



Frequently Asked Questions Retirement Trust

1. What is the Coronation Retirement Trust?

The Coronation Retirement Trust is a long-term savings and investment trust arrangement established to provide individuals with a structured and dependable source of income during retirement. It is designed to complement statutory pension schemes.

2. Why was the Retirement Trust created?

It was created to address the gap between mandatory pension contributions and the lifestyle needs of retirees, particularly for individuals seeking additional flexibility and long term financial sustainability.

3. Who is the target market for this product?

The product is targeted at Ultra High Net Worth Individuals, High Net Worth Individuals, upper affluent individuals, mass affluent individuals and middle-class individuals. It is also suitable for professionals and business owners who seek structured retirement planning.

4. How does the Retirement Trust work?

The settlor transfers assets such as cash, investments or other acceptable property into a trust managed by Coronation Trustees. These assets are professionally invested in line with the settlor's risk profile and retirement objectives. At an agreed retirement age or event, distributions begin in accordance with the structure defined in the Trust Deed.

5. What types of assets can be placed in the Trust?

The trust accepts cash, investments, real estate and other approved assets provided they are free of encumbrances.

6. How are contributions made?

Clients may make structured incremental contributions by periodically depositing funds into the trust account. Contributions may also be made as lump sum payments depending on client preference.

7. How are the funds invested?

Funds are invested across diversified asset classes, tailored to the client's risk profile and retirement objectives, under trustee oversight.

8. When do retirement payments begin?

Distributions begin at an agreed retirement age or event as specified in the Trust Deed.

9. What payout options are available?

Clients may choose periodic income payments, lump sum withdrawals or a combination of both.

10. What happens if the settlor passes away?

The trust incorporates succession planning features that allow seamless transfer of benefits to nominated beneficiaries in accordance with the Trust Deed.

11. Can the settlor close the Trust?

Yes. Exit options are available. Settlers may close their accounts or transfer funds as needed, subject to the terms of the Trust.

12. What compliance requirements apply before onboarding?

Clients must complete full KYC requirements including submission of a completed application form, valid identification, address verification, risk classification form and all required regulatory documentation.

13. How is compliance monitored during the life of the Trust?

Compliance checks are conducted to ensure adherence to legal and regulatory requirements. Regular reporting is generated for settlors and beneficiaries, including statements of assets.

14. How is client data protected?

Sensitive trust information is protected through data encryption and compliance with data privacy regulations such as the Nigeria Data Protection Regulation.

15. What risks are identified in the product paper?

Identified risks include regulatory risk, operational risk, liquidity risk, privacy and confidentiality risk, financial risk, legal risk and communication or product awareness risk. Each risk has defined mitigants including compliance monitoring, due diligence procedures, diversification strategy, legal documentation and internal oversight.

16. What are the key performance indicators for this product?

Key performance indicators include Assets Under Management, investment performance, client acquisition metrics, product penetration rate, revenue generation, client retention rate and client referrals.