## Investment Bonds - Investment Returns

## as at 30 September 2019

|                          | lu a su d'au        | Performance to 30 September 2019 (%) |         |         |         | Performance to 30 September 2019 (%) |         |         |         |         |                    | Performance for Calendar Year (%) |      |      |      |      |      | Unit          |
|--------------------------|---------------------|--------------------------------------|---------|---------|---------|--------------------------------------|---------|---------|---------|---------|--------------------|-----------------------------------|------|------|------|------|------|---------------|
| Fund Name                | Inception<br>Date 1 | 1 Month                              | 3 Month | 6 Month | 9 Month | 1 Year                               | 2 Years | 3 Years | 5 Years | 7 Years | Since<br>Inception | 2018                              | 2017 | 2016 | 2015 | 2014 | 2013 | Exit<br>Price |
| Retirement Income Bond*  |                     |                                      |         |         |         |                                      |         |         |         |         |                    |                                   |      |      |      |      |      |               |
|                          | Jun-1990            | 0.26                                 | 0.82    | 1.65    | 2.53    | 3.6                                  | 3.8     | 3.8     | 3.9     | 3.4     | 3.5                | 4.0                               | 3.9  | 4.4  | 4.0  | 3.2  | 1.6  | 27.031        |
| Zenith Bond*             |                     |                                      |         |         |         |                                      |         |         |         |         |                    |                                   |      |      |      |      |      |               |
| Mortgage Portfolio       | May-1995            | 0.07                                 | 0.27    | 0.60    | 0.94    | 1.3                                  | 1.4     | 1.4     | 1.8     | 2.0     | 3.3                | 1.4                               | 1.4  | 1.8  | 2.5  | 6.9  | -0.4 | 21.898        |
| Fixed Interest Portfolio | Sep-1993            | -0.25                                | 1.49    | 2.71    | 4.55    | 5.4                                  | 3.3     | 2.1     | 3.1     | 2.5     | 3.6                | 1.2                               | 2.9  | 2.3  | 2.6  | 5.1  | -1.2 | 25.131        |
| Conservative Portfolio   | Sep-1993            | 0.46                                 | 1.92    | 3.91    | 7.64    | 4.3                                  | 4.4     | 4.1     | 4.1     | 4.5     | 3.5                | -0.8                              | 6.0  | 2.9  | 3.7  | 5.7  | 5.1  | 24.487        |
| Managed Portfolio        | Sep-1993            | 1.49                                 | 3.50    | 7.72    | 16.65   | 5.3                                  | 8.6     | 9.1     | 7.6     | 9.2     | 3.6                | -3.8                              | 13.9 | 4.8  | 6.4  | 8.5  | 17.1 | 25.129        |
| Property Portfolio       | Apr-1995            | 1.04                                 | 3.16    | 3.04    | 12.28   | 7.7                                  | 5.1     | 2.9     | 5.5     | 5.7     | 5.1                | -4.2                              | 3.5  | 3.9  | 7.5  | 13.0 | 2.3  | 34.077        |
| Shares Portfolio         | Sep-1993            | 1.61                                 | 3.51    | 9.90    | 22.09   | 12.3                                 | 13.2    | 11.6    | 11.4    | 12.0    | 5.3                | -1.2                              | 19.0 | 8.9  | 7.0  | 11.6 | 11.2 | 38.298        |
| Prosperity Bond*         |                     |                                      |         |         |         |                                      |         |         |         |         |                    |                                   |      |      |      |      |      |               |
| Protected                | Oct-1987            | 0.26                                 | 0.83    | 1.67    | 2.54    | 3.5                                  | 3.8     | 3.8     | 3.9     | 3.4     | 3.9                | 4.0                               | 3.9  | 4.3  | 3.9  | 3.2  | 1.6  | 33.482        |
| Managed Portfolio        | Oct-1984            | 1.08                                 | 2.96    | 6.45    | 13.43   | 5.3                                  | 7.3     | 7.3     | 6.5     | 7.5     | 5.1                | - 2.6                             | 11.2 | 4.4  | 5.4  | 7.8  | 11.5 | 56.710        |
| Property Portfolio       | Oct-1984            | 2.87                                 | 6.68    | 6.45    | 24.57   | 15.2                                 | 10.2    | 5.7     | 5.8     | 4.2     | 3.5                | - 7.4                             | 6.5  | 5.9  | 1.6  | 0.6  | 0.1  | 33.744        |
| Shares Portfolio         | Aug-1986            | 1.62                                 | 3.51    | 9.91    | 22.10   | 12.3                                 | 13.4    | 11.8    | 11.5    | 12.0    | 4.8                | - 1.2                             | 19.5 | 8.9  | 7.1  | 11.5 | 11.2 | 47.618        |
| International Portfolio  | May-1987            | 2.13                                 | 4.34    | 9.15    | 19.45   | 1.9                                  | 9.2     | 11.4    | 8.1     | 11.1    | 6.0                | - 6.6                             | 17.8 | 4.3  | 7.4  | 9.0  | 28.4 | 66.726        |

## \* 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.

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

