

## **The complaint**

Mr L complains that Options UK Personal Pensions LLP (“Options” - formerly Carey Pensions) accepted his investment into a self-invested personal pension (SIPP) when, he says, it shouldn’t have accepted business from the business who introduced him to Options; Caledonian International Associates (Caledonian). Mr L transferred his Armed Forces Pension – a defined benefit pension – into the Options SIPP in 2013.

Mr L wants to be put back into the position he would have been in had Options not accepted his SIPP application.

## **The parties involved**

Given the various parties involved in Mr L’s pension transfer and subsequent investment I’ve set out a summary of each below.

### *Options*

Options is a SIPP provider and administrator. At the time of the events in this complaint, Options was regulated by the Financial Services Authority (“FSA”), which later became the Financial Conduct Authority (“FCA”). Options was authorised, in relation to SIPPs, to arrange (bring about) deals in investments, to deal in investments as principal, to establish, operate or wind up a pension scheme, and to make arrangements with a view to transactions in investments.

### *Caledonian*

Caledonian was the trading name of MMG Associates, which was registered in the British Virgin Islands. Caledonian was not authorised in the UK to undertake regulated activities and it does not (and did not at the time of the events subject to complaint here) appear on the FCA’s Financial Services Register. And there is no evidence it was authorised to carry out regulated activities (where there was any relevant legislation) in any other jurisdiction.

### *Business C*

Business C is an investment manager. The evidence is that Business C agreed to manage or provide oversight of some of the investments taken out by Caledonian’s customers after they had transferred their pensions. I shall call the individual representing Business C, who was involved in some of Caledonian’s general dealings with Options, Mr P.

### *Friends Provident International*

Friends Provident International (FPI) is registered in the Isle of Man. It provided a bond (i.e. life assurance) wrapper which allows investment in a number of funds with a number of fund providers. Mr L invested in a number of investments within a FPI bond and some of the funds are currently suspended.

## **What happened**

Mr L has explained that he and other work colleagues were approached at their place of residence by a representative of Caledonian whilst working in the Middle East in 2013. Mr L said that Caledonian was offering “a good dividend” so he and a number of colleagues “went along with it” and agreed to transfer out of the Armed Forces Pension scheme, open an

Options SIPP and invest in a Friends Provident International (FPI) bond. He said that Caledonian didn't explain the difference between it, Options and FPI.

The Options SIPP "*Application Form For Direct Clients*" was signed by Mr L on 8 April 2013 and sent to Options by Caledonian on 26 April. Caledonian included a checklist of documents or enclosures. The following items were ticked: Carey Application, [Armed Forces Pension Scheme, Pension Transfer Department] Letter, PTV, Carey Instruction Letter, LOA for Caledonian, Transfer Letter, Signed Fee Structure, Passport, Utility/Bank Statement/Driving Licence, Advice, Trust Document, Non-Solicitation Certificate and FP Illustration. TVA was marked 'N/A'.

In summary, on the application form Mr L confirmed his UK address, age, occupation, annual earnings and selected retirement age (55). He also confirmed that the transferring pension scheme was the Armed Forces Pension scheme, gave an approximate pension value of £59,350, detailed that he'd be investing 100% of his fund with FPI and nominated his death benefit beneficiary.

The selected retirement age, details of transferring scheme and details of the investment were pre-populated, rather than handwritten like the rest of the form. And the box waiving cancellation rights was ticked.

The final page of the application form – headed "*12. Declaration*" included, amongst other statements, the following:

*"I understand that Carey Pensions UK LLP and Carey Pension Trustees UK Ltd are not in anyway [sic] able to provide me with any advice"*

The application form was accompanied by a separate page-long indemnity form with a table at the start which detailed the Member Name, Address, Occupational Scheme name, Occupational Scheme type and Adviser. This was signed by both Mr L and the Caledonian representative. The Caledonian representative was named as "Adviser" and the representative's signature was made in the space for "Adviser Name" in the signature box. The declaration included, amongst other statements, the following:

*"I confirm that I have received full and appropriate advice from Caledonian International and following this advice I wish to proceed with the transfer."*

The declaration concluded with the statement:

*"I fully indemnify both Carey Pensions UK LLP and Carey Pension Trustees Ltd at all times against any and all liability arising from this transaction."*

A Fee Schedule detailing an establishment of new scheme fee (£300) and annual administration fee (£300), both payable to Options, and that Caledonian would be paid £750 by Options from the SIPP scheme funds, was also signed by Mr L.

On the same day Mr L also signed a letter to be sent to the Armed Forces Pension scheme which included the following paragraph:

*"I acknowledge that neither the SIPP Company nor any other Pension Company has advised me in respect of my decision to transfer my cash equivalent transfer value, from the Ceding Scheme. I acknowledge that the SIPP company has recommended that I should seek independent financial advice, before reaching the decision to which this letter refers, and I acknowledge that the SIPP company will act upon my instructions on an 'execution only' basis."*

Mr L's SIPP was established on 29 April 2013 and Options sent him the SIPP Terms and Conditions, Key Facts document and Right to Withdraw notice. Within the welcome pack Options included a document titled 'Illustration for Carey Pensions UK Personal Pension'. Under the heading "*What are the Charges?*", and the subheading "*Adviser Charges*", the document read:

*"Your adviser will take charges for providing advice and arranging the policy, and to cover the costs of support after the policy has been set up.*

*Your adviser will take:*

*From your Transfer Payments 1.264% which is equal to £750.00"*

In June 2013 the Armed Forces Pension scheme confirmed the value of Mr L's accrued pension rights – £60,645 – and the transfer. A sum of £58,933 was then invested with FPI on 8 July 2013.

On 10 July 2013 FPI confirmed to Options that it had paid Caledonian (a trading name of MMG Associates) 7% (equivalent to £4,125) for introducing Mr L to it.

#### *Mr L's complaint*

In 2018 Mr L complained to Options, via his then representative, about its acceptance of business from Caledonian. He said he was concerned about a recent annual valuation of his investment within the SIPP. He said Options should have been concerned about the unsuitability of the SIPP for him and should not have accepted the business. The letter read:

*"[Options] were happy to accept introductions from a non-regulated company, and to proceed on that basis, knowing that advice has been provided by a company who was not regulated to do so. [Options], therefore, has been negligent and our client has suffered a loss as a result."*

#### *Options' response to Mr L's complaint*

Options investigated Mr L's complaint and gave its final response in October 2018, rejecting it. In summary, it said:

- As Caledonian was not a firm of regulated advisers and acted only as Mr L's introducer he was classified as a direct client of Options.
- Options provides execution only (i.e. non-advised) SIPP administration services and this was explained to Mr L in the documents he signed in April 2013.
- Options would have been in breach of COBS 11.2.19 if it had not executed Mr L's specific instructions to make the FPI investment – by virtue of this rule Options are not liable to Mr L.
- Options is not permitted to provide advice nor comment on the suitability of a SIPP, the underlying investment or the introducer the customer has chosen to use.
- By signing the documents Mr L confirmed that he understood the risks associated with his choices and that Options was not responsible for any of those decisions.
- Options undertook due diligence on Caledonian and had no reason to believe that it should not accept introductions from this source, as a result of its investigations, at

the time it accepted the introduction of Mr L (April 2013).

- Options did not act inappropriately in dealing with Caledonian – Options is not restricted to dealing only with regulated brokers.
- Caledonian was at all times treated as an unregulated introducer – Options followed its strict processes for dealing with unregulated introducers and accepting introductions.
- Caledonian are not advisers and Options was not aware if they did hold themselves out to be so. Options' documentation, provided to Mr L, recommended that he seek independent financial advice.
- Options' relationship was with Mr L only and all correspondence regarding his decisions and instructions came directly from him.
- Mr L read and signed documentation which made clear he was a direct client, that he hadn't received any advice, and that his investment choices were his sole responsibility, and which guided him to seek financial advice, but he chose not to do so.
- If Mr L believed he had received advice he did not raise the fact that the application form he was completing was not accurate to his situation.
- Mr L signed a declaration at the end of the application form which evidences he was aware at all times that he was not receiving financial advice, and that Options was acting on an execution only basis.
- It was reasonable for Options to accept Mr L's signature confirming his understanding of the various documents, at face value. If he did not agree to or understand the documents Options provided to him then he should not have signed them.
- Options carried out due diligence on FPI and determined that the investment was capable of being held within a SIPP – as SIPP administrator Options is not responsible for assessing the suitability of an investment for an individual's personal situation.

Overall, Options said it had complied with its regulatory and contractual obligations to Mr L and was not liable to him for his loss.

### **Caledonian and Options**

I've set out the background to Mr L's complaint and his dealings with Caledonian and Options above. But alongside those events it's important to understand the underlying relationship between Caledonian and Options.

Options has said that it carried out due diligence checks on Caledonian and has provided supporting evidence of the checks it made.

I have set out below a summary of what I consider to be the key events and/or actions during the relationship between Options and Caledonian, which I have observed from the available evidence (this includes evidence from Mr L's case file and submissions Options has made to us about its due diligence on, and its relationship with, Caledonian).

In **March 2012** a business profile was completed which recorded Options' first meeting with Mr C of Caledonian where he set out their proposed business model. This detailed that Mr C

was “**preferred adviser** (my emphasis) *for the Armed Forces occupational pension scheme*” for clients who were described as:

*“30 to 50 year olds*

*Had been in the armed forces for between 6 to 10 years*

*Had left the armed forces and wanted to transfer their pension arrangements They had no expectation of long-life expectancy*

*They were living today so wanted to access funds earlier than they could if their pension stayed in the armed forces pension scheme*

*They were generally still resident in UK but some were now living abroad in various countries such as Thailand, Germany, Spain etc.*

*They were now earning quite large salaries circa £70k plus”*

The business profile detailed that clients were referred to Mr C from his armed forces pensions contact or by other clients, and that he was “*currently putting them into an international Friends Provident Bond, the underlying investments were regulated*”. It went on:

*“[Mr C] himself was not a regulated adviser, he was a consultant to these clients and **advised** (my emphasis) them on their armed forces transfers only, he was a qualified accountant and was a member of the Chartered Institute of Accountants ...*

*He was developing a relationship with [Mr P], and may consider [Business C] as an alternative investment provider in due course. Although he was currently wanting a relationship with a SIPP provider.*

*[Mr C] was looking at volume business in the region of 50 schemes a month.”*

On **16 March 2012** Mr C signed and dated Options’ “*Non-Regulated Introducer Profile*”. The form began:

*“As an FSA regulated pensions company we are required to carry out due diligence as best practice on unregulated introducer firms looking to introduce clients to us to gain some insight into the business they carry out ...”*

In the company information section Mr C explained that Caledonian had been trading since 1997 and had branches in Chile, Peru, Colombia, Argentina, Brazil and Switzerland. He went on to detail that they dealt with the following products:

*“Offshore savings plans + investment bonds – Friends Provident International + General”*

And indicated that these products had been accepted by other SIPP providers, including Options, and hadn’t been declined by any pension scheme operators.

Under the heading “*Sales and Marketing Approach*” the document detailed that clients would be obtained by “*referral*” and that the sales process would be:

*“Referral – Visit – Analysis – Visit”*

A question on the form about typical commission structure was answered:

*“7% up front from bond – 0.5% trail”*

Under the heading “*Training and Information*” Mr C explained that agents were provided with “*ongoing product training and accompanied meetings*” and that their pensions training was delivered through “*visits to providers directly*”. He went on to say that the business produced by agents was monitored by:

*“Full administrative structure – Caledonian, Careys – compliance, FPI – compliance”*

Under the heading “*Legal and Regulatory Information*” Mr C confirmed that Caledonian didn’t work with any Financial Services Authority (FSA) regulated company or adviser, wasn’t a member of any professional or industry body, had no professional indemnity insurance, and hadn’t been subject to any FSA supervisory visits or censure.

In response to the question: “*What measures are in place to ensure the Firm engage legal advice on the activities it carries out to ensure regulated activities are not carried out?*” the response read:

*“Majority of business carried out in unregulated jurisdictions but where regulations apply we are licensed to carry out our activities.”*

To the question: “*How does the firm demonstrate it is treating its customers fairly?*” the response read:

*“Compliance & Procedures in current alignment with FSA TCF.”*

Mr C’s other responses on the form were that Caledonian’s business objective was “*to continue to develop a fully compliant business of PT to HM Forces*” and that with regards to member-directed pension scheme business they were looking to achieve “*compliant business in a regulated structure.*”

On **23 March 2012** Options asked Mr C by email for a copy of Caledonian’s latest company accounts and a certified copy of each director’s/principal’s passport. Options chased a response to this email on 3 April. A Senior Consultant at Caledonian then supplied a copy of Mr C’s passport (uncertified) and said they’d ask Mr C about the accounts when he returned from a trip. On 4 April Mr C emailed Options:

*“... my apologies for not having replied before now ... I am back tomorrow Thursday and will have te [sic] appropriate documents over to you early next week ...”*

On **27 April 2012** Options started to receive introductions from Caledonian (Options has confirmed there were 509 introductions to it made by Caledonian between 27 April 2012 and 20 May 2013).

On **1 August 2012**, ahead of a compliance audit, a Team Leader at Options contacted Caledonian to ask again for the certified passports and annual accounts. In an internal email the Team Leader confirmed she’d spoken with Mr C and he’d be “*sending an urgent request for the documentation we require.*”

In or around August 2012 Options had sight of a “*Certificate of Non-Solicitation*” signed by Mr C on behalf of Caledonian and addressed to FPI. This certificate related not to Mr L’s investment with FPI, but that of another client. The certificate read:

*“... The company is not authorised to conduct investment business in the United Kingdom. We acknowledge that this means that you are only able to accept the introduction from us if we have not been carrying on investment business in the United Kingdom.*

*We therefore certify that:*

- i. We do not have a permanent place of business in the United Kingdom; and*
- ii. We did not approach the above named client*
- iii. The advice was given in Jordan*
- iv. The client approached us directly and requested us to give him advice”*

On **4 September 2012** a “*Non-regulated Introducer Agreement Terms of Business*” document between Options and “*MMG Associates Ltd T/A Caledonian International*

*Associates*” was signed and dated by Mr C and Options’ CEO. That agreement included, amongst other terms, the following undertaking:

*“The Business Introducer undertakes that they will not provide advice as defined by the Act in relation to the SIPP – for the avoidance of doubt this includes reference to advice on the selection of The SIPP Operator, contributions, transfer of benefits, taking benefits and HMRC rules,”*

On that agreement document Mr C gave an address in Switzerland as the business address.

Options has said that these terms of business were received by Caledonian in March 2012 - and so it seems there was a delay in Mr C signing and returning them.

On **1 November 2012** Options conducted a ‘World Check’ (a risk intelligence tool which allows subscribers to conduct background checks on businesses and individuals) on two Caledonian employees – one of which was Mr C. This check did not reveal any issues.

Options has said that in **early 2013**, it *“appointed a dedicated in-house compliance officer and they enhanced the compliance framework within the firm, compliance monitoring programme and risk assessment.”*

On **7 March 2013** an internal email was sent by an Options Manager to several other Options employees summarising a call she’d held with Mr C. The summary included these key points:

- Options had explained that following recent FSA reviews and guidance SIPP providers were being asked to look at business received from their introducers against expectations of type and profile.
- Options explained that several applications received recently had moved away from the expected profile of client and queried whether the profile was changing/extending.
- Mr C *“explained that predominantly the members were in the close protection industry which as @5 years ago they all went into. He said that foreign operatives were now coming in in a more organised structure. Some were getting promoted into senior positions. Many were previously divers in the military and so going into Diving elsewhere.”*
- Options asked Mr C to put together a note for its CEO to update Caledonian’s business profile and expectations.

On **20 March 2013** the Options’ Manager sent Mr C an email following up on their conversation. Options asked again for *“an update as to the changes in profile”*, and highlighted that a further two applications had been received for individuals outside of the expected profile.

Options has provided a document titled *“Overseas Introducer Assessment Proforma”*. This document is undated but, given that it refers to *“recently received business outside of profile”* and also the World Check completed in November 2012 I think it’s likely to have been completed around the end of March 2013, and certainly no earlier than November 2012.

I have set out below what I consider to be the most relevant parts of the form recorded, and the level of risk that was noted:

Heading	Notes	Risk
<b>Section 1 - Company Assessment</b>		
Google Search and FCA	<i>“No adverse comments”</i>	Low

Regulatory	<i>"Cannot find any regulatory information from the details held"</i>	High
Company	<i>"No UK branch. Cannot see any EEA regulatory details ... Unknown company establishment time – cannot find any details from information received. No accounts requested? No Articles of association requested? / received"</i>	Mainly Medium
Compliance Officer	<i>"Unknown if have compliance officer or not"</i>	High
Professional Qualifications	<i>"No qualifications documented other than meeting note from March 2012 where [Mr C] stated he was a qualified accountant ..."</i>	High
Meeting	<i>"Meeting held at Carey Pensions UK office March 2012"</i>	Medium
<b>Section 2 - Advice/Client Profile/Investment</b>		
Advice	<i>"Unregulated – No details of how advice given. No regulatory bodies / permissions seen. Although suggested on email that advice given in Jordan? Advice possibly given in Jordan, although not sure if true for UK based clients".</i>  It was also noted that the funds for investment within the SIPP were to be generated from:  <i>"Transfers from Armed Forces Pension occupational scheme."</i>	High
Client Profile	<i>"Client Profile: 30-50 years old. Part of armed forces 6- 10 years. Generally still UK residents, some abroad.</i>  <i>Now working in security earning c. £70k pa. HOWEVER, recently received business outside of profile."</i>	High
Investment	<i>"Initially Friends Provident International bond. Now using James Brearley. Both FCA regulated."</i>	Low

At the end of the 'Company Assessment' section the overall result was recorded as Amber, a result described as "Queries to raise". The wording against this result read:

*"Company details are a mixture of Green and Amber raise with technical review committee before proceeding".*

The overall result at the end of the 'Advice/Client Profile/Investment' section was recorded as Red, a result described as "Decline".

On **26 April 2013** (three days before it received Mr L's application from Caledonian) an Options Compliance Officer sent an email to several other Options employees titled "Review of relationship with Caledonian". It began:



*"We have a responsibility to proactively monitor our distribution channels to ensure our products do not end up with customers for whom it is not suitable. Based on recent correspondence with Caledonian I am increasingly concerned by their business practices and therefore believe we should review our relationship with them and the business they have introduced. I will arrange a meeting for next week to discuss. In the meantime we need to determine the answers to the questions below to help facilitate our discussions."*

The Options Compliance Officer then set out 18 questions and statements about Caledonian and the relationship with Options and invited recipients of the email to *"please provide answers to the following where you can"*.

On **30 April 2013** another member of the compliance team inserted her answers and comments:

*"Overview of business*

*Date relationship commenced: **April/May 2012***

*What is the agreed profile of clients introduced by Caledonian: **Ex Armed Forces Approx age 38, working in the Close protection industry (security), earnings of Approx £70k***

*Number of clients introduced: **497 (363 now invested, 134 ongoing)***

*Value of investments held: **£16m***

*Nature of investments, i.e. any alternative investments: **Friends Provident Int. (Funds) or, [Business J] Investment Platform with [Business C] acting as DFM.***

*Number of complaints from Caledonian introduced clients: **None***

*How many transfers were also accompanied by a TVAS [Transfer Value Analysis]? Who has provided the TVAS? **37 – Only TVs over £100k (from Armed Forces Pension) or any amount no matter how small on other TVs. TVAS provided by [Mr P] ([Business C])***

*Overview of Caledonian*

*What due diligence was undertaken on Caledonian prior to establishing the relationship? – **Unknown but AML was received.***

*Location of head office: **Geneva, Switzerland***

*Do they have a business address in the UK? **They confirm that they do not have a permanent place of business in the UK, however they have a business address for correspondence and [Mr C] is based in the UK [address]***

*Where do they meet with clients, i.e. in the UK? **Unknown.***

*What is Caledonian's regulatory status, i.e. are they regulated in their home jurisdiction? **[Mr C] - The Chartered Insurance Institute - ID Number XXXXX. [Mr C] certifies all ID and signs the investment Application Form.***

*Are they regulated to provide advice in their home jurisdiction? **Unknown***

*They have confirmed that they provide advice in Jordan. How does this work? Do they have a place of business in Jordan? Do they need to be regulated in Jordan to provide advice? **Unknown - Caledonian provide a Non Solicitation Letter which is sent to Friends Provident with the investment App. A copy of a Non Solicitation Letter is attached***

*How did we establish Caledonians knowledge of SIPPs and UK pension rules? **Unknown***

*Based on our contact with Caledonian and reviewing the illustrations they provide to clients, do we have concerns that Caledonian is providing poor advice/ information?*

**Yes due to illustrations**

*Do Caledonian provide advice on investments within the SIPP? **Caledonian send to us the Friends Provident Investment Applications with the Application to set up the SIPP. The funds table in the investment App is pre-populated by Caledonian. The Member does see a copy of this document - which we send to them prior to investing their funds.***

*What due diligence did we undertake on [Business C]? **Unknown***

A further reply was made later on **30 April 2013** by Options' CEO. She wrote:

*"To add to [Options employee's] information. I attach a business profile which details how the relationship emerged with Caledonian which provides background information, also the process notes that were agreed at a meeting held in our old MK offices which was a workshop to present our SIPP proposition and understand their business better... In answer to some of [Options employee's] unknowns*

*Where do they meet with clients? Generally abroad depending on where their next assignment is, they will also hold meetings in the UK*

*Are they regulated to give advice in their home jurisdiction [sic]? No because they are not regulated they are introducers of business*

*They have confirmed they give advice in Jordan? When they mean advice they are talking about consultancy they are not regulated in any jurisdiction [sic]*

*How did we establish their knowledge of UK Pension and SIPP marketplace? By meeting with them twice and by running a workshop for them output from which is attached*

*Based on our contact with Caledonian and reviewing the illustrations they provide to clients, do we have concerns that Caledonian is providing poor advice/ information? I am not sure it is our place to comment on this maybe on the information but not on advice, if we commented on whether we thought even our regulated advisers were providing poor advice I would probably think we would say yes. Think we need to be careful what questions we are looking to answer comfortable on the information piece but not on the advice piece*

*Do Caledonian provide advice on investments within the SIPP? No they don't, they consult with the client on the feasibility of transferring their Armed Forces Pension Scheme into a SIPP and their partner to manage the investment is [Business C] ..."*

On **10 May 2013** Options' CEO sent Caledonian an email requesting further information. The email confirmed Options was reviewing its terms of business "*in light of recent announcements from the FCA and our internal compliance reviews*".

Options made clear it was keen to continue doing business with Caledonian but must "*do so in a framework that is robust and compliant and will satisfy the regulators*". The email continued, "*so we must start with ensuring we understand each stage of the process, to enable us to develop a robust and compliant process for this business moving forward.*" Options said that as a starting point it would like Caledonian to clarify a number of issues. The email read:

*"1. Can you provide your organisational structure and the jurisdiction in which each is registered and the regulation/regulator that each company operates within. If you are relying on any exemptions please state which exemptions and the reasons you believe you can operate within those exemptions*

2. *Are you giving advice and if so in what capacity and under what regulatory environment are you providing this advice.*
3. *What offices do you have and where, do the jurisdictions in which you have offices have a regulatory regime, if so can you provide details of the regulators in those jurisdictions.*
4. *On what basis are you providing illustrations and the reasons for this basis*
5. *Do you meet all your clients in Jordan, if not why do your Non Solicitation forms signed by yourself confirm the advice was given in Jordan*
6. *Please confirm the profile of your clients*
7. *Please confirm how you receive introductions to your clients*
8. *Can you update information about your team their background, expertise in dealing with pensions*
9. *On the Non Solicitation letters you note that Caledonian does not have a permanent place of business in the UK. However, you request correspondence to be sent to The Pensions Service Centre, [UK city]. Please can you clarify Caledonian's presence in the UK and the nature of the office in [UK city]."*

The email closed with a reminder to Caledonian that from 1 May 2013 Options had implemented some changes to its requirements and *"must have a UK FCA regulated adviser providing the TVAS and the sign off for the suitability of transfers from occupational schemes of any values."*

Options says that the last introduction made to it by Caledonian was on 20 May 2013.

On **23 May 2013** Options met with Mr P of Business C and Mr C of Caledonian. In the handwritten summary of that meeting the following was noted:

- Mr C was a consultant to armed forces and not an adviser in the FCA sense.
- The [UK City] address was a postal address and not a working office.
- Mr C met with clients in the UK but initial contact was abroad. The client contacts Caledonian if they want to transfer their pension (it was noted that the documents said that he met them in Jordan and that FPI need a letter about where advice was given).
- Caledonian's website didn't mention that it would give advice, and their documents made it clear no advice was given and clients should take advice from a regulated adviser.
- Mr P explained that the reason for lots of transfers was the market and their relationship with the providers.
- The proposal going forward involved an appointed representative of a Manchester IFA being a pension specialist of Business C – it had the necessary qualifications. Going forward the Manchester IFA would deal with business.
- Options agreed to allow Caledonian a four-week window to put the proposal in place.
- The question about advice was irrelevant to Options as no advice is given – FPI want a letter about advice but no advice is given.
- Caledonian said its illustrations were provided to facilitate the business. Options queried whether this was advice.
- A question was noted – is there a terms of business for Caledonian with client?

I have not seen evidence that any of the agreed actions were completed. As noted, Options did not accept any further business from Caledonian after 20 May 2013.

Options decided to review its relationship with Caledonian. Options has provided a copy of its document headed, "*Caledonian Relationship Review 2013*". I have reviewed the document in full, but have only quoted below what I consider to be the key part:

*" ... Following a detailed review of the process and documentation concerns were raised regarding whether the clients could be deemed to be receiving advice through an unregulated entity.*

*Following a request for further clarification on these points we have not been able to satisfy ourselves that this is not the case.*

*We have insisted that they move to a model that all cases are fully advised by an FCA regulated firm/individual, which has been accepted ...*

*Following a meeting in the Milton Keynes office ... where [Mr C] from Caledonian, and [Mr P] of [Business C] explained their current process and documentation and described their future process, [and] further discussions ... it was decided that they had not satisfied us enough with their current processes for us to continue to allow taking on new business in the interim without the use of a UK regulated firm or individual who was suitably qualified.*

*[Options] has instructed the team of this decision so from week beginning 28th May any new business received will be rejected unless it comes through an FCA regulated firm."*

It set out a detailed process by which Caledonian proposed to move to a model where all clients would be fully advised by an FCA regulated firm/individual, and it highlighted the benefits of this new approach as being:

*"All schemes are coming in on an advised basis*

*Brings the process and clients into the UK regulated process*

*Brings the clients into the FSCS and FOS protections*

*Ensures all occupational schemes undergo analysis and advice"*

I have not seen evidence that this approach was ever enacted – again, as noted, no further business introduced by Caledonian was accepted by Options after 20 May 2013.

### **Our Investigator's view**

Mr L brought his complaint to this service in March 2019 and it was considered by an Investigator. In his complaint form he described being approached by "*Carey Pension*" whilst he was working abroad.

The Investigator thought the complaint should be upheld. In summary he:

- Acknowledged that Options wasn't responsible for assessing the suitability of any advice Mr L may have received.
- Accepted that the FPI investment may not itself have given cause for concern.
- Acknowledged that Options did take some steps which amounted to good practice consistent with its regulatory obligations but considered Options ought to have done more at the outset of its relationship with Caledonian, and in any case by the time of Mr L's application and investment, identified issues with Caledonian's business model and concluded that it should not accept Mr L's application.

- Said Options ought to have concluded at the outset of its relationship with Caledonian, and before the conclusion of Mr L's application, that Caledonian would be giving advice – not least because Caledonian's business model meant there was a risk that advice would be given on the merits of transferring out of the Armed Forces scheme, to the SIPP and on the investments to be made within that SIPP.
- Noted that Mr L's application was received and dealt with during the period when Options was reviewing its relationship with Caledonian.
- Said Options ought to have asked the questions it asked of Caledonian in May 2013 at the outset of, or very early in, its relationship with Caledonian.
- Said Options was not in a position to know whether Caledonian was following any applicable regulations and laws as it simply didn't know where it was carrying out its activities, and it wasn't clear how Caledonian's business model worked logistically – Caledonian's business model should have given Options cause for concern at the outset.
- Said it was likely Caledonian's typical client would be reliant on Caledonian's advice – Options should have satisfied itself that Caledonian had the appropriate qualifications to give advice on the complex subject of pensions transfers.
- Noted that Options had reason to believe, before Mr L's application, that the Caledonian representative, Mr C, didn't have the qualifications required to give advice to Mr L on occupational pension scheme transfers.
- Said Options should have identified there was a clear risk of consumer detriment and checked that there was a reasonable process in place to fully inform consumers of the risks. The conclusion it reached in May 2013 – that what was in place wasn't sufficient – should have been reached before Mr L's application and investment.
- Said Options should have declined to accept Mr L's application because there was no evidence Caledonian was meeting any relevant regulations or laws, no evidence Caledonian's staff had the necessary expertise, and no evidence of a proper advice process being in place.
- Said Options ought also to have been concerned by the high volume of business brought about by Caledonian, the level of commission it was taking and that Caledonian had failed to provide its company accounts despite repeated requests – and these issues, considered alongside those about advice, should have caused Options to draw the conclusion it should decline to accept Mr L's application.
- Said it ought to have been clear to Options at the outset in March 2012 (rather than in May 2013) that Caledonian's business model meant that consumers were likely to receive advice from an unqualified and unregulated introducer and therefore there was a risk of significant consumer detriment by facilitating unsuitable SIPPs.
- Acknowledged that Mr L signed declarations but didn't think that demonstrated Options had acted fairly and reasonably when proceeding with his instructions because, ultimately, Mr L's application should not have been accepted in the first place.

Finally, our Investigator set out how Options should put things right by comparing the current position to the position Mr L would have been in if he had not transferred from the Armed Forces Pension scheme, and paying him compensation. Our Investigator also recommended

Options pay Mr L £750 for the distress and inconvenience caused by its failings.

### **Options' response to our Investigator's view**

Options did not accept the Investigator's view. I have summarised below what I consider to be the key points of Options' disagreement but have considered Options' response in its entirety. Options said:

- Only the SIPP reports in 2009 and 2012 were published prior to Options receiving Mr L's SIPP application form – it is not fair or reasonable to consider the complaint in the context of guidance that was published after the events complained of and which introduced new expectations.
- Options operated at all times on the basis that Caledonian was not providing advice to Mr L – Caledonian signed Options' terms of business in which they undertook not to provide advice.
- There was no mandatory requirement at the time for a consumer to obtain pension transfer advice before arranging to transfer their defined benefit pension.
- The Investigator concluded that Caledonian provided advice without exploration of the relevant law and application of the Regulated Activity Order – as considered by the Court of Appeal in *Adams v Options UK Personal Pensions LLP* [2021] EWCA Civ 474 – and jumped to the conclusion that advice was given to any person introduced by Caledonian.
- Neither the FSA nor the FCA have ever sought to prohibit SIPP providers from accepting business from unregulated introducers.
- The Investigator seeks to place liability for losses by the device of retrospectively imposing new and unexpected duties of due diligence – duties inconsistent with both the contract and with the general scheme of the COBS rules at the relevant time.
- The judge in *Adams* rejected the proposition that Options owed duties of the kinds relied on by the Investigator.
- The criticisms made of Options' due diligence on Caledonian are unfounded.
- The Investigator improperly used the FCA's Principles for Business to create new and unexpected duties which were at odds with Options' contractual relationship with Mr L.
- Options' decision to require that members had the protections of a regulated adviser being involved was a broader policy decision made by Options in February 2014, not a decision made in response to what it knew of Caledonian's practices. Likewise, its decision in August 2014 to no longer accept non-regulated introducer business was not about Caledonian specifically.
- Options did not at any point become aware that Caledonian were providing advice, nor has it seen any evidence that advice was provided.
- Assessing the quality of the FPI investment, assessing the suitability of the investment for Mr L, or refusing Mr L's instructions would have been inconsistent with the terms of the contract between the parties, the relevant COBS Rules and the restrictions on Options' permissions.

- It is unfair to make an execution-only SIPP provider liable for the poor investment choices of consumers, especially when they've signed contractual documentation declaring that they understand they are not receiving advice and are establishing the SIPP on an execution only basis.
- Options did not cause Mr L's loss – had Options informed Mr L that it would not accept business from Caledonian, on balance Mr L would have gone ahead with the FPI investment. Given his occupation Mr L would have proceeded to transfer out of his prior defined benefit pension scheme, to a scheme which would provide benefits which could be inherited by Mr L's beneficiaries. It is evident that he wished to transfer his pension, whether through Options or another provider.
- Any compensation awarded, if at all, should therefore be limited to the commission and adviser fee which was paid to Caledonian.
- Mr L's request to transfer his defined benefit pension was sent on or around 29 April 2013 – once the transfer request was made, Options was obliged to complete the transfer and so the loss of defined benefits was assured from that point.
- Mr L should bear some responsibility for his decisions, and this should be reflected in the calculation of any compensation due.
- The investment performed within a range of outcomes which Mr L could have foreseen – it is plainly not fair or reasonable for Options to bear Mr L's loss in circumstances where the investment simply did not perform as Mr L had hoped.
- In the event that the Ombudsman concludes that Mr L should be put back in the position he would have been in had he not transferred his existing pensions, then Options would accept that the correct basis for calculating the compensation is as set out in the Investigator's view under the headings "*Calculate the loss Mr L has suffered as a result of making the transfer*" and "*Pay compensation to Mr L for loss he has suffered calculated in (1)*", in accordance with the judgment of the Court of Appeal in *Adams*.
- In the event that Mr L is unable to return the investments to Options, the compensation should be recalculated to reflect this.
- Oral exploration of; the extent of Caledonian's role in Mr L's decisions, his understanding of the investment and roles of FPI and Options, and his motivation for entering into the transaction with Options, is required. Options therefore requested an oral hearing.

As no agreement could be reached, the complaint was passed to me to decide.

### **What I've decided – and why**

I've considered all the available evidence and arguments to decide what's fair and reasonable in the circumstances of this complaint.

Having done so I've reached the same conclusion as our Investigator did and for broadly the same reasons, I'm upholding Mr L's complaint. I'll explain why. But before I do so, I'll set out what I think about Options' request for an oral hearing.

### **Options' request for an oral hearing**

Options say an oral hearing is necessary to explore the extent of Caledonian's role, Mr L's understanding of the investment and the roles played by the parties, and Mr L's motivation for entering into the transaction.

The Ombudsman Service provides a scheme under which certain disputes may be resolved quickly and with minimum formality (section 225 of the Financial Services and Markets Act 2000 (FSMA)). DISP 3.5.5R of the FCA Dispute Resolution rules provides the following:

*"If the Ombudsman considers that the complaint can be fairly determined without convening a hearing, he will determine the complaint. If not, he will invite the parties to take part in a hearing. A hearing may be held by any means which the Ombudsman considers appropriate in the circumstances, including by telephone. No hearing will be held after the Ombudsman has determined the complaint."*

Given my statutory duty under FSMA to resolve complaints quickly and with minimum formality, I am satisfied that it would not normally be necessary for me to hold a hearing in most cases (see the Court of Appeal's decision in *R (Heather Moor & Edgecomb Ltd) v Financial Ombudsman Service* [2008] EWCA Civ 642).

The key question for me to consider when deciding whether a hearing should be held is whether or not *"the complaint can be fairly determined without convening a hearing"*.

We do not operate in the same way as the Courts. Unlike a Court, we have the power to carry out our own investigation. And the rules (DISP 3.5.8R) mean I, as the ombudsman determining this complaint, am able to decide the issues on which evidence is required and how that evidence should be presented. I am not restricted to oral cross-examination to further explore or test points.

If I decide particular information is required to decide a complaint fairly, in most circumstances we are able to request this information from either party to the complaint, or even from a third party. In this case, our Investigator sought some further information from Mr L, and he referred to what he considered to be the key points in his view. Options has had the opportunity to consider, and comment, on that view.

I have carefully considered the submissions Options has made. However, I am satisfied that I am able to fairly determine this complaint without convening a hearing. In this case, I am satisfied I have sufficient information to make a fair and reasonable decision. So, I do not consider a hearing – or any further investigation by other means – is required. The key question is whether Options should have accepted Mr L's application at all. Mr L's understanding of matters are secondary to this. And I am, in any event, able to test this to the extent I think necessary by asking questions of Mr L in writing.

In any event – and I make this point only for completeness – even if I were to invite the parties to participate in a hearing, that would not be an opportunity for Options to cross-examine Mr L as a witness. Our hearings do not follow the same format as a Court. We are inquisitorial in nature and not adversarial. And the purpose of any hearing would be solely for the ombudsman to obtain further information from the parties that they require in order to fairly determine the complaint. The parties would not usually be allowed direct questioning or cross-examination of the other party to the complaint.

As I am satisfied it is not necessary for me to hold an oral hearing, I will now turn to considering the merits of Mr L's complaint.

### **The relevant considerations**



I'm required to determine this complaint by reference to what I consider to be fair and reasonable in all the circumstances of the case. When considering what is fair and reasonable, I am required to take into account: relevant law and regulations; regulators' rules, guidance and standards; codes of practice; and, where appropriate, what I consider to have been good industry practice at the relevant time.

With that in mind I'll start by setting out what I have identified as the relevant considerations to deciding what is fair and reasonable in this case.

## **The Principles**

In my view, the FCA's Principles for Businesses are of particular relevance to my decision. The Principles for Businesses, which are set out in the FCA's handbook "*are a general statement of the fundamental obligations of firms under the regulatory system*" (PRIN 1.1.2G). And, I consider that the Principles relevant to this complaint include Principles 2, 3 and 6 which say:

*"Principle 2 – Skill, care and diligence – A firm must conduct its business with due skill, care and diligence.*

*Principle 3 – Management and control – A firm must take reasonable care to organise and control its affairs responsibly and effectively, with adequate risk management systems.*

*Principle 6 – Customers' interests – A firm must pay due regard to the interests of its customers and treat them fairly."*

I have carefully considered the relevant law and what this says about the application of the FCA's Principles. In *R (British Bankers Association) v Financial Services Authority* [2011] EWHC 999 (Admin) ("BBA") Ouseley J said at paragraph 162:

*"The Principles are best understood as the ever present substrata to which the specific rules are added. The Principles always have to be complied with. The Specific rules do not supplant them and cannot be used to contradict them. They are but specific applications of them to the particular requirement they cover. The general notion that the specific rules can exhaust the application of the Principles is inappropriate. It cannot be an error of law for the Principles to augment specific rules."*

And at paragraph 77 of BBA Ouseley J said:

*"Indeed, it is my view that it would be a breach of statutory duty for the Ombudsman to reach a view on a case without taking the Principles into account in deciding what would be fair and reasonable and what redress to afford. Even if no Principles had been produced by the FSA, the FOS would find it hard to fulfil its particular statutory duty without having regard to the sort of high level Principles which find expression in the Principles, whoever formulated them. They are of the essence of what is fair and reasonable, subject to the argument about their relationship to specific rules."*

In *R (Berkeley Burke SIPP Administration Ltd) v Financial Ombudsman Service* [2018] EWHC 2878) ("BBSAL"), Berkeley Burke brought a judicial review claim challenging the decision of an ombudsman who had upheld a consumer's complaint against it. The ombudsman considered the FCA Principles and good industry practice at the relevant time. He concluded that it was fair and reasonable for Berkeley Burke to have undertaken due diligence in respect of the investment before allowing it into the SIPP wrapper, and that if it

had done so, it would have refused to accept the investment. The ombudsman found Berkeley Burke had therefore not complied with its regulatory obligations and had not treated its client fairly.

Jacobs J, having set out some paragraphs of BBA including paragraph 162 set out above, said (at paragraph 104 of BBSAL):

*“These passages explain the overarching nature of the Principles. As the FCA correctly submitted in their written argument, the role of the Principles is not merely to cater for new or unforeseen circumstances. The judgment in BBA shows that they are, and indeed were always intended to be, of general application. The aim of the Principles based regulation described by Ouseley J. was precisely not to attempt to formulate a code covering all possible circumstances, but instead to impose general duties such as those set out in Principles 2 and 6.”*

The BBSAL judgment also considers section 228 FSMA and the approach an ombudsman is to take when deciding a complaint. The judgment of Jacobs J in BBSAL upheld the lawfulness of the approach taken by the ombudsman in that complaint, which I have described above, and included the Principles and good industry practice at the relevant time as relevant considerations that were required to be taken into account.

As outlined above, Ouseley J in the BBA case held that it would be a breach of statutory duty if I were to reach a view on a complaint without taking the Principles into account in deciding what is fair and reasonable in all the circumstances of a case. And, Jacobs J adopted a similar approach to the application of the Principles in BBSAL. So, the Principles are a relevant consideration here and I will consider them in the specific circumstances of this complaint.

### **The Adams court cases and COBS 2.1.1R**

I confirm I have taken account of the judgment of the High Court in the case of Adams v Options SIPP [2020] EWHC 1229 (Ch) and the Court of Appeal judgment in Adams v Options UK Personal Pensions LLP [2021] EWCA Civ 474. I note the Supreme Court refused Options permission to appeal the Court of Appeal judgment.

I’ve considered whether these judgments mean that the Principles should not be taken into account in deciding this case. And, I am of the view they do not. In the High Court case, HHJ Dight did not consider the application of the Principles and they did not form part of the pleadings submitted by Mr Adams. One of the main reasons why HHJ Dight found that the judgment of Jacobs J in BBSAL was not of direct relevance to the case before him was because *“the specific regulatory provisions which the learned judge in Berkeley Burke was asked to consider are not those which have formed the basis of the claimant’s case before me.”*

Likewise, the Principles were not considered by the Court of Appeal. So, the Adams judgments say nothing about the application of the FCA’s Principles to the ombudsman’s consideration of a complaint.

I acknowledge that COBS 2.1.1R (A firm must act honestly, fairly and professionally in accordance with the best interests of its client) overlaps with certain of the Principles and that this rule was considered by HHJ Dight in the High Court case. Mr Adams pleaded that Options SIPP owed him a duty to comply with COBS 2.1.1R, a breach of which, he argued, was actionable pursuant to section 138(D) of FSMA (“the COBS claim”). HHJ Dight rejected this claim and found that Options SIPP had complied with the best interests rule on the facts of Mr Adams’ case.

Although the Court of Appeal ultimately overturned HHJ Dight's judgment, it rejected that part of Mr Adams appeal that related to HHJ Dight's dismissal of the COBS claim on the basis that Mr Adams was seeking to advance a case that was radically different to that found in his initial pleadings. The Court found that this part of Mr Adams' appeal did not so much represent a challenge to the grounds on which HHJ Dight had dismissed the COBS claim, but rather was an attempt to put forward an entirely new case.

I note that HHJ Dight found that the factual context of a case would inform the extent of the duty imposed by COBS 2.1.1R. HHJ Dight said at para 148:

*"In my judgment in order to identify the extent of the duty imposed by Rule 2.1.1 one has to identify the relevant factual context, because it is apparent from the submissions of each of the parties that the context has an impact on the ascertainment of the extent of the duty. The key fact, perhaps composite fact, in the context is the agreement into which the parties entered, which defined their roles and functions in the transaction."*

The facts in Mr L's case are very different from those in *Adams*. There are also significant differences between the breaches of COBS 2.1.1R alleged by Mr Adams and the issues in Mr L's complaint. The breaches were summarised in paragraph 120 of the Court of Appeal judgment. In particular, HHJ Dight considered the contractual relationship between the parties in the context of Mr Adams' pleaded breaches of COBS 2.1.1R that happened after the contract was entered into. In Mr L's complaint, I am considering whether Options ought to have identified that the introductions from Caledonian involved a risk of consumer detriment and, if so, whether it ought to have ceased accepting introductions from Caledonian prior to entering into a contract with Mr L.

On this point, I think it is also important to emphasise that I must determine this complaint by reference to what is, in my opinion, fair and reasonable in all the circumstances of the case. And, in doing that, I am required to take into account relevant considerations which include: law and regulations; regulator's rules, guidance and standards; codes of practice; and, where appropriate, what I consider to have been good industry practice at the relevant time. This is a clear and relevant point of difference between this complaint and the judgments in both *Adams* cases. That was a legal claim which was defined by the formal pleadings in Mr Adams' statement of case.

To be clear, I have proceeded on the understanding Options was not obliged – and not able – to give advice to Mr L on the suitability of its SIPP or the FPI investment for him personally. But I am satisfied Options' obligations included deciding whether to accept particular investments into its SIPP and/or whether to accept introductions of business from particular businesses. And this is consistent with Options' own understanding of its obligations at the relevant time. As noted above, the Options' Non-Regulated Introducer Profile completed at the start of Options' relationship with Caledonian began:

*"As an FSA regulated pensions company we are required to carry out due diligence as best practice on unregulated introducer firms looking to introduce clients to us to gain some insight into the business they carry out ..."*

## **Regulatory publications**

The FCA (and its predecessor, the FSA) has issued a number of publications which remind SIPP operators of their obligations and set out how they might achieve the outcomes envisaged by the Principles, namely:

- The 2009 and 2012 thematic review reports.

- The October 2013 finalised SIPP operator guidance.
- The July 2014 “Dear CEO” letter.

### The 2009 Thematic Review Report

The 2009 report included the following statement:

*“We are very clear that SIPP operators, regardless of whether they provide advice, are bound by Principle 6 of the Principles for Businesses (‘a firm must pay due regard to the interests of its customers and treat them fairly’) insofar as they are obliged to ensure the fair treatment of their customers. COBS 3.2.3(2) states that a member of a pension scheme is a ‘client’ for COBS purposes, and ‘Customer’ in terms of Principle 6 includes clients.*

*It is the responsibility of SIPP operators to continuously analyse the individual risks to themselves and their clients, with reference to the six TCF consumer outcomes.*

*We agree that firms acting purely as SIPP operators are not responsible for the SIPP advice given by third parties such as IFAs. However, we are also clear that SIPP operators cannot absolve themselves of any responsibility, and we would expect them to have procedures and controls, and to be gathering and analysing management information, enabling them to identify possible instances of financial crime and consumer detriment such as unsuitable SIPPs. Such instances could then be addressed in an appropriate way, for example by contacting the member to confirm the position, or by contacting the firm giving advice and asking for clarification. Moreover, while they are not responsible for the advice, there is a reputational risk to SIPP operators that facilitate the SIPPs that are unsuitable or detrimental to clients.*

*Of particular concern were firms whose systems and controls were weak and inadequate to the extent that they had not identified obvious potential instances of poor advice and/or potential financial crime. Depending on the facts and circumstances of individual cases, we may take enforcement action against SIPP operators who do not safeguard their clients’ interests in this respect, with reference to Principle 3 of the Principles for Business (‘a firm must take reasonable care to organise and control its affairs responsibly and effectively, with adequate risk management systems’).*

*The following are examples of measures that SIPP operators could consider, taken from examples of good practice that we observed and suggestions we have made to firms:*

- *Confirming, both initially and on an ongoing basis, that intermediaries that advise clients are authorised and regulated by the FSA, that they have the appropriate permissions to give the advice they are providing to the firm’s clients, and that they do not appear on the FSA website listing warning notices.*
- *Having Terms of Business agreements governing relationships, and clarifying respective responsibilities, with intermediaries introducing SIPP business.*
- *Routinely recording and reviewing the type (i.e. the nature of the SIPP investment) and size of investments recommended by intermediaries that give advice and introduce clients to the firm, so that potentially unsuitable*

*SIPPs can be identified.*

- *Being able to identify anomalous investments, e.g. unusually small or large transactions or more 'esoteric' investments such as unquoted shares, together with the intermediary that introduced the business. This would enable the firm to seek appropriate clarification, e.g. from the client or their adviser, if it is concerned about the suitability of what was recommended.*
- *Requesting copies of the suitability reports provided to clients by the intermediary giving advice. While SIPP operators are not responsible for advice, having this information would enhance the firm's understanding of its clients, making the facilitation of unsuitable SIPPs less likely.*
- *Routinely identifying instances of execution-only clients who have signed disclaimers taking responsibility for their investment decisions, and gathering and analysing data regarding the aggregate volume of such business.*
- *Identifying instances of clients waiving their cancellation rights, and the reasons for this."*

#### *The later publications*

In the October 2013 finalised SIPP operator guidance, the FCA states:

*"This guide, originally published in September 2009, has been updated to give firms further guidance to help meet the regulatory requirements. These are not new or amended requirements, but a reminder of regulatory responsibilities that became a requirement in April 2007.*

*All firms, regardless of whether they do or do not provide advice must meet Principle 6 and treat customers fairly. COBS 3.2.3(2) is clear that a member of a pension scheme is a "client" for SIPP operators and so is a customer under Principle 6. It is a SIPP operator's responsibility to assess its business with reference to our six TCF consumer outcomes."*

The October 2013 finalised SIPP operator guidance also set out the following:

*"Relationships between firms that advise and introduce prospective members and SIPP operators*

*Examples of good practice we observed during our work with SIPP operators include the following:*

- *Confirming, both initially and on an ongoing basis, that: introducers that advise clients are authorised and regulated by the FCA; that they have the appropriate permissions to give the advice they are providing; neither the firm, nor its approved persons are on the list of prohibited individuals or cancelled firms and have a clear disciplinary history; and that the firm does not appear on the FCA website listings for unauthorised business warnings.*
- *Having terms of business agreements that govern relationships and clarify the responsibilities of those introducers providing SIPP business to a firm.*
- *Understanding the nature of the introducers' work to establish the nature of the firm, what their business objectives are, the types of clients they deal with,*

*the levels of business they conduct and expect to introduce, the types of investments they recommend and whether they use other SIPP operators. Being satisfied that they are appropriate to deal with.*

- *Being able to identify irregular investments, often indicated by unusually small or large transactions; or higher risk investments such as unquoted shares which may be illiquid. This would enable the firm to seek appropriate clarification, for example from the prospective member or their adviser, if it has any concerns.*
- *Identifying instances when prospective members waive their cancellation rights and the reasons for this.*
- *Although the members' advisers are responsible for the SIPP investment advice given, as a SIPP operator the firm has a responsibility for the quality of the SIPP business it administers.*

*Examples of good practice we have identified include:*

- *conducting independent verification checks on members to ensure the information they are being supplied with, or that they are providing the firm with, is authentic and meets the firm's procedures and are not being used to launder money*
- *having clear terms of business agreements in place which govern relationships and clarify responsibilities for relationships with other professional bodies such as solicitors and accountants, and*
- *using non-regulated introducer checklists which demonstrate the SIPP operators have considered the additional risks involved in accepting business from nonregulated introducers"*

In relation to due diligence the October 2013 finalised SIPP operator guidance said:

### ***"Due diligence***

*Principle 2 of the FCA's Principles for Businesses requires all firms to conduct their business with due skill, care and diligence. All firms should ensure that they conduct and retain appropriate and sufficient due diligence (for example, checking and monitoring introducers as well as assessing that investments are appropriate for personal pension schemes) to help them justify their business decisions. In doing this SIPP operators should consider:*

- *ensuring that all investments permitted by the scheme are permitted by HMRC, or where a tax charge is incurred, that charge is identifiable, HMRC is informed and the tax charge paid*
- *periodically reviewing the due diligence the firm undertakes in respect of the introducers that use their scheme and, where appropriate enhancing the processes that are in place in order to identify and mitigate any risks to the members and the scheme*
- *having checks which may include, but are not limited to:*
  - *ensuring that introducers have the appropriate permissions, qualifications and skills to introduce different types of business to the*

*firm, and*

- *undertaking additional checks such as viewing Companies House records, identifying connected parties and visiting introducers*
- *ensuring all third-party due diligence that the firm uses or relies on has been independently produced and verified*
- *good practices we have identified in firms include having a set of benchmarks, or minimum standards, with the purpose of setting the minimum standard the firm is prepared to accept to either deal with introducers or accept investments, and*
- *ensuring these benchmarks clearly identify those instances that would lead a firm to decline the proposed business, or to undertake further investigations such as instances of potential pension liberation, investments that may breach HMRC tax relievables investments and non-standard investments that have not been approved by the firm*

The July 2014 “Dear CEO” letter provides a further reminder that the Principles apply and an indication of the FCA’s expectations about the kinds of practical steps a SIPP operator might reasonably take to achieve the outcomes envisaged by the Principles.

The “Dear CEO” letter also sets out how a SIPP operator might meet its obligations in relation to investment due diligence. It says those obligations could be met by:

- Correctly establishing and understanding the nature of an investment
- Ensuring that an investment is genuine and not a scam, or linked to fraudulent activity, money-laundering or pensions liberation
- Ensuring that an investment is safe/secure (meaning that custody of assets is through a reputable arrangement, and any contractual agreements are correctly drawn-up and legally enforceable)
- Ensuring that an investment can be independently valued, both at point of purchase and subsequently
- Ensuring that an investment is not impaired (for example that previous investors have received income if expected, or that any investment providers are credit worthy etc)

Although I’ve referred to selected parts of the publications, to illustrate their relevance, I have considered them in their entirety.

I acknowledge that the 2009 and 2012 reports and the “Dear CEO” letter are not formal “guidance” (whereas the 2013 finalised guidance is). However, the fact that the reports and “Dear CEO” letter did not constitute formal guidance does not mean their importance should be underestimated. They provide a reminder that the Principles for Businesses apply and are an indication of the kinds of things a SIPP operator might do to ensure it is treating its customers fairly and produce the outcomes envisaged by the Principles. In that respect the publications, which set out the regulators expectations of what SIPP operators should be doing, also goes some way to indicate what I consider amounts to good industry practice and I am, therefore, satisfied it is appropriate to take them into account.

It is relevant that when deciding what amounted to have been good industry practice in the

BBSAL case, the ombudsman found that “*the regulator’s reports, guidance and letter go a long way to clarify what should be regarded as good practice and what should not.*” And the judge in BBSAL endorsed the lawfulness of the approach taken by the Ombudsman.

Like the Ombudsman in the BBSAL case, I do not think the fact the publications, (other than the 2009 Thematic Review Report), post-date the events that took place in relation to Mr L’s complaint, mean that the examples of good practice they provide were not good practice at the time of the relevant events. Although the later publications were published after the events subject to this complaint, the Principles that underpin them existed throughout, as did the obligation to act in accordance with the Principles.

It is also clear from the text of the 2009 and 2012 reports (and the “Dear CEO” letter in 2014) that the regulator expected SIPP operators to have incorporated the recommended good practices into the conduct of their business already. So, whilst the regulators’ comments suggest some industry participants’ understanding of how the good practice standards shaped what was expected of SIPP operators changed over time, it is clear the standards themselves had not changed.

I note that HHJ Dight in the *Adams* case did not consider the 2012 thematic review, 2013 SIPP operator guidance and 2014 “Dear CEO” letter to be of relevance to his consideration of Mr Adams’ claim. But it does not follow that those publications are irrelevant to my consideration of what is fair and reasonable in the circumstances of this complaint. I am required to take into account good industry practice at the relevant time. And, as mentioned, the publications indicate what I consider amounts to good industry practice at the relevant time.

That doesn’t mean that, in considering what is fair and reasonable, I will only consider Options’ actions with these documents in mind. The reports, Dear CEO letter and guidance gave non-exhaustive examples of good industry practice. They did not say the suggestions given were the limit of what a SIPP operator should do. As the annex to the “Dear CEO” letter notes, what should be done to meet regulatory obligations will depend on the circumstances.

To be clear, I do not say the Principles or the publications obliged Options to ensure the pension transfer was suitable for Mr L. It is accepted Options was not required to give advice to Mr L, and could not give advice. And I accept the publications do not alter the meaning of, or the scope of, the Principles. But they are evidence of what I consider to have been good industry practice at the relevant time, which would bring about the outcomes envisaged by the Principles.

### **What did Options’ obligations mean in practice?**

In this case, the business Options was conducting was its operation of SIPPs. I am satisfied that meeting its regulatory obligations when conducting this business would include deciding whether to accept or reject particular investments and/or referrals of business. The regulatory publications provided some examples of good industry practice observed by the FSA and FCA during their work with SIPP operators including being satisfied that a particular introducer is appropriate to deal with.

As noted above, it is clear from Options’ “Non-Regulated Introducer Profile”, that it understood and accepted its obligations meant that it had a responsibility to carry out due diligence on Caledonian.

I am satisfied that, to meet its regulatory obligations, when conducting its business, Options was required to consider whether to accept or reject particular referrals of business, with the



Principles in mind. This seems consistent with Options' own understanding – as Options Compliance Officer noted in their email of 26 April 2013, “*We have a responsibility to proactively monitor our distribution channels to ensure our products do not end up with customers for whom it is not suitable*”. And I note in submissions on other complaints Options has told us that “*adherence to TCF*” is something it had in mind when considering its approach to introducer due diligence i.e. the question of whether it should accept business from a particular introducer.

All in all, I am satisfied that, in order to meet the appropriate standards of good industry practice and the obligations set by the regulator's rules and regulations, Options should have carried out due diligence on Caledonian which was consistent with good industry practice and its regulatory obligations at the time. And in my opinion, Options should have used the knowledge it gained from its due diligence to decide whether to accept or reject a referral of business or particular investment.

### **Summary of my decision**

As set out above, the 2009 Thematic Review Report deals specifically with the relationships between SIPP operators and introducers or “*intermediaries*”. And it gives non-exhaustive examples of good practice. In my view, to meet these standards, and its regulatory obligations, set by the Principles, Options ought to have identified a significant risk of consumer detriment arising from the business model Caledonian described to it at the outset. And so, Options ought to have ensured it thought very carefully about accepting applications from Caledonian.

I acknowledge Options did take some steps – initially and on an ongoing basis – which did amount to good practice consistent with its regulatory obligations. But I think, acting fairly and reasonably to meet its regulatory obligations and good industry practice, Options had reason at the outset – and certainly by the time of Mr L's application – to have significant concerns about the business Caledonian would be introducing. And it ought to have taken the sort of action it took in April and May 2013 – which effectively ended its relationship with Caledonian – before the relationship with Caledonian began.

Acting fairly and reasonably, Options should have:

- Been aware – or at least concluded there was a significant risk – at the outset of its relationship with Caledonian, that Caledonian was giving advice on the transfer out of consumers' existing defined benefit schemes to the SIPP and the investment in the FPI bond.
- Been aware that Caledonian was arranging the transfer out of consumers' existing defined benefit schemes to the SIPP and the investment in the FPI bond too.
- Sought clarification on where these activities were taking place.
- Concluded Caledonian was, in at least some instances, carrying out regulated activities in the UK.

Further, Options should have recognised, and promptly reacted to, the following risks of consumer detriment:

- Caledonian's staff did not have the qualifications – and therefore expertise – to give advice on defined benefit pension transfers.
- There was no evidence to show a proper advice process had been followed and

consumers such as Mr L were therefore unable to make fully informed decisions about the transfer to the SIPP and investment in the FPI bond.

- The high volume of business being proposed/brought about by Caledonian.
- The high level of commission Caledonian was taking.
- That Caledonian had failed to provide its company accounts, despite repeated requests for copies of them by Options.

I think these points – individually and cumulatively – should have led Options, acting fairly and reasonably, to have concluded at the outset – and certainly by the time of Mr L's application – that it should not accept business from Caledonian. And so, Mr L's application should not have proceeded.

It follows that it is fair and reasonable to uphold Mr L's complaint.

I have set out my view in more detail below.

### ***What activities did Caledonian undertake and what should Options have concluded?***

#### *Advice*

I note that in its response to the Investigator's view Options says it "*did not at any point become aware that Caledonian were providing advice*". This is a surprising assertion, given Options recorded in March 2013, when assessing Caledonian, under the heading "Advice":

*"No details of how advice given. No regulatory bodies / permissions seen. Although suggested on email that advice given in Jordan?"*

*"Advice possibly given in Jordan, although not sure if true for UK based clients".*

And so, it seems Options understood at this point that advice was being given. To ask questions about how and where advice was being given, the conclusion must first have been reached that advice was being given. There is nothing to suggest this was a view it had recently reached – rather it seems that it was an existing understanding which was being flagged as an issue for the first time.

When further action on this point was eventually taken by Options a member of its staff said, on 30 April 2013 "*No they [Caledonian] don't [give advice], they consult with the client on the feasibility of transferring their Armed Forces Pension Scheme into a SIPP*".

This seems to be an effort to back-track on the earlier answers given to the questions in the 26 April 2013 email, which appear to accept Caledonian was giving advice, although much else was "*unknown*". But, to my mind, describing Caledonian's role as consulting on the feasibility of doing something is simply another way of describing an advisory role. It would also have been clear to Options that Caledonian's role was not limited to advice on the transfer out of the consumer's existing scheme – it was declared on the FPI applications that Caledonian was giving advice on the bond too, and so any "*consulting*" was not solely limited to the transfer out from the existing scheme. This was clearly not viewed by Options as a satisfactory answer to this point in any event as its enquiries continued and, on 10 May 2013, Options asked Caledonian:

*"Are you giving advice and if so in what capacity and under what regulatory environment are you providing this advice."*

This shows Options was clearly of the view at this point that, at the very least, Caledonian might be giving advice as there is no other basis on which it could have sought clarification from Caledonian as to whether advice was being given.

It seems this was a view Options maintained. As set out above, it later noted:

*“Following a detailed review of the process and documentation concerns were raised regarding whether the clients could be deemed to be receiving advice through an unregulated entity.*

*Following a request for further clarification on these points we have not been able to satisfy ourselves that this is not the case.”*

And it ultimately concluded all business should come to it through a UK IFA with permissions to give pension transfer advice – an unusual step to take if it did not remain of the view there was at least a risk Caledonian was giving advice.

The above suggests to me that Options knew – or suspected – advice was being given from the outset but took a reactive, piecemeal approach to addressing this obvious risk.

Furthermore, from the information available to Options at the very outset of its relationship with Caledonian there was a clear identifiable risk that advice was being given by Caledonian. Caledonian said, at the outset, it was:

*“preferred adviser for the Armed Forces occupational pension scheme”*

*“a consultant to these clients and advised them on their armed forces transfers only”*

*“currently putting them into an international Friends Provident Bond”*

And Caledonian’s sales process was described as:

*“Referral – Visit – Analysis – Visit”*

Finally, as mentioned, many of the FPI applications I have seen confirm Caledonian was giving advice (in Jordan – a point I’ll turn to below) and Options would have been privy to many of these forms from an early stage in its relationship with Caledonian.

I note it was recorded that Caledonian advised on the transfer only, but it was also recorded that it was selecting the investment vehicle (the FPI bond). And it is also very difficult to see how advice on a transfer out did not encompass advice on where to transfer to (i.e. the SIPP) – particularly when it was clearly anticipated that all consumers would be transferring to an Options SIPP. It is not clear how this could happen without those consumers being advised to take this course of action.

Furthermore, the *“Referral – Visit – Analysis – Visit”* process Caledonian describes is a typical advice process involving an initial meeting, information gathering and analysis, and a further meeting.

Options should also have been aware that it is not usual for pension transfers to happen without the consumer receiving advice or a recommendation – and very unusual for this to happen at a rate of 50 a month, which Caledonian was proposing. Options should have concluded that it was simply implausible that such a large volume of consumers were deciding to transfer out of their existing schemes, open a SIPP with Options, and make the same FPI investments within the SIPP without being advised to do so.

I note Options' terms of business with Caledonian, signed September 2012 (but, Options says, in place since March 2012) said:

*"The Business Introducer undertakes that they will not provide advice as defined by the Act in relation to the SIPP – for the avoidance of doubt this includes reference to advice on the selection of The SIPP Operator, contributions, transfer of benefits, taking benefits and HMRC rules,"*

I also note the SIPP application form which was signed and dated by Mr L said:

*"This Form should be used if you are a client establishing a SIPP without advice. You have made this decision independently and are aware of the implications of this decision".*

And:

*"As you do not have a Financial Adviser, your investment choices are your sole responsibility. You will instruct us and we will act on those instructions as long as it is an accepted investment in the Carey Pension Scheme."*

But Options member's declaration included the following:

*"I confirm that I have received full and appropriate advice from Caledonian International and following this advice I wish to proceed with the transfer."*

So, I do not think the application documents in this case gave Options any basis to conclude advice had not been given – particularly given what I say above. They present a confused, inconsistent, picture.

Taking account of the available evidence I consider that, in this case, Caledonian did provide advice to Mr L on the merits of transferring his pension to the SIPP and investing in the FPI bond. Mr L's own account of events is that he and colleagues were approached by a representative of Caledonian whilst he was working abroad in 2013, and that the representative recommended he transfer his Armed Forces Pension into an Options SIPP and invest in a Friends Provident International (FPI) bond.

So, I am satisfied advice was given to Mr L by Caledonian in this case, and that, from the outset of its relationship with Caledonian, Options was (or at the very least ought to have been) aware, generally, that Caledonian was offering advice to consumers, or there was a significant risk it might be doing so.

### *Arranging*

It is also clear from what Options was told by Caledonian at the outset – and from the available evidence in this complaint and others – that Caledonian was heavily involved in the arrangement of the transfer out of Mr L's existing pension scheme to the SIPP and the investment of the cash transferred to the SIPP in the FPI bond. It clearly was not simply introducing Mr L to Options and leaving it to him to proceed with the application. It was involved in arranging the transfer out of Mr L's existing pension to the SIPP, the setting up of the SIPP and in arranging the FPI bond and associated investments. It was involved in gathering all the information and documents needed for things to proceed – that is clear from the checklist included with the paperwork sent to Options. And it seems it partly completed the SIPP application form for Mr L, and sent all the required information, forms, documents etc to all the parties involved, and dealt with any queries arising from these.

I think Options ought to have been aware of this. The extent of Caledonian's involvement was clear from the application documentation Caledonian sent to Options.

### ***Where were the activities taking place?***

I have not seen any evidence that, prior to May 2013, Options established where Caledonian was carrying out its activities in relation to each application – including Mr L's.

As set out above, Caledonian told Options at the outset that *"They [the consumers] were generally still resident in UK but some were now living abroad in various countries such as Thailand, Germany, Spain etc"*. It was also recorded that Caledonian had branches in Chile, Peru, Columbia, Argentina, Brazil and Switzerland. And, as Options later noted, Caledonian also used a UK address.

Caledonian also told Options at the outset the *"Majority of business carried out in unregulated jurisdictions but where regulations apply we are licensed to carry out our activities."*

And, as mentioned, the sales process adopted by Caledonian was set out as *"Referral – Visit – Analysis – Visit"*. So, it was clear Caledonian was meeting consumers in person.

Furthermore, the Certificate of Non-Solicitation signed by Caledonian for FPI – to which Options was privy – said in each instance (as far as I'm aware) *"The advice was given in Jordan"*.

Caledonian therefore gave what appears to be conflicting information. But Options ought to have been aware, from what was said by Caledonian, that it was possible Caledonian might be dealing with a UK resident consumer in the UK, or dealing with a consumer in any one of a number of different countries, all of which might have different financial services regulatory regimes (or no such regime).

It is fair to say the picture was far from clear – and Options should have been aware it was unlikely all of the information provided by Caledonian could be correct. It is not, for example, clear how the advice in every instance could have been given in Jordan when, by Caledonian's own account, it had a number of offices around the world (none of which were in Jordan), was dealing with consumers who *"were generally still resident in UK"* or *"living abroad in various countries"* and said elsewhere that it was carrying out business in various jurisdictions.

Options did not, however, check any of this at the outset. It was therefore in no position to know what, if any, regulatory regimes applied, and whether Caledonian required any authorisations to conduct the activities it did. Caledonian itself appears to have suggested it needed *"licences"* in some jurisdictions, but I have seen no evidence of it having given details of any such *"licences"*.

I think Options should have been particularly concerned – given that, as mentioned, Caledonian told Options the consumers it dealt with *"were generally still resident in UK"* – about whether advice was being given (or any other regulated activity carried on) in the UK, as Caledonian was not authorised by the FSA nor, later, the FCA. Although this would not have been directly relevant to the acceptance of Mr L's particular application (because the advice was given abroad) it was relevant to the question of whether it was fair and reasonable for Options to be accepting applications from Caledonian generally. There was reason, as I've explained, to think Caledonian might be breaching the General Prohibition against persons carrying on a regulated activity in the UK without authorisation. And this should have, in my view, led Options to conclude that it should not enter into (or continue

with) a relationship with Caledonian at all, and therefore not accept any applications, including Mr L's.

Despite this, I have seen no evidence to show Options identified this risk until March 2013 when, as set out above, it was noted:

*"No details of how advice given. No regulatory bodies / permissions seen. Although suggested on email that advice given in Jordan?"*

*"Advice possibly given in Jordan, although not sure if true for UK based clients".*

Then no further action appears to have been taken until 26 April 2013 when, in a further internal email exchange at Options, the following questions were asked, and answers were received on 30 April 2013 (the below, in bold, are the first set of answers provided on this date):

*"Do they have a business address in the UK? **They confirm that they do not have a permanent place of business in the UK, however they have a business address for correspondence and [Mr C] is based in the UK.***

*Where do they meet with clients, i.e. in the UK? **Unknown.***

*What is Caledonian's regulatory status, i.e. are they regulated in their home jurisdiction? **[Mr C] - The Chartered Insurance Institute – ID Number XXXXX. [Mr C] certifies all ID and signs the investment Application Form.***

*Are they regulated to provide advice in their home jurisdiction? **Unknown***

*They have confirmed that they provide advice in Jordan. How does this work? Do they have a place of business in Jordan? Do they need to be regulated in Jordan to provide advice?*

***Unknown - Caledonian provide a Non Solicitation Letter which is sent to Friends Provident with the investment App. A copy of a Non Solicitation Letter is attached"***

Despite this continuing uncertainty, I've seen no evidence Options took any further action until May 2013, when it finally challenged Caledonian on this point (amongst others):

*"Can you provide your organisational structure and the jurisdiction in which each is registered and the regulation/regulator that each company operates within. If you are relying on any exemptions please state which exemptions and the reasons you believe you can operate within those exemptions*

*What offices do you have and where, do the jurisdictions in which you have offices have a regulatory regime, if so can you provide details of the regulators in those jurisdictions.*

*Do you meet all your clients in Jordan, if not why do your Non Solicitation forms signed by yourself confirm the advice was given in Jordan*

*On the Non Solicitation letters you note that Caledonian does not have a permanent place of business in the UK. However, you request correspondence to be sent to The Pensions Service Centre, [UK City]. Please can you clarify Caledonian's presence in the UK and the nature of the office in [UK City]."*

Given what I say above, acting fairly and reasonably, Options should have made these enquiries at the outset. And as set out in the background, these enquiries (along with the other points of query put to Caledonian and then discussed with it) led to Options quickly concluding it should not accept further applications from Caledonian unless they came through a UK IFA with permissions to give pension transfer advice – a restriction which it seems had the effect of no further business being introduced by Caledonian. I think it fair to say that Options would have reached the same conclusion had it taken this action at the outset of its relationship with Caledonian. And it certainly should have done so, to act fairly and reasonably to meet its regulatory obligations and standards of good practice.

In Mr L's case, although his permanent address was in the UK in 2012, he's told us *"everything was done out there"*, where he was living and working in 2013, in the Middle East. So, it seems unlikely that Caledonian carried out regulated activities in the UK in relation to Mr L's case. However, that does not mean that, in the interests of its customer, Options shouldn't have taken steps to establish the regulatory regime or regimes Caledonian were operating under. I think it's also fair to say that in relation to other applications, from customers other than Mr L, Options ought to have been aware that regulated activities were taking place in the UK. And if Options had developed that awareness, as I believe it should have, through taking appropriate steps at the start of its relationship with Caledonian, then Options should have declined to enter into a relationship with Caledonian at all or at least ended its relationship with Caledonian before accepting Mr L's application. I think this was the only fair and reasonable step it could take in the circumstances.

### ***Caledonian's expertise***

Caledonian's proposed business model involved former members of the armed forces who, it said, worked in security related jobs in dangerous areas. The business model was not one involving, say, former financial advisers or other finance professionals.

There was therefore no reason to think that the typical client Caledonian was proposing to introduce to Options had a good level of understanding of pensions or was in a position to work out for themselves if a pension transfer was in their best interests. They would be reliant on Caledonian's advice.

The introductions involved transfers out of a defined benefit pension scheme into a UK SIPP for investment in several investments within an FPI bond. The transfers of defined benefit (final salary) pensions are usually not in the customers' best interests, are complex and present a variety of consequences and matters which the ordinary individual would be hard pressed to understand without professional financial advice. Those giving such advice in the UK are required by the FCA to pass specialist exams, reflecting the risks and complexities involved. Options, as a provider of SIPPs, would or ought to have been aware of this.

Not only did Caledonian's advisers not have the qualifications required by the FCA (or FSA as it then was) to give advice on pension transfers, there is no evidence they had any relevant qualifications. The only qualification of any kind which is mentioned is that Mr C of Caledonian is a qualified accountant.

I have seen no evidence to show Options noted this obvious risk until March 2013 when it reviewed its relationship with Caledonian and *"Professional Qualification"* was assessed as *"high risk"*. The reason for this assessment was *"No qualifications documented other than meeting note from March 2012 where [Mr C] stated he was a qualified accountant and member of Chartered Institute of Accountants."*

And, despite this *"high risk"* flag, I have seen no evidence Options took any action until 26 April 2013 when it was asked *"How did we establish Caledonian's knowledge of SIPPs"*

*and UK pension rules?"*. I don't think the answers given in response demonstrate enough was done on this point.

Indeed, this (along with the other points of query raised at the time) was a point which led to Options quickly concluding it should not accept further applications from Caledonian unless they came through a UK IFA with permissions to give pension transfer advice – a restriction which had the effect of no further business being introduced by Caledonian. And I think it fair to say Options would have reached the same conclusion had it taken this action at the outset of its relationship with Caledonian. And it certainly should have done so to meet its regulatory obligations and standards of good practice.

### ***The transfer process***

As mentioned above, a defined benefit transfer is a complex transaction. It also involves many risks, and potentially the loss of significant guaranteed benefits. For this reason, advice on such transactions is tightly regulated in the UK and there are standards of good practice that those giving the advice are expected to follow. This means several steps need to be taken as part of the advice process and documentation such as fact-finds, suitability reports, transfer analysis reports (TVAS), and illustrations generally feature in the advice process. The purpose is to ensure any advice given takes into account all relevant factors, is suitable, and the recipient of the advice is in a fully informed position, where they understand the benefits they are giving up and the risks associated with the transfer.

I have seen no evidence to show Caledonian followed such a process. In my opinion it would have been fair and reasonable for Options to have identified this as a clear risk of consumer detriment – particularly given that Caledonian's starting point appears to have been that the consumers it dealt with would be transferring out of the defined benefit scheme (i.e. it seems to have taken the view a transfer was suitable for all).

Had Options taken steps to ascertain if a reasonable process was in place, it would have become aware no such process was in place, and consumers were not therefore fully informed before agreeing to make the transfer to the SIPP and the associated FPI bond investments.

Options' reference to "Illustrations" in the list of questions in the 26 April 2013, and the initial answers to those questions, appears to be an acknowledgement of this risk:

*"Based on our contact with Caledonian and reviewing the illustrations they provide to clients, do we have concerns that Caledonian is providing poor advice/ information? Yes due to illustrations"*

Again, this (along with the other points of query raised at the time) appears to be a point which led to Options quickly concluding it should not accept further applications from Caledonian unless they came through a UK IFA with permissions to give pension transfer advice – a restriction which had the effect of no further business being introduced by Caledonian. And I think it fair to say Options would have reached the same conclusion had it taken this action at the outset of its relationship with Caledonian. And it certainly should have done so, on a fair and reasonable basis to meet its regulatory obligations and standards of good practice.

### ***Volume of business***

At the outset of the relationship between Options and Caledonian, Options was told that Caledonian would be introducing about 50 applications a month (and I note a similar volume was introduced once the relationship began).



I think on a fair and reasonable basis, Options should have been concerned that Caledonian intended to (and did) make such a high volume of introductions, relating only to occupational pension schemes. In my view this was a further reason for Options to conclude there was a significant risk of consumer detriment – particularly when considered alongside the other points I have set out here.

Firstly, it is not clear how Caledonian would be, or was, bringing about such a high volume of applications without giving advice. It was simply implausible it could bring about this number of applications without influencing consumers' actions through a positive recommendation.

Options also ought to have considered Caledonian's competence to deal with this volume of transfers – there is no evidence to show it had the significant resources this would require. Further, Options should have been aware of the very low likelihood the transfers would all be suitable. At the outset of Options' relationship with Caledonian (and the time of Mr L's application) COBS 19.1.6 G said:

*"When advising a retail client who is, or eligible to be, a member of a defined benefits occupational pension scheme whether to transfer or opt out, a firm should start by assuming that a transfer or opt out **will not be suitable** (my emphasis). A firm should only then consider a transfer or opt out to be suitable if it can clearly demonstrate, on contemporary evidence that the transfer or opt out is in the client's best interest."*

I accept this aims to define the expectation of a regulated financial adviser when determining suitability of a pension transfer, but I'd expect Options, as a pensions provider, to have been aware of this and to have taken account of it.

Finally, Options had cause to question the motivations of Caledonian, if it were bringing about such a high volume of applications. There was a clear risk that Caledonian was putting its own interests above those of Mr L.

### **Commission**

I also think the level of commission that was being paid to Caledonian should have given Options cause for concern.

It appears Caledonian was typically taking around 7% of the transfer amount in commission, and Options was told this was the case at the outset of its relationship. There is no evidence to show Caledonian carried out any of the usual work associated with a defined benefit transfer that would justify such a fee. Nor have I seen any other evidence to show there was any justification for such a high level of commission in the circumstances. I think this level of commission ought to have been another cause for Options to be concerned that Caledonian was putting its own interests ahead of the interests of consumers, including Mr L. And, of course, it was further reason to consider Caledonian might be giving advice, as commission at this level would have been very likely to motivate it to encourage consumers to proceed, through a positive recommendation.

Overall, when considered alongside the high volumes of near identical introductions of business being made by Caledonian, I think this level of commission raises questions about the motives and role of Caledonian.

### **Caledonian's Accounts**

I note that Options made repeated requests for Caledonian's accounts. It sent several emails to Caledonian between March and August 2012. Options also explained in its email of 23 March 2012 that in order to comply with its own compliance procedures this was needed.

Nevertheless, on 27 April 2012 Options started accepting introductions from Caledonian having not received the accounts – seemingly in breach of its own procedures. Acting fairly and reasonably, Options should have met its own standards and should have checked Caledonian's accounts at the outset before accepting any business from it. And, based on Caledonian's conduct, it seems very unlikely accounts would ever have been forthcoming.

Caledonian's reluctance to provide basic information should also have been a further factor which ought to have led Options to question whether it should enter into or continue a relationship with Caledonian. This again calls into question the competence and motivations of Caledonian and it also calls into question the ability of Caledonian to organise its affairs. It also meant Options was missing information which might be critical to the decision as to whether to enter into business with Caledonian.

It is notable that Options accepted and set up Mr L's SIPP when it was still waiting for this information from Caledonian.

### ***In conclusion***

Taking all of the above into consideration – individually and cumulatively – I think in the circumstances it is fair and reasonable for me to conclude that Options ought reasonably to have concluded, had it complied with its regulatory obligations which required it to conduct sufficient due diligence on Caledonian and draw fair and reasonable conclusions from what it discovered, that it should not accept business from Caledonian, including Mr L's application. I therefore conclude that it is fair and reasonable in the circumstances to say that Options should not have accepted Mr L's application from Caledonian.

### ***Did Options act fairly and reasonably in proceeding with Mr L's instructions?***

In my view, for the reasons given, Options simply should have refused to accept Mr L's application. So, things should not have got beyond that. However, for completeness, I have considered whether it was fair and reasonable for Options to proceed with Mr L's application.

I acknowledge Mr L signed an Options' declaration on 8 April 2013. I note this document does give warnings about the loss of benefits that would result in the transfer to the SIPP. And the indemnities sought to confirm that Mr L would not hold Options responsible for any losses resulting from the investments. However, I don't think this document demonstrates Options acted fairly and reasonably by proceeding with Mr L's instructions.

Asking Mr L to sign a declaration absolving Options of all its responsibilities when it ought to have known that Mr L's dealings with Caledonian were putting him at significant risk was not the fair and reasonable thing to do. I also note that the declaration was based on Mr L having "*received full and appropriate advice from Caledonian International*" where, for the reasons I have given, Options ought to have been aware Caledonian did not have the competency to give such advice and there were questions about its motivations and integrity.

Asking Mr L to sign declarations was not an effective way for Options to meet its regulatory obligations, given the concerns Options ought to have identified about his introduction. So, it was not fair and reasonable to proceed, on the basis of these. I make this point only for completeness – the primary point is Mr L should simply not have been able to proceed, as his application should simply not have been accepted.

### ***Fair compensation***

I note Options says, in its response to the Investigator's view, it is evident that Mr L wished

to transfer his pension, whether through Options or another provider and would therefore have suffered the same loss as he did even if it had rejected his application.

I have seen no evidence to show that Mr L would have proceeded even if Options had rejected his application. He was contacted by Caledonian – which was consistent with its business model of contacting ex-servicemen and encouraging them to consider transferring out of their pensions – and I’ve seen nothing to suggest he was looking to make a transfer prior to that contact.

I have not, in any event, seen any evidence that any other SIPP operator dealt with Caledonian. And any operator acting fairly and reasonably should have reached the conclusion it should not deal with Caledonian. I do not think it would be fair to say Mr L should not be compensated based on speculation that another SIPP operator might have made the same mistakes as Options.

For similar reasons, I am not persuaded Mr L should not be compensated by Options, or his compensation should be reduced, because I have not made the finding that the FPI bond investment, in itself, was not something Options should have accepted. Or because the benefits from Mr L’s existing pension were lost once the transfer request was made. If Options had acted fairly and reasonably to meet its regulatory obligations and good industry practice, the application would not have proceeded at all. So, no transfer request or FPI bond investment would have been made.

So, I am satisfied that Options’ failure to comply with its regulatory obligations and industry best practice at the relevant time have led to Mr L suffering a significant loss to his pension. And my aim is therefore to return Mr L to the position he would likely now be in but for Options’ failings.

### **Putting things right**

In light of my above findings, in my view Options should calculate fair compensation by comparing the current position to the position Mr L would be in if he had not transferred from his existing pension. In summary, Options should:

1. Calculate the loss Mr L has suffered as a result of making the transfer.
2. Take ownership of any investments which can’t be surrendered, if possible.
3. Pay compensation for the loss into Mr L’s pension. If that is not possible pay compensation for the loss to Mr L direct. In either case the payment should take into account necessary adjustments set out below.
4. Pay £750 for the distress and inconvenience caused by their failure to act fairly and reasonably.

I’ll explain how Options should carry out the calculation set out at 1-3 above in further detail below:

*Calculate the loss Mr L has suffered as a result of making the transfer (“the loss calculation”)*

On 2 August 2022, the FCA launched a consultation on new defined benefit (DB) transfer redress guidance and has set out its proposals in a consultation document - [CP22/15-calculating redress for non-compliant pension transfer advice](#). The consultation closed on 27 September 2022 with any changes expected to be implemented in early 2023.

In this consultation, the FCA has said that it considers that the current redress methodology in Finalised Guidance (FG) 17/9 (Guidance for firms on how to calculate redress for unsuitable defined benefit pension transfers) remains appropriate and fundamental changes are not necessary. However, its review has identified some areas where the FCA considers it could improve or clarify the methodology to ensure it continues to provide appropriate redress.

The FCA has said that it expects firms to continue to calculate and offer compensation to their customers using the existing guidance in FG 17/9 whilst the consultation takes place. But until changes take effect firms should give customers the option of waiting for their compensation to be calculated in line with any new rules and guidance that may come into force after the consultation has concluded.

We've previously asked Mr L whether he preferred any redress to be calculated now in line with current guidance or wait for any new guidance/rules to be published.

He has chosen not to wait for any new guidance to come into effect to settle his complaint.

I am satisfied that a calculation in line with FG17/9 remains appropriate and, if a loss is identified, will provide fair redress for Mr L.

Options must therefore undertake a redress calculation in line with the regulator's pension review guidance as updated by the Financial Conduct Authority in its Finalised Guidance 17/9: Guidance for firms on how to calculate redress for unsuitable defined pension transfers.

This calculation should be carried out as at the date of my final decision and using the most recent financial assumptions at the date of that decision. In accordance with the regulator's expectations, this should be undertaken or submitted to an appropriate provider promptly following receipt of notification of Mr L's acceptance of the decision.

Options may wish to contact the Department for Work and Pensions (DWP) to obtain Mr L's contribution history to the State Earnings Related Pension Scheme (SERPS or S2P).

These details should then be used to include a 'SERPS adjustment' in the calculation, which will take into account the impact of leaving the occupational scheme on Mr L's SERPS/S2P entitlement.

If the complaint hasn't been settled in full and final settlement by the time any new guidance or rules come into effect, I'd expect Options to carry out a calculation in line with the updated rules and/or guidance in any event.

*Take ownership of any investments held within the SIPP which cannot be surrendered*

In order for the SIPP to be closed and further SIPP fees to be prevented, the investment(s) need(s) to be removed from the SIPP. To do this, Options should calculate an amount it is willing to accept as a commercial value for any investments that cannot be surrendered and pay that sum into the SIPP and take ownership of the relevant investments. This amount should be taken into account for the loss calculation.

If Options is unwilling or unable to purchase the investment(s) the value of them should be assumed to be nil for the purposes of the loss calculation if the investments are not readily realisable (or for any portion of the investments which is not readily realisable).

I appreciate such investments may have a realisable value in the future. So, for any

investments assumed to be nil value Options may ask Mr L to provide an undertaking to account to it for the net amount of any payment the SIPP may receive from those investment(s) in the future. That undertaking should allow for the effect of any tax and charges on the amount Mr L may receive from the investment(s) and any eventual sums he would be able to access. Options should meet any costs in drawing up the undertaking.

If Options does not take ownership of the investment(s), and it/they continue to be held in Mr L's SIPP, there will be ongoing fees in relation to the administration of that SIPP. Mr L would not be responsible for those fees if Options had not accepted the transfer of his occupational pension into the SIPP. So, I think it is fair and reasonable for Options to waive any SIPP fees until such a time as Mr L can dispose of the investment(s) and close the SIPP.

*Pay compensation to Mr L for loss he has suffered calculated in (1).*

Since the loss Mr L has suffered is within his pension it is right that I try to restore the value of his pension provision if that is possible. So, if possible, the compensation for the loss should be paid into his SIPP. The compensation shouldn't be paid into the pension if it would conflict with any existing protection or allowance. Payment into the pension should allow for the effect of charges and any available tax relief. This may mean the compensation should be increased to cover the charges and reduced to notionally allow for the income tax relief Mr L could claim. The notional allowance should be calculated using Mr L's marginal rate of tax.

On the other hand, Options may not be able to pay the compensation into the SIPP. If so compensation for the loss should be paid to Mr L direct. But had it been possible to pay the compensation into the pension, it would have provided a taxable income.

Therefore, the compensation for the loss paid to Mr L should be reduced to notionally allow for any income tax that would otherwise have been paid. The notional allowance should be calculated using Mr L's marginal rate of tax in retirement. For example, if Mr L is likely to be a basic rate taxpayer in retirement, the notional allowance would equate to a reduction in the total amount equivalent to the current basic rate of tax. However, if Mr L would have been able to take a tax-free lump sum, the notional allowance should be applied to 75% of the total amount.

*Pay £750 for the distress and inconvenience caused by their failure to act fairly and reasonably*

Mr L transferred his pension away from a valuable defined benefits pension scheme to a SIPP and had to suffer the loss of those benefits.

I think it's fair to say this would have caused Mr L some distress and inconvenience. So, I consider that a payment of £750 is appropriate to compensate for that.

The compensation resulting from the loss assessment must where possible be paid to Mr L within 90 days of the date Options receives notification of his acceptance of my final decision. Further interest must be added to the compensation amount at the rate of 8% per year simple from the date of this final decision to the date of settlement for any time, in excess of 90 days, that it takes Options to pay Mr L this compensation.

It's possible that data gathering for a SERPS adjustment may mean that the actual time taken to settle goes beyond the 90-day period allowed for settlement above – and so any period of time where the only outstanding item required to undertake the calculation is data from DWP may be added to the 90-day period in which interest won't apply.

Income tax may be payable on any interest paid. If Options deducts income tax from the interest, it should tell Mr L how much has been taken off. Options should give Mr L a tax deduction certificate in respect of interest if Mr L asks for one, so he can reclaim the tax on interest from HM Revenue & Customs if appropriate.

### *Reassignment of rights*

If Options believes other parties to be wholly or partly responsible for the loss, it is free to pursue those other parties. So, compensation payable to Mr L should be contingent on the assignment by him to Options of any rights of action he may have against other parties in relation to his transfer to the SIPP and the investments. The assignment should be given in terms that ensure any amount recovered by Options up to the balance due to Mr L is paid to Mr L. Options should only benefit from the assignment once Mr L has been fully compensated for his loss.

Where I uphold a complaint, I can award fair compensation to be paid by a financial business of up to £150,000, plus any interest and/or costs/interest on costs that I think are appropriate. If I think that fair compensation is more than £150,000, I may recommend that the business pays the balance.

I do not know what award the above calculation might produce. So, whilst I acknowledge that the value of Mr L's original investment (around £60,000) was within our award limit, for completeness I have included information below about what ought to happen if fair compensation amounted to more than our award limit.

**Decision and award:** I uphold the complaint. I think that fair compensation should be calculated as shown above. My decision is that Options UK Personal Pensions LLP should pay Mr L the amount produced by that calculation – up to a maximum of £150,000 – plus £750 to compensate for the distress and inconvenience Options' actions caused and interest at the rate of 8% per year simple from the date of my final decision to the date of settlement for any time, in excess of 90 days, that it takes Options to pay Mr L this compensation.

**Recommendation:** If the amount produced by the calculation of fair compensation is more than £150,000, I recommend that Options pays Mr L the balance. This recommendation is not part of my determination or award. Options doesn't have to do what I recommend. It's unlikely that Mr L can accept my decision and go to court to ask for the balance. Mr L may want to get independent legal advice before deciding whether to accept this decision.

### **My final decision**

My final decision is that I uphold this complaint. To put things right Options UK Personal Pensions LLP should calculate and pay Mr L the award set out above.

Under the rules of the Financial Ombudsman Service, I'm required to ask Mr L to accept or reject my decision before 7 December 2022.

Beth Wilcox  
**Ombudsman**