustee/scheme manager to record decision>

# (ii) Example Pension Scam Decision Sheet - SSAS



Pension Scam Indicators					
Factors/Indicators (includes questions which you may have asked the member)	Concern (✓)	No Concern (✓)	N/A (✓)	Evidence (explain or add link)	
A. Pension Scam Risk Initial Indicators					
Will you be receiving any cash payment, bonus, commission or loan from the receiving scheme or its administrators, as a result of transferring your benefits?					
Have you been told that you can access any part of your pension fund under the receiving scheme before age 55, other than on grounds of ill-health?					
Have HMRC provided confirmation that the scheme fully meets the conditions of registration?					
B. Regulatory					
Are the trustees of the receiving scheme listed with the Information Commissioner's Office as Data Controllers? (If not, please provide an explanation of why they are not listed.)					
Is this an Insured pension scheme? If yes, is the provider FCA regulated?					
C. Employment Link					
Is there an employment link?					
Is there evidence of earnings from an employer sponsoring the receiving scheme?					
If you are not employed by an employer that sponsors the receiving scheme, please can you provide a brief explanation of your reasons for wishing to transfer your benefits to this scheme? What connection do you have with the receiving scheme's sponsoring employer or members?					
Is the sponsoring employer an active or dormant company?					

D. Geographical Link			
If you are employed by an employer that			
sponsors the receiving scheme, please			
provide the address of your usual place of			
work for the employer?			
Is the employer/provider/administrator address near to the member's home address?			
E. Marketing Methods			
How did you become aware of the			
adviser/receiving scheme? Did sales agents for the underlying investment or the receiving			
scheme/adviser make the first contact? What			
was the method of communication?			
Have you received any advice in connection			
with transferring your pension benefits? If so, please provide details of the organisation or			
company that provided you with that advice.			
Is this the same person who initially contacted			
you about the transfer?			
During the transfer process, has the receiving scheme (or its administrators) contacted you			
with official documentation or has all			
communication been by text, email and/or			
telephone? Has a courier been sent to your home to			
collect signed documentation?			
What do you want to achieve through the			
transfer that you can't in your current scheme?			
Have you received any promotional material or information about the receiving scheme? If			
so, please provide copies.			
Have you been pressured by anyone to make			
a quick decision about transferring your			
pension? What have you been told about the			
investments of the scheme?			
F. Receiving Scheme Provenance			
Date on which the receiving scheme was			
registered with HMRC.			
Request copies of the receiving scheme's governing documentation and other formal			
scheme documents e.g. trust deed and rules,			
member booklet, scheme accounts.			
Is the transfer being requested in advance of the scheme being registered/established?			
Name and address of the scheme			
administrator for the receiving scheme and (if			
appropriate) company registration number. Name, address, account number and sort			
code for the bank account of the trustees of			
the receiving scheme.			
Is the receiving scheme/administrator run from a 'virtual' office?			
Is the receiving scheme/administrator quoting			
only a PO Box address? Is the administrator also FCA regulated?			
Although FCA regulation is not required for			
SSAS, the fact of regulation by FCA may			
provide additional security.			

Has the scheme or administrator been linked to investments identified as posing high scam risk?	
Are there links with other administrators/ schemes/providers for which you already have suspicions of pension scam activity?	
Does the receiving scheme trustee/administrator provide scheme documentation or an opinion from a law firm or barrister?	
Have a number of schemes been established recently from sponsoring employers with the same address?	
Is the director of the sponsoring employer also a director of other companies established at the same time?	
Have a number of schemes been established by administrators with the same address?	
Have a number of schemes been established recently from the same address?	
Is the scheme connected to an unregulated investment company or is it covered by Financial Services Compensation Scheme?	

## Summary:

<Administrator to set out recommendation based on due diligence carried out>

Decision:

<Trustee/scheme manager to record decision>

# (iii) Other schemes

The decision sheets above can be adapted for a CBS, SIPP or a QROPS.

# APPENDIX C – Example Discharge Form Wording

This discharge wording must be adapted for your specific circumstances. You may wish to take independent legal advice on the content of any discharge form and in particular whether to include the square bracketed sections. You should note that a discharge form signed by the member may not eliminate risk altogether and may not be capable of binding the member's beneficiaries.

#### Declaration, indemnity and discharge:

I confirm that I have read and understood <insert name of existing administrator>'s letter dated <Date> and the additional information published by the Pensions Regulator about pension scams supplied with it and I confirm that I still wish to proceed with the transfer to <insert scheme name>. I confirm the following:

- I have been advised by the Trustees of the <XYZ Pension Scheme> to seek and obtain independent financial advice from a financial adviser authorised by the Financial Conduct Authority (FCA). If the value of your safeguarded benefits (benefits other than money purchase or cash balance benefits) exceeds £30,000, then you must take advice
- I have / have not\* obtained financial advice from:

...... FCA Registration No

#### (Insert name of financial adviser, if applicable)

- I confirm that I was asked to contact The Pensions Advisory Service for free, impartial guidance on the risks of pension scams and I did / did not\*\* [insert date of contact here ] and that I fully understand the risks.
- I understand the risk that following the transfer my funds may be invested in alternative higher risk assets and this is my responsibility.
- I understand and acknowledge that the Trustees of the <XYZ Pension Scheme> have a statutory obligation to report certain transfers to HM Revenue & Customs (HMRC) and will carry out that obligation.
- I understand and acknowledge that if I access any of the funds before the age of 55 (except in limited circumstances of ill-health) this will result in an unauthorised payment under tax legislation and I will be required to declare this to HMRC and will be personally liable to pay tax and other charges, normally totalling 55% of any such unauthorised payment, and I agree to settle such charges from my personal assets. If I fail to declare an unauthorised payment to HMRC, I may be charged further penalties.
- I understand that when accessing any of the funds the maximum that can normally be paid tax free is 25%.
- [I hereby indemnify the Trustees of the <XYZ Pension Scheme> in respect of any additional tax and/or sanction charges that may be levied upon them in relation to this transfer.]
- I fully discharge the Trustees of the <XYZ Pension Scheme> from their obligation to provide any benefits to me or my beneficiaries if the transfer is paid.
- [I hold the Trustees of the <XYZ Pension Scheme> harmless from and against all actions, claims, demands, liabilities, damages, costs, losses or expenses (including without limitation, consequential losses, loss of profit, loss of reputation and all interest, penalties, legal and other professional costs and expenses) from any source, resulting from my decision to proceed with my transfer request.]
- I confirm that any information provided about me by the receiving scheme/adviser has been verified by me as factual and correct and that the Trustees of the <XYZ Pension Scheme> are in no way responsible for any quotation or any literature issued by the receiving scheme/adviser.
- If, after completing the transfer, I feel that I may have been scammed, I understand that it is recommended that I report the matter to Action Fraud at [ insert] and/or contact TPAS at [ ] for guidance.

\* delete as applicable

\*\* delete as applicable

Dated: .....

In the presence of:

(Witness name – IN CAPITALS) (Witness address)

(Witness signature)

# **APPENDIX D – Action Fraud Reporting**

<u>Reporting to Action Fraud is completed through the online reporting method at</u> www.actionfraud.police.uk or by contacting 0300 123 2040.

This enables both individuals and companies to report. Companies may find it easier to use the online Business Reporting Tool (particularly for bulk reporting). Initial registration should be completed through https://www.actionfraud.police.uk/report\_fraud

Click "Report It" and then complete the "Register for business reporting" section shown below.

Rep	tion Fraud & In 0 12	ternet Crime	~~~			Login to Chat	[ Log On
Home	About us	Report it	Types of fraud	Support & prevention	News & alerts		

#### **Business Reporting**

To report fraud using this business reporting tool you will need to be authorised by Action Fraud. Please submit a register request below providing information about your business and the volume of reports you expect to report. If you have already been authorised, please sign in below using your email and password. Please note you can also report fraud using our online report here.

#### What is the Business Reporting Tool?

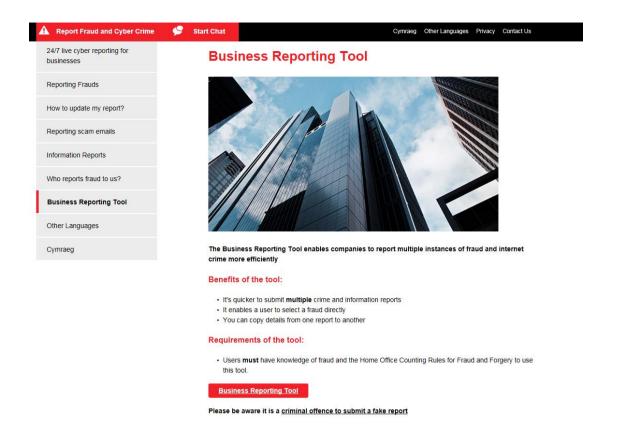
The Business Reporting Tool enables companies to report multiple instances of fraud and internet crime in a more efficient and knowledgeable manner. Users can submit crime and information reports using this tool.

If this tool is appropriate for your use, please 'register for business reporting' by clicking on the option as above and a password will be sent to you.

Sign-in	Register for business reporting
Email Address	Email Address
Password	Your Name
Forgotten Password	Company Name
Contact us	Please add a reason for requiring access to the Business Reporting Tool and a contact number in case we need to contact you regarding the account
During opening hours if an Action Fraud Advisor is available you can use webchait to "talk" online to them directly. They can assist with matters on fraud and reporting fraud. Webchat is activated by clicking on the button on the right hand side of the screen and is available on all pages of reporting. Action Fraud opening hours are Monday to Fri 8am – 9pm and Sat and Sun 9am – 5pm.	Send Request

Action Fraud will then assign a password to you which will enable you to access the tool using the following link

https://www.actionfraud.police.uk/BRT



The tool can be used to submit both Crime and Information reports but as the Code of Practice is used to prevent scams from taking place, it is anticipated that the majority of reports will be information reports if permission to report the crime has not been provided by the victim. Victims should be encouraged to report the crime to Action Fraud even if funds have not been transferred as the false representation will have been made in nearly all cases already prior to funds being transferred.

It should be noted that Action Fraud will <u>NEVER</u> acknowledge receipt of an Information Report (other than by the allocation of a CRN number which is referred to at the end of this document). Neither will they provide any information on a submission unless in response to a formal data access request. The information should be submitted using the Pension Liberation Fraud report on the first page:

# Please note that all pension scam reports and not just liberation models should be reported as Pension Liberation Fraud (Pension Fraud committed on Pensioners is intended for other purposes).

The next section should be completed as follows:

#### Step 2 - What information can you provide ?

Select as many categories below that you are able to provide information on. The more information you can provide the increased likelihood of a prosecution of the offender(s).

 Report Type:
 Crime 

 Information
 Person Reporting
 Victim
 Suspect 1
 Transfer Method 1
 Amounts
 Fraud
 CFS (Applies to Police Only)
 Impact

You will then be taken to the following screen. Completion is self-explanatory other than the fact that the address lookup functionality does not appear to be working at the time of writing.

Person Reporting	Progress
If you are reporting on behalf of the victim, please insert your details below.	Person Reporting
Your title Please select v	Page 1
Your First name	<u>Victim</u>
	Page 1
Your surname	Page 2
	Suspect 1
Your role in the Organisation	Page 1
	Page 2
Your address postcode	Page 3
	Transfer Method 1
Your address line 1	Page 1
Your address line 2	Amounts
	Page 1
Your address line 3	Fraud
	Page 1
Your address city	Page 2
Your address county	

The Victim section should be completed as follows:

#### Victim

Please enter the victim's details below. Go to Section A if the victim is an organisation or Section B if the victim is an individual.

\* Are you reporting as an individual or on behalf of an organisation?



Victim - Organisation Type
Please select

Progress
Person Reporting
Page 1
Victim
Page 1
Page 2
Suspect 1
Page 1
Page 2
Page 3
Transfer Method 1
Page 1

F

Victim preferred contact method (where possible please select email)
Do not wish to be contacted
Victim email (please enter if available)
Victim home phone number
Victim work phone number
Victim mobile phone number

All other elements of the Victim section are self-explanatory

The Suspect section should then be completed. As you will see from the screenshot below, Section B should be completed for organisation reporting. This may be the trustees or administrators of the receiving scheme, the adviser, or introducer. Up to three Suspect reports can be made at any one time.

If the report is being made after the transfer and after the victim has indicated they have been a victim of a post-transfer fraud you should ask them to make an individual crime report.

# Suspect 1

Please enter details about the suspect(s) and money transfer methods below you can add information on up to 3 suspects. Go to SECTION A if the suspect is an individual; details requested include names, contact information, date of birth, appearance, main vehicle. Go to SECTION B (page 3) if the suspect is an organisation; details requested include company name, website and contact information. SECTION C is for any details about money transfer methods used and details known.
To help inform the police, does the suspect's car have any distinguishable features (the details of which are not required at this stage)?         Yes         No
To help inform the police, do you have any other information to help them identify the suspect (the details of which are not required at this stage)?  Yes  No
SECTION B - The suspect is an organisation Suspect Organisation Name
Suspect Organisation Type Please select
Suspect Organisation Website

The items which should be completed in the Transfer Method section are dependent on whether or not a transfer payment has been made. In some cases, the transferring scheme may have concerns in respect of a transfer but a payment may well still be made if the member has a statutory right to a transfer.

If no payment has been made, only the questions shown below should be completed:

# Transfer Method 1

Suspect Organisation email

Suspect Organisation phone number

Use this section to enter any details about how money was sent to the suspect (e.g. the suspect's bank account details or money transfer details). You can enter up to 3 transfer methods.

Date of latest transaction	
Amount of latest transaction in Value Of Proposed Transfer	GBP (enter the value only, no commas, $\pounds$ or spaces)
Date of previous transaction	

Name given as suspect account holder
Receiving Scheme Bank Account
Name of Bank
Test Bank
Sort code
111111
Account number
999999999
3333333
If a non-UK bank was used, please enter the International Bank Account Number (IBAN), if known
As required
no roquirou
If a money transfer bureau or similar was used, please identify which one
As required
Money transfer or voucher reference or number
As required ×

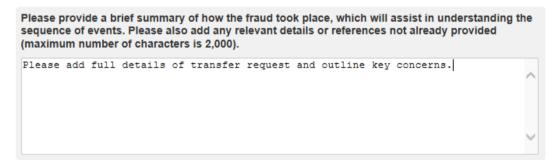
Similarly, the Amounts section shown below will depend on whether a payment has actually been made.

# Amounts

Please provide information on the amount of money involved in the fraud.

Total monetary lost (Enter the value only, no commas, £ or spaces)

The Fraud section is self-explanatory but also contains the following free text commentary question:



On completion of the Fraud section, the report can be submitted. Once the report has been submitted, the following screen will be displayed, and a CRN Number will be confirmed.



Login to Chat

Home About us Report it Types of fraud

ud Support & prevention

News & alerts

# **Report Complete**

Your report CRN : NFRC180102186857

You can report another fraud or return to the main site. **Report another fraud** 

Any information from the sections you have locked will not be asked again ( although you can change the details if you require ).

#### Report another fraud

In order to improve the service, can we ask you about your experience ?

O Yes, I'm happy to provide some feedback 
 No, just take me back to the main site

Return to main site

# **APPENDIX E – Example Case Studies**

Please note that the case studies are included to illustrate examples of concerns which can be identified when transfer requests are received and the decisions which trustees, administrators and providers can be asked to consider. The Code makes no judgment in terms of the appropriateness of the decisions made in these case studies.

#### Case Study 1

The following is an example of a pension transfer request received by a leading pension provider. The provider, customer name, receiving scheme, trustee and administrator details have all been anonymised to protect the identities of the individuals concerned and to ensure full compliance with Data Protection obligations but all other information is factual. The case illustrates the challenges which trustees and administrators have when determining whether or not to make the transfer payment.

#### Summary of transfer request

- The transferring scheme is a Flexible Pension Plan with a leading pension provider.
- The customer, Mrs A, is 76 years old.
- The value of the plan is in excess of £125,000.
- The proposed transfer is to a Small Self-Administered Scheme (SSAS).
- The principal employer, XYZ Ltd, does not appear to be actively trading and do not have a valid website address.
- They (XYZ Ltd) are the Trustees and administrators of the SSAS.
- The scheme is registered with HMRC.
- Mrs A is a Director of XYZ Ltd but, from Companies House records, there are over 60 directors and Mrs A is not a signatory to the Trustee (XYZ Ltd) bank account.
- The company address provided is a residential address at which in excess of 30 other companies are registered.
- The previous registered address of XYZ Ltd was also the registered address of some 1,900 companies.
- Although a new adviser was appointed to the plan in 2015, Mrs A has not taken FCA regulated financial advice regarding the transfer.
- Mrs A and her husband have however said that they have spoken to Pension Wise.
- The rationale for the transfer is that Mrs A's son completed a similar transfer around one year previously.
- Mrs A's son found out about the scheme from a friend and has transferred his pension plan (which was not with the same provider) to the scheme.
- The customer's husband made the initial contact with Mr B of the Trustees of the scheme. Initially this was ABC Trustees Ltd but ABC Trustees Ltd were subsequently replaced as Trustees by XYZ Ltd. Mr B is a Director of both XYZ Ltd and ABC Trustees Ltd.
- Mr B is referred to in a previous and separate class action as having advised an individual to transfer to a scheme which was subsequently linked to pension scamming.
- Mrs A does not know how her transfer will be invested but "her husband is an accountant" and Mrs A has stated that "they are happy with their decision".
- The charges are 1.55% set fee plus 0.55% per annum payable to XYZ Ltd. These are higher than the charges on the current plan.
- Evidence of regular earnings have been provided through a P60 and salary slips but not with the scheme employer (XYZ Ltd). As referenced in the Hughes v Royal London High Court judgment, a statutory right to transfer exists as there is no requirement that earnings must relate to the scheme employer.

#### Key concerns

- 1. The proposed transfer of benefits for someone of that age is a fundamental concern. The payment of benefits rather than the transferring of benefits would appear to be a more natural course of action to be requested.
- 2. Mrs A is proposing to transfer to a pension with higher charges.

- 3. There is no evidence of regulated financial advice having been provided.
- 4. It does not appear that Mrs A is in full control of the decision to request the transfer of her benefits.
- 5. The investments are entirely unclear and may well be unregulated, limiting any investor protection she will have.
- 6. The absence of any apparent trading activity from the scheme employer suggesting it has been established purely for collecting pension assets.
- 7. Mr B's previous links to pension scamming activity.
- 8. The scheme employer appears to be operating from a "virtual" address both now and previously.
- 9. The fact that Mrs A is not a signatory to the Trustee (XYZ Ltd) bank account highlights concerns on both the control and release of the funds.
- 10. Given Mrs A's age, the potential vulnerability of the customer is of concern.

#### Decision

• In view of the concerns of a potential scam and following the key concerns outlined, the provider decided not to proceed with the transfer despite the fact that a statutory right to transfer existed and accepted the risk of not making the transfer.

#### Actions taken

- The provider wrote to Mrs A outlining their decision not to transfer and the rationale for this decision.
- In addition, the provider wrote to The Pensions Regulator to inform them of the decision.
- The case was also reported to Action Fraud.

#### Case Study 2

Many commentators cite the requirement for IFA advice on any transfer over £30,000 acts as a safeguard against pension scams. However, we have seen that bogus IFAs are a significant part of the problem. Such a case is set out below:

The case below is a first-hand experience of a member wishing to transfer out of a DB scheme. The destination scheme was discovered to be a pension scam and hence we were able to prevent the scam from taking place, protecting the member's savings of nearly £60,000.

The administration team received a completed set of paperwork from Mr N requesting that his savings be transferred out of the pension fund. A member of the administration team reviewed all of the paperwork in line with best practice and did not detect any signs of scam activity. In particular, as the transfer value was in excess of £30,000, evidence that Mr N had taken IFA advice was required, and this was duly included. The IFA paperwork had been signed by a registered IFA who appeared on the FCA's authorised list.

The case was then passed to a specialist team to discuss the transfer with the member. A short telephone call with Mr N was arranged and a series of simple questions were asked about the transfer circumstances. This call identified several key pieces of information about the transfer which led to confirmation that this was a pension scam:

- 1) When asked about the IFA, the member gave a different name to the IFA on the completed paperwork previously sent in. in fact this 'adviser' worked for a completely different company and the member had never heard of the IFA on the paperwork.
- 2) The member also confirmed that he had initially been approached by an "introducer" and forms had been completed for him by the introducer and the 'adviser'.

These two pieces of information immediately raised a "red flag" against the case and so the case was referred back to the administration team.

Armed with this additional information the administration team were able to find out that the 'adviser' who had actually given Mr N the advice was not authorised by the FCA to provide such advice, and hence by providing that advice had committed a criminal act.

Our compliance team made scam reports to the FCA and the NCA. From contact with the Police, we discovered that:

- The unauthorised 'adviser' had actually been arrested, along with all the members of the firm that he was working for.
- The original (FCA authorised) IFA who signed the paperwork was also under investigation. As the police investigation was still ongoing, his approval status had remained as authorised on the FCA website. He has since been added to our internal watch list as being linked to scam related activity.
- The introducer had also been arrested as part of the same investigation.
- The receiving scheme has been added to an internal 'watch list' as being connected to scam activity.

This case highlights the value of talking to members directly. Paper-based due diligence would not have revealed the discrepancy and the transfer would have proceeded. The member could have lost their entire pensions savings and potentially the transferring pension scheme could have faced a tax charge of up to 40% of the value of the transfer in respect of what would have turned out to be an unauthorised payment.

(with thanks to Xafinity Punter Southall)

## Case Study 3

Successful prosecution of scammers. Four people who ran a series of scam pension schemes have been ordered to pay back £13.7 million they took from their victims.

David Austin, Susan Dalton, Alan Barratt and Julian Hanson squandered the money after 245 members of the public were persuaded via cold-calling and similar techniques to transfer their pension savings into one of 11 scam schemes operated by Friendly Pensions Limited (FPL).

Victims were told that if they transferred their pension pots to the schemes they would receive a tax-free payment commonly described as a "commission rebate" from investments made by the pension scheme – a form of pension scam.

On 23 January the High Court ruled that Austin, Dalton, Barratt and Hanson should repay millions of pounds they took from the schemes over a two-year period.

#### How the scam worked

Between November 2012 and September 2014, 245 victims were cold-called or lured by a series of scam websites and persuaded to transfer their pension funds into one of 11 scam schemes. The victims were told their pensions would be reinvested and they would be paid an upfront cash lump sum for making the transfer. They were also lied to that their funds would be put into assets, bonds and HMRC-compliant investments to meet the target return of 5% growth a year.

False documents were used to trick staff at the ceding schemes – the schemes where the victims had their pensions – into believing that the pension holders worked for companies linked to the scam schemes. This meant the staff were persuaded to allow £13.7 million of funds to be transferred to the scam schemes.

David Austin installed Alan Barratt, Susan Dalton and Julian Hanson as the trustees for the scam schemes and they were then paid to act on his instructions, allowing the scheme monies to be used at Austin's will. Mr Barratt and Mr Dalton also acted as salesmen for Mr Austin's Spain-based business, Select Pension Investments, persuading victims to transfer their pension pots into the schemes. A small proportion of the funds – between 10% and 25% of the amounts transferred – were given back to the victims as their "rebate", although many victims were assured that this payment was coming from the investment provider not out of their pension pots. More than £1 million was paid to "introducers" or "agents" who used cold-calling to encourage pension members to transfer over their funds.

More than £10.3 million was transferred to businesses owned or controlled by Mr Austin, including the current accounts of Friendly Pensions Limited and Friendly Investments Company Ltd. Mr Austin, a former bankrupt who had no experience of running an investment company, even used the bank accounts of his dead father-in-law and his elderly mother-in-law to move around hundreds of thousands of pounds. Mr Barratt was paid £382,208, Ms Dalton more than £168,000 and Mr Hanson £7,000. Mr Hanson's scheme had become active only weeks before the scam was stopped. The High Court found that on the available evidence, Mr Austin and his family had derived at least £1.355 million of benefit from the scam.

Just £3.2 million of the funds was invested. Among the investments were £2 million in an off-plan hotel development in St Lucia called Freedom Bay and an unregulated commercial property bond. £120,000 went to a company registered to Mr Austin's daughter, Camilla Austin, to fund her father's legal costs in a separate case.

A whistle-blower contacted TPR about the scam in November 2014. TPR then appointed Dalriada as an Independent Trustee to take over the running of the schemes from Mr Barratt, Ms Dalton and Mr Hanson, to prevent further funds from being taken out of the schemes by the scammers.

Example A: The refusal of one man's pension provider to agree to a transfer saved him from losing more than £50,000 to the scam

Donald was cold-called by Susan Dalton in February 2013 and told that if he transferred his pensions from two companies to her scheme he would get a guaranteed return of at least 5% a year, plus a 10% cash lump sum upfront.

But while one of his pension providers agreed to the transfer of his £17,000 pot, the other refused to transfer his £58,000 pot. Instead, ReAssure rejected a series of letters from companies linked to the scammers, saying it was not satisfied that the receiving scheme was a valid one. Eventually, the scammers gave up trying to persuade ReAssure to make the transfer.

When he reached 55 in 2015, Donald contacted Susan Dalton to ask to draw down 25% of his pension. But she claimed he had never transferred his pension and then ignored his calls and emails – prompting Donald to call Action Fraud.

Donald, from Hull, said: "If ReAssure had allowed my pension to be transferred it would have been a disaster. I would have lost everything. I have had a very lucky escape.

"My wife and I were council tenants, so Susan Dalton should have realised that we did not have lots of money and that our pensions were an important source of income to us. She totally misled me into transferring my pension and paid no regard for my financial well-being.

"She told me what I wanted to hear, and I believed it. Looking back now, everything was basically a lie or a betrayal. I was naive. I was conned by a professional con merchant."

Example B: A man who had given up work to care for his seriously ill partner and their three children had almost £50,000 taken from his pension pot by the scammers

Colin, from South Wales, had become the full-time carer for his partner when he was approached via text message.

He was offered up to 10% of his pension as a cash lump sum which the agent promised would not come out of Colin's fund. Instead he was told his pot would be invested in the construction of holiday complexes in St Lucia with good returns. He was tempted by the opportunity to spend some money on his children, redecorate their home and potentially go on holiday with the lump sum.

After hearing about pension scams in 2014, Colin tried to approach the scammers but could not get in touch with them. Dalriada, the Independent Trustee appointed by TPR, later broke the news to him that he had fallen victim to a scam.

Colin, 48, said: "I should have known that it was too good to be true. I should have sought advice and asked more questions, but I didn't.

"I had contributed towards my £50,000 pension pot, for which I had worked really hard, and now that has been taken from me.

"The loss of my pension will have a massive impact on my life. When my children finish school, I will be around retirement age. There will be no money to draw down when I turn 55 and no pension savings for later life.

"I was greedy. I feel stupid for throwing away my financial future for £4,200."

Example C: A couple lost both of their pensions after falling into the clutches of Alan Barratt

John and Samantha, from Hereford, were persuaded in 2013 that if they transferred their funds to Barratt's pension scheme they would get better returns on their investments.

Their pension provider warned them that they believed the transfer could be pension liberation fraud, but Barratt convinced them to carry on, saying they would get a lump sum as commission for transferring their funds.

The couple then transferred a total of more than £78,000 – receiving £11,800 as their "commission". But while they had been assured the funds would be invested in low-risk investments, they were sent details of a truffle trees firm in the West Country.

The couple were so concerned they contacted police. HMRC later contacted the couple to tell them the "commission" had come out of their pension – and handed them a tax bill of thousands of pounds.

John, 46, said: "As a result of my dealings with Alan Barratt my final salary pension is in a scheme that I don't understand the status of but which I have been told is a scam.

"As far as I know, the majority of my pension fund is invested in truffle trees, but I doubt whether that is legitimate. My partner appears to have lost her pension too.

"I deeply regret ever listening to Mr Barratt.

(with thanks to The Pensions Regulator)

#### Case Study 4

In one extreme case we have a member who decided to transfer his deferred pension benefits from a Defined Benefit arrangement into a SIPP back in 2012, which was invested in care homes. He was offered a loan from the policy when he first transferred his benefits and was told "off the record" that he would not need to repay this. Subsequently he has now been approached by the SIPP provider to say that the company investing in the care homes has now gone into voluntary liquidation and he has nothing left in his pot.

(with thanks to the Union of Shop Distributive & Allied Workers (USDAW))

## Case Study 5

The case below is an example of the persistent tactics that can be used to attempt to transfer a member's pension fund. The case study is real but Information about the pension provider, customer name, receiving scheme, and scheme administrator have been anonymised to protect identities. NB: This transfer request was assessed prior to the knowledge gained from the Hughes v Royal London High Court judgment and just prior to the HMRC facility of checking scheme registration.

- The transferring scheme was a personal pension plan.
- The value of the plan was in excess of £75,000.
- The member, Mr L, was over 50 but not at minimum retirement age and he worked for a limited company.
- The proposed transfer was to an occupational pension scheme.
- The receiving scheme administrator confirmed the receiving scheme was recently registered with HMRC.

- The member's employer had no connection with the receiving scheme. The sponsoring employer had been active for less than a year prior to the transfer request being received.
- The sponsoring employer was geographically distant from the member and his employer.
- The member confirmed he did not want to take regulated financial advice before opting to transfer to the receiving scheme.
- The transfer request was received via the scheme administrators.
- The receiving scheme was already flagged as having concerns (in that another member who had requested to transfer said they had been told by the trustees of the receiving scheme that they could access their pension benefits prior to the age of 55).
- The member confirmed he was employed, that his current pension arrangements had no connection to his employer and that he was aware he could not take benefits after transferring before the age of 55. The member confirmed he had fully discussed the decision to transfer with the receiving scheme's consultant.
- The fees charged by the receiving scheme included a fee on the transferred value along with a set up administration fee. Every contribution paid to the scheme was subject to the same fees. These charges were higher than the member was paying.
- The transfer request was accompanied by a complete copy of the scheme's trust deeds and rules

As part of the due diligence process, the documents were passed to a specialist team within the provider to review. Accordingly, concerns were highlighted. Key concerns

- 1. It was not clear why the member wanted to transfer into an occupational pension scheme run by a sponsoring employer whom the member had no connection to; this suggested there was possibly no statutory right to transfer (*it is now accepted that this position has been clarified following the Hughes v Royal London court ruling*).
- 2. The fees of the receiving scheme appeared high.
- 3. Intelligence gathered from a previous request to transfer to this scheme reveals potential concerns of scam activity.
- 4. The member had confirmed he had not sought regulated financial advice before deciding to transfer.
- 5. The investments of the receiving scheme were unclear.
- 6. The member was asked about his reasons for wanting to transfer but the answers he gave did not provide anything substantial to alleviate the concerns.

#### Decision

In view of the concerns of a potential scam, the provider decided not to proceed with the transfer and confirmed this decision to the member explaining their concerns.

The member subsequently raised a complaint with the provider in which he demanded immediate compliance with his request to transfer. A strong challenge was also received from solicitors acting for the receiving scheme in which they outlined why the transfer should go ahead. During the due diligence process, it became possible to contact HMRC to request a check on the scheme registration. The response from HMRC reassured the provider the decision to decline was correct as HMRC were unable to provide confirmation about the receiving scheme's registration status.

In the months that followed, Mr L submitted a second transfer request to another occupational scheme. This scheme purported to use a leading pension provider for investment management (after contacting the pension provider directly, this information was proved to be false). Due diligence checks on this scheme identified similar concerns and subsequent HMRC confirmation revealed this scheme was not registered. Following detailed due diligence checks, the transfer request was also declined. In the time since these decisions were made, information has come to light that both schemes the member wanted to transfer to were part of an umbrella scheme, which has now been identified as being part of a significant pension scam.

This case study highlights that, despite rigorous challenges from the member, and legal representatives of the receiving scheme, the due diligence checks revealed concerns that ultimately safeguarded the member's pension fund.