



Mirror funds. Maybe not so cool.

As you would expect, RL360° offers your clients a wide variety of funds from leading investment houses. What we don't do is offer 'mirror' funds.

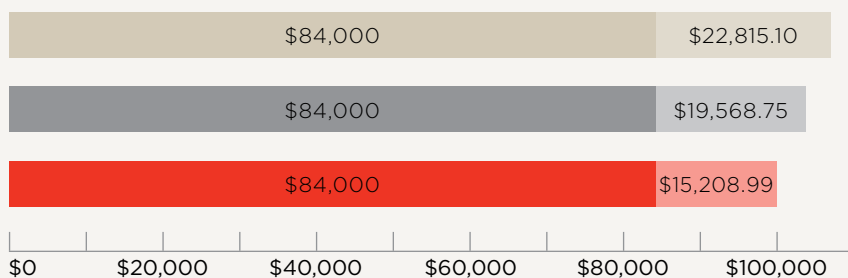
These are used by some other life companies to give access to third party funds through their life insurance policies. However, they typically involve extra fees. So while they are sold as reflecting the underlying performance, don't be fooled by the image. The likeness is far from true.

It's time to look behind the mirror

To shine a light on mirror funds, we took the case where a client invested \$1,000 a month into a specified fund (Aberdeen Asia Pacific Equity) over 7 years (December 2006 to December 2013). Here's the result.

To look at it the other way round, Life Company A would have underperformed by \$3,246.35 over the period - and Life Company B would have swallowed up \$7,606.11.

Bar chart showing regular savings of \$1,000 per month over 7 years



- Aberdeen Global - Asia Pacific Equity A2 USD [\$106,815.10]
- Life Company A - Aberdeen Global Asia Pacific Equity [\$103,568.75]
- Life Company B - Aberdeen Global Asia Pacific Equity [\$99,208.99]

Data provided by Financial Express 2014

Aberdeen Asia Pacific Equity Fund Investment return

27.16%

Life Company A Investment return

23.30%

Life Company B Investment return

18.11%

Gross Return Bid-Bid monthly line chart (from end December 2006 to end December 2013) from UK Offshore Insurance Universe and a monthly regular saving of \$1,000 invested on the 1st of the month, a total of \$84,000. Please note this chart only relates to the performance of the funds shown, inclusive of their associated charges, **and does not take account of any product related charges, which may be lower where mirror funds are accessed.**

You can count on us



At a time when fund information is freely available online, it could be difficult to look into a client's eyes and explain why a lagging mirror fund should be chosen over the real deal.

Fortunately, that's easily avoided. With our Quantum policy offering you only genuine third party funds, your judgement will always reflect well on you. Which is cool.

For more information about Quantum, please read the literature suite, available to download from:

www.rl360adviser.com/quantum

Important notes

For financial advisers only. Not to be distributed to, nor relied on, by retail clients.

RL360° is not authorised to provide investment advice and the inclusion of information in this leaflet relating to any fund or fund manager does not constitute a recommendation for investment.

Please remember that past performance may not be repeated and must not be used as a guide to future performance.

We know that mirror funds don't always show a true reflection... so we'd rather not use them.