## Savings Products - Investment Returns

as at 31 October 2020

Fund Name	Inception	Performance to 31 October 2020 (%)					Perfor	mance to 31	October 20	020 (%)		Performance for Calendar Year (%)						Unit
	Date	1 Month	3 Month	6 Month	9 Month	1 Year	2 Years	3 Years	5 Years	7 Years	Since Inception	2019	2018	2017	2016	2015	2014	Exit Price
Investment & Protection Plan																		
Balanced	Aug-1995	-0.87	0.23	5.45	-2.10	0.7	5.8	4.3	5.4	6.1	4.2	16.0	-2.9	11.7	4.3	5.6	9.1	27.879
Aggressive	Aug-1995	-1.24	0.24	6.56	-3.14	0.2	6.5	4.8	6.2	7.1	4.0	20.3	-4.3	14.7	4.7	6.5	10.0	26.745
Spread Managers	Sep-1995	-0.49	0.25	4.80	-2.53	-0.3	4.7	3.7	4.1	4.3	3.3	14.5	-2.0	9.9	2.4	1.0	7.4	22.639
Protected	Aug-1995	0.14	0.38	0.75	1.39	2.1	2.5	2.8	3.2	3.6	3.3	2.8	3.4	3.3	4.1	5.0	4.5	22.534
Personal Plan																		
Balanced	Aug-1995	-0.88	0.23	5.44	-2.10	0.7	5.8	4.3	5.4	6.1	4.2	16.0	-2.9	11.7	4.3	5.6	9.1	27.930
Aggressive	Aug-1995	-1.25	0.22	6.53	-3.25	0.1	6.5	4.7	6.2	7.1	4.0	20.3	-4.3	14.7	4.7	6.5	10.0	26.792
Spread Managers	Sep-1995	-0.49	0.25	4.75	-2.54	-0.3	4.7	3.7	4.1	4.3	3.3	14.5	-2.0	9.9	2.4	1.0	7.5	22.707
Protected	Aug-1995	0.14	0.38	0.75	1.39	2.1	2.5	2.8	3.2	3.6	3.3	2.8	3.4	3.3	4.1	5.0	4.5	22.534
Personal Plan (Locked-In)																		
Managed	Nov-1996	-0.82	0.38	5.77	-1.64	1.3	6.4	4.9	6.0	6.5	4.0	16.7	-2.3	12.3	4.9	5.6	9.0	25.793
Equities	Nov-1996	0.82	0.02	11.92	-3.26	1.6	10.6	8.4	11.2	9.6	5.0	25.4	-0.1	20.8	9.6	7.4	11.5	32.263
Protected	Nov-1996	0.18	0.52	1.03	1.82	2.7	3.0	3.3	3.7	4.0	3.3	3.3	3.9	3.9	4.6	5.0	4.5	21.913
Premier Plan																		
Equities	Sep-1996	0.77	-0.13	11.58	-3.69	1.0	10.0	7.7	10.6	9.2	5.4	24.6	-0.7	20.1	9.1	7.3	11.5	35.890
Balanced	Sep-1996	-0.88	0.23	5.44	-2.10	0.7	5.8	4.3	5.4	6.1	4.4	16.0	-2.9	11.7	4.3	5.6	9.1	27.930
Aggressive	Sep-1996	-1.25	0.22	6.53	-3.25	0.1	6.5	4.7	6.2	7.1	4.2	20.3	-4.3	14.7	4.7	6.5	10.0	26.792
Spread Managers	Sep-1996	-0.49	0.25	4.75	-2.54	-0.3	4.7	3.7	4.1	4.3	3.5	14.5	-2.0	9.9	2.4	1.0	7.5	22.707
Protected	Sep-1996	0.14	0.39	0.77	1.42	2.1	2.4	2.7	3.1	3.6	3.3	2.7	3.3	3.2	4.0	4.9	4.5	22.054
Investment & Protection Plan																		
Managed	Jan-1991	-0.87	0.23	5.45	-2.09	0.7	5.6	4.2	5.3	6.0	4.6	16.0	-3.2	11.7	4.3	5.7	9.0	37.942
Equities	Jan-1991	0.77	-0.13	11.58	-3.70	1.0	10.0	7.7	10.6	9.2	6.5	24.6	-0.7	20.1	9.2	7.3	11.5	64.091
International	Jan-1991	-2.42	0.55	7.32	-4.14	-0.2	6.7	4.6	6.3	8.1	4.8	25.9	-8.0	18.1	4.1	7.2	11.6	40.000
Conservative	Nov-1992	-0.48	0.26	2.67	-0.25	1.1	3.8	2.9	3.3	3.9	4.0	8.3	-0.9	6.4	2.8	3.9	6.3	29.783
Protected	Jan-1991	0.13	0.37	0.74	1.37	2.0	2.4	2.7	3.1	3.6	3.6	2.7	3.3	3.2	4.0	5.0	4.5	28.451
Personal Plan																		1
Managed	Jan-1991	-0.82	0.41	5.83	-1.56	1.4	6.5	5.0	6.1	6.8	5.4	16.8	-2.2	12.4	5.1	6.3	9.7	46.821
Equities	Jan-1991	0.82	0.04	11.97	-3.19	1.7	10.7	8.5	11.4	10.0	7.2	25.5	-0.0	21.0	9.9	8.1	12.3	77.675
International	Jan-1991	-2.36	0.74	7.72	-3.60	0.6	7.5	5.4	7.0	8.8	5.5	26.9	-7.3	19.0	4.8	7.9	12.3	48.448
Property	Jan-1991	-3.29	-2.99	2.50	-20.23	-17.8	-0.0	0.5	2.6	2.4	3.2	26.7	-6.3	9.9	3.7	3.4	1.6	25.019
Conservative	Nov-1992	-0.42	0.44	3.03	0.28	1.8	4.5	3.6	4.0	4.6	4.7	9.0	-0.2	7.1	3.5	4.3	7.0	35.699
Protected	Jan-1991	0.19	0.55	1.10	1.92	2.8	3.1	3.4	3.9	4.3	4.3	3.4	4.0	4.0	4.7	5.7	5.2	34.440

<sup>\*</sup> Closed to new policies

These returns should be read in conjunction with the notes below:

The returns stated represent in each case and for each fund, the percentage change in the unit price over the period.

These are not necessarily the returns individual investors will receive as this will depend on the prices at which units are purchased and sold, the dates of these transactions and any additional contributions or withdrawals made during the period.

Past performance is not indicative of future performance and is not guaranteed by any party. Returns are after the annual management fee and tax.

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A disclosure statement is available on request and free of charge from your adviser.

## Savings Products - Investment Returns

as at 31 October 2020

	Inception	Perfor	mance to 31	October 20	20 (%)	Performance to 31 October 2020 (%)							Performance for Calendar Year (%)						
Fund Name	Deta	1 Month	3 Month	6 Month	9 Month	1 Year	2 Years	3 Years	5 Years	7 Years	Since Inception	2019	2018	2017	2016	2015	2014	Exit Price	
Link-Save/Link-Save Plus*																			
Managed	Apr-1982	-0.87	0.25	5.49	-2.04	0.7	5.8	4.3	5.4	6.1	6.4	16.0	-2.8	11.7	4.4	5.6	9.0	107.551	
Protected	May-1988	0.14	0.38	0.75	1.39	2.1	2.4	2.7	3.1	3.6	4.1	2.7	3.3	3.2	4.0	5.0	4.5	36.461	
Pension	Oct-1984	-0.88	0.20	5.42	-2.11	0.6	5.7	4.3	5.4	6.1	5.8	16.0	-2.9	11.7	4.3	5.6	8.9	77.329	
Ordinary Policies																			
Protected	Sep-1981	0.18	0.54	1.10	1.88	2.7	3.1	3.3	3.6	4.3	5.8	3.3	3.9	3.7	4.2	6.2	6.1	27.633	
Aggressive	Nov-2001	-1.24	0.24	6.56	-3.14	0.2	6.5	4.8	6.2	7.1	4.0	20.3	-4.3	14.7	4.7	6.5	10.0	26.745	
Spread Managers	Nov-2001	-0.49	0.25	4.80	-2.53	-0.3	4.7	3.7	4.1	4.3	2.9	14.5	-2.0	9.9	2.4	1.0	7.4	22.639	

<sup>\*</sup> Closed to new policies

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