



**Fund Choice Guide | Current Product Range**

Quarter 3 2018

Wealth



## The Pinnacle Range

### The peak of investment opportunities

The Pinnacle Range is a group of funds which we believe are amongst the best investments of their type available in the market today. Some of the fund links are exclusive to Sanlam Investments and Pensions and you will have the freedom to pick and choose from the entire range (subject to a maximum of ten funds at any one time). Using our knowledge of the market, we've assembled not just some of the best-performing flagship funds, but also a varied and diverse selection. These are top-class investments that have been selected by our investment experts for their strong potential future performance. It's a range that never stands still either. We periodically review the market with a view to offering the freshest most promising funds available. This also includes specialised smaller funds, which are now being demanded by the more sophisticated investor.

The Pinnacle Range has been sourced from an array of providers and spans the major regions and sectors of the Investment Management Association. But, because they have all been brought together by Sanlam Investments and Pensions, you only have to deal with us, rather than having the time-consuming process of going through several external fund managers. And switching between funds is currently free.

## This guide is for our:

- Self-Invested Pension Portfolio (Taken out after January 2007)
- OneSIPP
- Transfer Pension Portfolio (Taken out after August 2007)
- Investment Portfolio (Taken out after February 2008)
- Versatile Investment Portfolio
- Sanlam ISA\* (Taken out from January 2009 to December 2012)
- Sanlam Offshore Bond Bond, see note 7 on last page  
(Taken out from January 2010 to December 2012)

\*Please note that this guide does not cover Sanlam Portal products (GIA, ISA, Personal Pension or Onshore Bond)

Please see the separate Fund Choice Guide covering our historic product range:

- Policies taken out between February 1994 and January 2007 (Portfolio Product Range)
- Policies taken out between April 1977 and February 1994 (Pre Portfolio Product Range)

**Please also refer to our separate Fund Choice Guide for Closed Funds.**

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# Fund links available under our Pinnacle Range

Past performance is not a reliable indicator of future results. The value of investments can go down as well as up and may be affected by exchange rate variations. As a result, the benefits available under any policy/account linked to the fund may be lower than anticipated. You may not get back the amount originally invested.

## Aberdeen Asset Managers

Aberdeen Asia Pacific

## Allianz Global Investors

Allianz Bric Stars

Allianz Gilt Yield

## Artemis Investment Management

Artemis Capital

Artemis European Growth

Artemis High Income

Artemis Income

Artemis Strategic Bond

Artemis UK Smaller Companies

Artemis UK Special Situations

## Aviva Investors

^Aviva Investors Property Trust

## AXA Framlington Investment Management

AXA Framlington American Growth

AXA Framlington Japan

AXA Framlington Managed Balanced

AXA Framlington Monthly Income

AXA Framlington UK Select Opportunities

## Baillie Gifford & Co

Baillie Gifford Corporate Bond

## BlackRock Investment Managers

BlackRock Asian Special Situations

BlackRock Continental European

BlackRock Continental European

Equity Tracker

BlackRock Continental European Income

BlackRock Corporate Bond Tracker

BlackRock Emerging Markets Equity Tracker

BlackRock European Dynamic No2

BlackRock Gold and General

BlackRock Japan Equity Tracker

BlackRock Natural Resources Growth and Income

BlackRock North American Equity Tracker

BlackRock Pacific ex Japan Equity Tracker

BlackRock UK

BlackRock UK Equity Tracker

BlackRock UK Smaller Companies

BlackRock UK Special Situations

## Cazenove Capital Management

Cazenove European

Cazenove Strategic Bond

Cazenove UK Opportunities

## City Financial Investment Company Ltd

City Financial Absolute Equity

## Fidelity Investments International

Fidelity Global Property

Fidelity Global Special Situations

Fidelity Index US

Fidelity Institutional Emerging Markets

Fidelity Institutional UK Gilt

Fidelity Multi Asset Strategic

Fidelity MultiManager Growth

Fidelity South East Asia

Fidelity Strategic Bond

Fidelity UK Index

SIP Fidelity American Managed

SIP Fidelity European Managed

SIP Fidelity International Managed

SIP Fidelity International Special Situations Managed

SIP Fidelity Japan Managed

SIP Fidelity Pacific Managed

SIP Fidelity UK Managed

## First State

First State Asia Pacific Leaders

## Franklin Templeton Investment Management

Franklin UK Managers' Focus

Franklin UK Mid Cap

Templeton Global Total Return Bond

## GLG Partners

GLG Continental Europe

GLG Japan CoreAlpha

GLG Technology

## Henderson Global Investors

Henderson All Stocks Credit

Henderson China Opportunities

Henderson European Selected Opportunities

Henderson European Smaller Companies

Henderson Institutional Cash Corporate

Henderson Multi-Manager Active

Henderson Preference and Bond

Henderson Strategic Bond

Henderson World Select

## HSBC Global Asset Management

HSBC American Index

HSBC FTSE All-Share Index

## IFDS Managers Ltd

IM Argonaut European Income

## Invesco Fund Managers

Invesco Perpetual Asian

Invesco Perpetual Corporate Bond

Invesco Perpetual Distribution

Invesco Perpetual Global Bond

Invesco Perpetual Global Targeted Returns

Invesco Perpetual Japan

Invesco Perpetual Latin American

Invesco Perpetual Monthly Income Plus

Invesco Perpetual UK Focus

## Investec

Investec Cautious Managed

Investec Multi Asset Protector

Investec UK Alpha

## Jo Hambro Capital Management

JOHCM UK Opportunities

## JPMorgan Asset Management

JPM Sterling Liquidity

JPMorgan Cautious Total Return

JPMorgan Emerging Markets

JPMorgan Europe Dynamic (ex UK)

JPMorgan Europe Smaller Companies

JPMorgan Global High Yield Bond

JPMorgan Natural Resources

JPMorgan Sterling Corporate Bond

JPMorgan UK Strategic Growth

JPMorgan US

## Jupiter Unit Trust Managers

Jupiter Ecology

Jupiter Emerging European Opportunities

Jupiter European Special Situations

Jupiter Financial Opportunities

Jupiter Global Managed

Jupiter High Income

Jupiter Income Trust

Jupiter International Financials

Jupiter Merlin Balanced Portfolio

Jupiter Merlin Growth Portfolio

Jupiter Merlin Income Portfolio

Jupiter Strategic Bond

## Kames Capital

Kames Ethical Cautious Managed

Kames Ethical Equity

Kames High Yield Bond

Kames Sterling Corporate Bond

Kames Strategic Bond

## Lazard Asset Management

Lazard UK Omega

## Legal & General Investment Management

L&G All Stocks Gilt Index Trust

L&G Cash Trust

L&G European Index Trust

L&G Fixed Interest Trust

L&G Index-Linked Gilt Index Trust

L&G International Index Trust

L&G Japan Index Trust

L&G Pacific Index Trust

L&G UK Index Trust

L&G US Index Trust

## Legg Mason

Legg Mason Japan Equity

Legg Mason Japan Equity (Hedged)

## M&G Fund Managers

M&G Global Basics

M&G Optimal Income

M&G Recovery

M&G Short Dated Corporate Bond

M&G Strategic Corporate Bond

## Martin Currie Investment Management

Martin Currie Asia Pacific

Martin Currie North American

## Miton

CF Miton UK Value Opportunities

## Neptune Investment Management Limited

Neptune European Opportunities

Neptune Income Fund

Neptune Japan Opportunities

## Newton

Newton Global Higher Income

## Old Mutual Fund Managers

Cirilium Balanced

Cirilium Conservative

Cirilium Dynamic

Cirilium Moderate

Cirilium Strategic Income

Old Mutual Corporate Bond

Old Mutual Global Strategic Bond

Old Mutual North American Equity

Old Mutual UK Mid Cap

Old Mutual UK Smaller Companies

## Phoenix Fund Services (UK) Limited

Somerset Emerging Markets

Dividend Growth

## Polen Capital Management

Polen Capital Focus U.S. Growth

## Premier Asset Management

Premier Pan European Property Share

## PSigma Unit Trust Managers Ltd

Miton Income

## Sanlam Asset Management (Ireland) Ltd

P2strategies Global

Sanlam Accel Income

Sanlam Emerging Markets Equity Tracker

Sanlam FOUR Active Global Equity

Sanlam FOUR Active UK Equity

Sanlam FOUR Multi-Strategy

Sanlam FOUR US Dividend Income

Sanlam Global Best Ideas

Sanlam Global Financial

Sanlam Private Wealth Global High Quality

Sanlam Strategic Bond

SPW Strategic Investment Grade Bond

**Sanlam FOUR**

Sanlam FOUR Multi-Strategy Founder Acc

**Sanlam Life & Pensions UK Limited**

\*\*SIP Accel Blue  
 \*\*SIP Accel Green  
 \*\*SIP Accel Indigo  
 \*\*SIP Accel Orange  
 \*\*SIP Accel Yellow  
 SIP Developing Markets  
 SIP European Equity  
 SIP Far East Excluding Japan Equity  
 SIP Far East Including Japan Equity  
 SIP Gilt Edged  
 SIP Interest  
 SIP International Equity  
 SIP Japan  
 SIP Managed  
 SIP Managed Investment Trust  
 SIP North American Equity  
 SIP Property  
 SIP UK Equity

**Sarasin & Partners**

Sarasin AgriSar

**Schroder Unit Trusts**

Schroder European Alpha Plus  
 Schroder Income Maximiser  
 Schroder ISF Asian Total Return  
 Schroder Multi-Manager Diversity Balanced  
 Schroder QEP US Core  
 Schroder Recovery  
 Schroder Strategic Credit  
 Schroder UK Alpha Plus  
 Schroder UK Mid 250  
 Schroder US Smaller Companies

**Smith & Williamson Investment Management**

S&amp;W European Growth Trust

**Standard Life Investments**

SLI Global Index Linked Bond

**T. Bailey Asset Management Limited**

T. Bailey Dynamic Cautious Managed  
 T. Bailey Growth

**Thesis Unit Trust Management Ltd**

TM Sanditon UK Equity

**Threadneedle Asset Management**

Threadneedle American Select  
 Threadneedle European Select  
 Threadneedle Global Bond

**Twentyfour Asset Management Lip**

PFS TwentyFour IF Dynamic Bond

**Unicorn Asset Management**

Unicorn UK Income

**Vanguard Group (Ireland) Limited**

Vanguard UK Government Bond

^ Funds not available for the Sanlam Offshore Bond

- \*\* Accel Funds are only available for the following products:
- OneSIPP
  - Transfer Pension Portfolio (Taken out after August 2007)
  - Investment Portfolio (Taken out after February 2008)
  - Sanlam ISA
  - Sanlam Offshore Bond
  - Versatile Investment Portfolio
  - Self-Invested Pension Portfolio (Taken out after January 2007)

## Key benchmark movements and economic indicators

	% growth over one year to end September				
	2018	2017	2016	2015	2014
FTSE All-Share TR	5.9%	11.9%	16.8%	-2.3%	6.1%
S&P 500 TR GBP	21.3%	14.8%	34.6%	6.4%	19.6%
FTSE UK/Real Estate Investment Trusts TR	1.9%	1.4%	-12.4%	20.5%	20.4%
FTSE World Asia Pacific ex Japan TR GBP	8.6%	14.4%	41.0%	-11.6%	3.3%
FTSE Japan TR GBP	13.9%	11.4%	31.3%	6.2%	1.2%
FTSE World Europe ex UK TR GBP	2.0%	22.7%	21.1%	-1.2%	6.2%
MSCI EM (Emerging Markets) TR GBP	2.4%	19.0%	36.7%	-13.3%	4.5%
UK Retail Price Index	3.3%	3.9%	2.0%	0.8%	2.3%
FTSE Actuaries UK Conven Gilts All Stocks TR GBP	0.6%	-3.6%	12.6%	8.2%	5.7%

TR = Total Return

## Pinnacle range of funds – pension

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	% growth over one year to end September												
	2018	Qtl	2017	Qtl	2016	Qtl	2015	Qtl	2014	Qtl	Initial charge	AMC	TER
Asia Pacific Excluding Japan													
Aberdeen Asia Pacific	3.9%	4	12.9%	3	34.9%	3	-14.9%	4	3.8%	3	0.00%	1.10%	1.16%
BlackRock Asian Special Situations	-2.9%	4	14.4%	2	46.3%	1	-0.8%	1	-		0.00%	1.00%	1.20%
BlackRock Pacific ex Japan Equity Tracker	7.9%	1	12.1%	3	45.3%	1	-14.1%	4	1.0%	4	0.00%	0.30%	0.39%
Fidelity South East Asia	6.3%	2	17.6%	2	47.2%	1	-3.1%	1	5.2%	2	0.00%	1.00%	1.23%
First State Asia Pacific Leaders	13.6%	1	3.2%	4	30.9%	4	-0.5%	1	12.2%	1	0.00%	1.00%	1.06%
Invesco Perpetual Asian	3.6%	4	25.1%	1	53.2%	1	-11.6%	3	8.0%	1	0.00%	1.00%	1.26%
L&G Pacific Index Trust	7.5%	1	12.5%	3	43.8%	1	-13.6%	4	0.8%	4	0.00%	0.35%	0.46%
Martin Currie Asia Pacific	3.9%	4	15.1%	2	43.1%	1	-8.1%	2	-1.5%	4	0.00%	1.00%	1.26%
Schroder ISF Asian Total Return	1.6%	4	18.1%	2	38.6%	3	0.7%	1	6.6%	2	0.00%	1.15%	1.41%
SIP Far East Excluding Japan Equity ▲	-1.5%	4	16.3%	2	37.7%	3	-0.8%	1	7.1%	1	0.00%	0.60%	0.83%
Asia Pacific Including Japan													
SIP Far East Including Japan Equity ▲	3.0%	4	16.1%	2	30.8%	4	2.3%	1	3.7%	2	0.00%	0.70%	0.92%
SIP Fidelity Pacific Managed	7.3%	3	15.9%	2	41.7%	1	-0.2%	1	2.5%	3	0.00%	1.00%	1.23%
BRIC (Brazil, Russia, India, China)													
Henderson China Opportunities	4.2%	2	22.8%	1	49.5%	1	-1.4%	3	7.8%	1	0.00%	1.00%	1.20%
Corporate Bond													
BlackRock Corporate Bond Tracker	0.3%	1	-0.7%	3	14.1%	1	4.1%	1	-		0.00%	0.40%	0.42%
Henderson All Stocks Credit	0.6%	1	-0.0%	3	14.1%	1	4.1%	1	7.9%	1	0.00%	0.70%	0.89%
Invesco Perpetual Corporate Bond	0.4%	1	2.1%	1	8.8%	4	2.5%	3	6.4%	3	0.00%	0.85%	1.04%
JPMorgan Sterling Corporate Bond	-0.0%	2	-0.6%	3	14.5%	1	4.0%	1	8.1%	1	0.00%	0.75%	0.93%
Kames Sterling Corporate Bond	0.2%	2	-0.0%	3	11.5%	3	3.7%	2	7.3%	1	0.00%	0.70%	0.82%
L&G Fixed Interest Trust	0.2%	1	-1.1%	4	16.0%	1	4.3%	1	8.3%	1	0.00%	0.45%	0.50%
M&G Short Dated Corporate Bond	0.2%	2	2.5%	1	4.0%	4	0.8%	4	3.3%	4	0.00%	0.50%	0.65%
M&G Strategic Corporate Bond	0.1%	2	2.3%	1	10.5%	3	2.4%	3	7.8%	1	0.00%	0.75%	0.92%
Old Mutual Corporate Bond	1.1%	1	-0.3%	3	13.0%	2	1.2%	4	9.1%	1	0.00%	0.75%	0.80%
Deposit & Treasury													
L&G Cash Trust	0.3%	1	0.1%	1	0.1%	2	0.1%	2	-0.0%	3	0.00%	0.35%	0.38%
Europe Excluding UK													
Artemis European Growth	-2.1%	4	24.2%	1	22.7%	1	-1.5%	4	6.0%	2	0.00%	1.00%	1.04%
BlackRock Continental European	8.3%	1	18.7%	3	20.2%	2	8.8%	1	-		0.00%	1.00%	1.17%
BlackRock Continental European Equity Tracker	3.1%	2	20.7%	2	22.5%	1	-2.6%	4	4.2%	2	0.00%	0.30%	0.34%
BlackRock Continental European Income	1.4%	3	14.9%	4	21.6%	1	7.6%	1	7.4%	1	0.00%	0.90%	1.10%
BlackRock European Dynamic No2	-		-		-		-		-		0.00%	1.00%	1.17%
Cazenove European	0.7%	3	17.9%	4	14.6%	4	2.3%	3	5.6%	2	0.00%	1.00%	1.09%
GLG Continental Europe	8.3%	1	-		-		-		-		0.00%	1.00%	1.15%
Henderson European Selected Opportunities	2.1%	2	17.0%	4	18.5%	3	1.8%	3	9.4%	1	0.00%	1.00%	1.15%
IM Argonaut European Income	-0.7%	4	15.8%	4	13.5%	4	5.1%	2	4.1%	2	0.00%	1.00%	1.10%
JPMorgan Europe Dynamic (ex UK)	2.9%	2	20.8%	2	21.2%	2	2.8%	2	9.7%	1	0.00%	1.00%	1.18%
Jupiter European Special Situations	-0.5%	4	16.4%	4	19.9%	2	3.8%	2	2.0%	4	0.00%	1.10%	1.41%

## Pinnacle range of funds – pension

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	% growth over one year to end September												
	2018	Qtl	2017	Qtl	2016	Qtl	2015	Qtl	2014	Qtl	Initial charge	AMC	TER
L&G European Index Trust	3.1%	2	20.7%	2	22.1%	1	-2.5%	4	4.4%	2	0.00%	0.35%	0.41%
Neptune European Opportunities	-2.4%	4	41.7%	1	13.8%	4	-2.9%	4	1.3%	4	0.00%	1.00%	1.06%
S&W European Growth Trust	-0.7%	4	17.3%	4	18.2%	3	5.3%	2	4.0%	2	0.00%	1.00%	1.11%
Schroder European Alpha Plus	0.5%	3	28.2%	1	24.0%	1	-0.3%	3	-		0.00%	1.00%	1.21%
SIP European Equity ▲	3.6%	2	24.8%	1	15.7%	4	5.4%	2	3.7%	3	0.00%	0.60%	0.76%
SIP Fidelity European Managed	6.4%	1	16.9%	4	23.5%	1	3.3%	2	2.8%	3	0.00%	1.00%	1.24%
Threadneedle European Select	5.8%	1	15.1%	4	22.4%	1	7.9%	1	2.7%	3	0.00%	1.00%	1.19%
European Smaller Companies													
Henderson European Smaller Companies	4.0%	2	39.6%	1	29.9%	1	12.5%	1	3.0%	3	0.00%	1.00%	1.19%
JPMorgan Europe Smaller Companies	7.5%	1	20.6%	2	35.4%	1	21.0%	1	-1.7%	4	0.00%	1.00%	1.37%
Flexible Investment													
Cirilium Dynamic	5.7%	3	13.8%	1	20.1%	2	-0.8%	3	8.3%	1	0.00%	0.90%	1.35%
Fidelity MultiManager Growth	3.7%	4	8.9%	3	17.2%	3	-1.6%	3	3.4%	4	0.00%	0.60%	1.54%
Henderson Multi-Manager Active	6.3%	3	9.6%	3	21.5%	2	-0.5%	2	5.6%	3	0.00%	1.00%	2.29%
Jupiter Merlin Growth Portfolio	10.6%	1	7.7%	4	21.0%	2	3.4%	1	5.9%	3	0.00%	1.00%	2.24%
Global Bond													
Invesco Perpetual Global Bond	-1.3%	3	0.4%	1	13.0%	3	2.3%	2	1.0%	2	0.00%	0.85%	1.04%
Old Mutual Global Strategic Bond	-1.9%	4	1.2%	1	6.2%	4	-3.4%	4	-1.2%	3	0.00%	0.75%	0.88%
SLI Global Index Linked Bond	0.9%	1	-3.7%	3	12.4%	3	2.8%	1	4.4%	1	0.00%	0.75%	0.85%
Templeton Global Total Return Bond	-7.1%	4	11.9%	1	2.8%	4	-8.0%	4	4.9%	1	0.00%	0.75%	0.75%
Threadneedle Global Bond	0.4%	1	-7.9%	4	25.4%	2	5.5%	1	3.2%	1	0.00%	0.75%	0.95%
Global Emerging Markets													
Allianz Bric Stars	2.8%	4	17.0%	1	39.0%	1	-12.6%	4	7.8%	2	0.00%	1.10%	1.36%
BlackRock Emerging Markets Equity Tracker	1.3%	4	13.8%	3	40.9%	1	-16.7%	4	5.2%	4	0.00%	0.30%	0.34%
Fidelity Institutional Emerging Markets	-3.0%	4	17.3%	1	34.8%	1	-7.0%	4	4.0%	4	0.00%	1.15%	1.42%
JPMorgan Emerging Markets	-0.9%	4	18.1%	1	47.2%	1	-15.6%	4	1.6%	4	0.00%	1.00%	1.26%
Sanlam Emerging Markets Equity Tracker	-1.9%	4	9.0%	4	16.0%	4	10.0%	1	-		0.00%	0.55%	0.55%
SIP Developing Markets ▲	-2.4%	4	15.0%	2	39.1%	1	-16.9%	4	3.4%	4	0.00%	0.20%	1.61%
Somerset Emerging Markets Dividend Growth	-8.9%	4	17.9%	1	28.6%	2	-5.5%	4	2.2%	4	0.00%	1.15%	1.51%
Global Equity Income													
Newton Global Higher Income	10.4%	2	6.4%	4	39.7%	1	2.4%	1	7.5%	3	0.00%	1.00%	1.15%
Global Growth													
Fidelity Global Special Situations	14.1%	1	18.1%	1	33.3%	1	4.5%	1	11.6%	1	0.00%	1.00%	1.22%
Henderson World Select	10.9%	2	12.7%	3	22.9%	4	1.0%	2	2.0%	4	0.00%	1.00%	1.28%
Jupiter Ecology	1.8%	4	13.1%	3	29.1%	2	-1.3%	3	2.3%	4	0.00%	1.10%	1.30%
Jupiter Global Managed	13.7%	2	11.4%	4	27.7%	2	-2.5%	3	6.8%	3	0.00%	1.10%	1.37%
L&G International Index Trust	14.2%	1	14.1%	2	34.0%	1	-0.7%	3	9.9%	1	0.00%	0.40%	0.47%
M&G Global Basics	6.6%	4	11.5%	4	41.2%	1	-9.7%	4	-3.4%	4	0.00%	1.00%	1.13%
Sanlam FOUR Active Global Equity	7.7%	3	16.3%	1	26.9%	2	-11.0%	4	8.5%	2	0.00%	0.75%	1.25%
Sanlam Global Best Ideas ▲	8.1%	3	16.4%	1	22.5%	4	-4.9%	4	4.4%	4	0.00%	1.00%	1.34%



## Pinnacle range of funds – pension

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	% growth over one year to end September												
	2018	Qtl	2017	Qtl	2016	Qtl	2015	Qtl	2014	Qtl	Initial charge	AMC	TER
Sanlam Global Financial ▲	1.5%	4	28.5%	1	31.8%	1	-11.9%	4	11.0%	1	0.00%	1.00%	1.32%
Sanlam Private Wealth Global High Quality	9.8%	3	-		-		-		-		0.00%	0.80%	0.94%
SIP Fidelity International Special Situations Managed	11.2%	2	12.7%	3	30.4%	2	5.9%	1	10.8%	1	0.00%	1.00%	1.20%
SIP International Equity ▲	12.3%	2	17.0%	1	28.9%	2	0.5%	2	11.4%	1	0.00%	0.70%	0.87%
SIP Managed Investment Trust ▲	11.1%	2	25.3%	1	23.5%	3	-0.5%	3	5.2%	4	0.00%	0.20%	1.39%
T. Bailey Growth	10.4%	2	12.3%	3	22.2%	4	7.4%	1	5.4%	4	0.00%	1.00%	2.24%
<b>Global Property</b>													
Fidelity Global Property	7.3%	1	-2.4%	3	31.9%	1	9.3%	2	6.2%	2	0.00%	1.00%	1.18%
Premier Pan European Property Share	10.1%	1	1.5%	1	6.1%	4	20.8%	1	22.4%	1	0.00%	1.00%	1.34%
<b>High Yield Bond</b>													
JPMorgan Global High Yield Bond	2.0%	1	7.8%	2	10.3%	2	-2.3%	3	5.7%	3	0.00%	0.75%	1.15%
Kames High Yield Bond	1.4%	1	6.2%	3	8.6%	3	-0.7%	2	7.6%	1	0.00%	0.83%	0.96%
<b>Japan</b>													
AXA Framlington Japan	11.7%	2	9.9%	4	51.8%	1	2.2%	4	6.6%	1	0.00%	1.00%	1.27%
BlackRock Japan Equity Tracker	12.1%	2	9.8%	4	34.5%	2	2.8%	3	-0.2%	2	0.00%	0.30%	0.35%
GLG Japan CoreAlpha	9.9%	3	16.4%	1	30.2%	3	4.4%	2	1.5%	1	0.00%	1.00%	2.06%
Invesco Perpetual Japan	9.7%	3	10.9%	3	29.8%	3	3.0%	3	-1.8%	3	0.00%	1.00%	1.19%
L&G Japan Index Trust	11.9%	2	9.7%	4	35.5%	1	1.8%	4	-1.1%	3	0.00%	0.35%	0.42%
Legg Mason Japan Equity	27.5%	1	6.8%	4	-		-		-		0.00%	1.00%	1.27%
Legg Mason Japan Equity (Hedged)	25.2%	1	21.5%	1	29.0%	4	-		-		0.00%	1.00%	1.37%
Neptune Japan Opportunities	2.0%	4	30.5%	1	-1.1%	4	-8.5%	4	-		0.00%	1.00%	1.03%
SIP Fidelity Japan Managed	9.4%	4	13.0%	2	34.2%	2	4.2%	2	-0.6%	2	0.00%	1.00%	1.20%
SIP Japan ▲	11.3%	2	16.7%	1	22.2%	4	7.3%	1	-0.0%	2	0.00%	0.60%	0.78%
<b>Mixed Investment 20%-60% Shares</b>													
Cirilium Balanced	2.4%	2	10.2%	1	16.0%	1	0.7%	2	4.6%	3	0.00%	0.90%	1.28%
Cirilium Conservative	0.4%	4	6.3%	2	13.3%	2	2.4%	1	4.1%	3	0.00%	0.75%	1.25%
Cirilium Strategic Income	-1.1%	4	3.0%	4	14.6%	1	-0.4%	3	5.2%	2	0.00%	0.90%	1.33%
Fidelity Multi Asset Strategic	2.9%	2	2.5%	4	14.4%	2	3.9%	1	5.3%	2	0.00%	0.80%	1.27%
Invesco Perpetual Distribution	0.9%	3	6.2%	2	8.5%	4	0.6%	2	7.0%	1	0.00%	0.90%	1.04%
Investec Cautious Managed	-1.6%	4	8.8%	1	14.0%	2	-3.9%	4	0.2%	4	0.00%	0.90%	1.01%
JPMorgan Cautious Total Return	-0.5%	4	2.0%	4	5.3%	4	5.6%	1	8.6%	1	0.00%	0.85%	1.03%
Jupiter Merlin Income Portfolio	4.5%	1	5.4%	2	11.0%	3	0.5%	2	3.7%	3	0.00%	1.00%	1.99%
Kames Ethical Cautious Managed	2.9%	2	3.4%	4	8.3%	4	8.0%	1	7.4%	1	0.00%	0.75%	0.89%
T. Bailey Dynamic Cautious Managed	3.6%	1	8.9%	1	9.5%	3	5.3%	1	5.3%	2	0.00%	1.00%	1.80%
<b>Mixed Investment 40%-85% Shares</b>													
AXA Framlington Managed Balanced	6.6%	2	7.4%	3	18.8%	2	-0.3%	3	5.3%	3	0.00%	0.75%	0.80%
Cirilium Moderate	3.9%	3	12.0%	1	19.2%	2	-1.1%	3	6.6%	2	0.00%	0.90%	1.33%
GLG Technology	3.3%	4	12.6%	1	11.1%	4	10.3%	1	1.5%	4	0.00%	1.25%	1.74%
Jupiter High Income	-2.9%	4	7.8%	3	11.6%	4	3.4%	1	7.5%	1	0.00%	1.10%	1.41%

## Pinnacle range of funds – pension

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	% growth over one year to end September												
	2018	Qtl	2017	Qtl	2016	Qtl	2015	Qtl	2014	Qtl	Initial charge	AMC	TER
Jupiter Merlin Balanced Portfolio	8.7%	1	7.7%	3	19.7%	1	3.6%	1	4.9%	3	0.00%	1.00%	1.78%
Schroder Multi-Manager Diversity Balanced	1.0%	4	7.8%	3	11.9%	4	0.2%	2	3.0%	4	0.00%	1.00%	1.86%
SIP Fidelity International Managed	6.4%	2	7.9%	3	17.5%	2	3.8%	1	7.3%	1	0.00%	1.00%	1.19%
SIP Managed ▲	6.4%	2	9.9%	2	15.7%	3	0.2%	2	5.1%	3	0.00%	0.70%	0.85%
<b>Money Market</b>													
Henderson Institutional Cash Corporate	0.1%	2	-0.0%	3	0.6%	1	0.4%	2	-		0.00%	0.45%	0.49%
JPM Sterling Liquidity	-0.0%	3	-0.0%	3	0.4%	1	0.4%	2	-		0.00%	0.41%	0.46%
SIP Interest ▲	0.1%	2	-0.0%	3	-0.2%	3	0.3%	2	0.2%	2	0.00%	0.15%	0.20%
<b>North America</b>													
AXA Framlington American Growth	34.8%	1	13.2%	3	24.0%	4	8.9%	1	14.7%	3	0.00%	1.00%	1.10%
BlackRock North American Equity Tracker	19.1%	3	13.7%	3	35.5%	1	1.7%	3	16.7%	2	0.00%	0.30%	0.33%
Fidelity Index US	20.0%	2	13.6%	3	36.0%	1	4.2%	2	-		0.00%	0.34%	0.34%
HSBC American Index	20.2%	2	13.7%	3	36.8%	1	2.9%	2	17.9%	1	0.00%	0.30%	0.31%
JPMorgan US	19.0%	3	14.2%	2	28.6%	4	2.5%	3	18.1%	1	0.00%	1.00%	1.11%
L&G US Index Trust	20.5%	2	13.6%	3	35.5%	1	4.1%	2	16.9%	2	0.00%	0.35%	0.39%
Martin Currie North American	24.2%	1	11.4%	4	29.7%	3	1.8%	3	15.6%	3	0.00%	1.00%	1.18%
Old Mutual North American Equity	18.3%	3	17.8%	1	36.2%	1	6.1%	1	18.9%	1	0.00%	1.00%	1.10%
Polen Capital Focus U.S. Growth	32.0%	1	15.5%	2	-		-		-		0.00%	1.00%	1.50%
Sanlam FOUR US Dividend Income	13.0%	4	9.5%	4	-		-		-		0.00%	0.95%	1.28%
Schroder QEP US Core	20.4%	2	12.2%	3	36.3%	1	2.7%	2	16.4%	2	0.00%	0.45%	0.48%
SIP Fidelity American Managed	14.4%	4	7.5%	4	32.4%	3	7.4%	1	16.3%	2	0.00%	1.00%	1.17%
SIP North American Equityy ▲	19.6%	2	15.6%	2	33.1%	2	-0.4%	4	18.2%	1	0.00%	0.60%	0.75%
Threadneedle American Select	19.0%	3	17.9%	1	31.9%	3	1.7%	3	13.7%	3	0.00%	1.00%	1.20%
<b>North American Smaller Companies</b>													
Schroder US Smaller Companies	14.3%	4	14.4%	2	33.7%	2	9.0%	1	7.2%	4	0.00%	1.00%	1.20%
<b>Protected</b>													
Investec Multi Asset Protector	1.8%	2	7.5%	1	8.0%	2	2.0%	1	6.2%	1	0.00%	1.00%	1.32%
<b>Specialist</b>													
BlackRock Gold and General	-21.4%	4	-16.8%	4	117.7%	1	-25.9%	4	-8.3%	4	0.00%	1.15%	1.21%
Blackrock Natural Resources Growth and Income	11.5%	1	9.8%	1	49.7%	1	-		-		0.00%	0.90%	1.20%
Invesco Perpetual Latin American	-6.8%	4	9.9%	1	52.9%	1	-38.7%	4	-3.6%	4	0.00%	1.00%	1.21%
JPMorgan Natural Resources	13.2%	1	11.5%	1	65.3%	1	-44.8%	4	-4.2%	4	0.00%	1.00%	1.13%
Jupiter Emerging European Opportunities	0.9%	3	19.0%	1	41.7%	1	-21.5%	4	-16.5%	4	0.00%	1.10%	1.50%
Jupiter Financial Opportunities	17.3%	1	15.8%	1	18.4%	2	5.5%	1	4.4%	3	0.00%	1.10%	1.34%
Jupiter International Financials	16.4%	1	19.7%	1	19.6%	2	6.5%	1	5.2%	3	0.00%	0.85%	1.16%
P2strategies Global	9.9%	1	9.6%	1	2.8%	4	-8.0%	4	7.7%	1	0.00%	0.90%	0.99%
Sanlam FOUR Multi-Strategy	4.7%	2	5.0%	3	6.1%	3	-1.5%	3	-		0.00%	0.90%	1.40%
Sarasin AgriSar	16.1%	1	13.5%	1	37.5%	1	-6.9%	4	4.1%	3	0.00%	1.00%	1.34%

## Pinnacle range of funds – pension

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	% growth over one year to end September												
	2018	Qtl	2017	Qtl	2016	Qtl	2015	Qtl	2014	Qtl	Initial charge	AMC	TER
<b>Strategic Bond</b>													
Artemis High Income	1.3%	1	9.0%	1	8.9%	4	1.7%	4	10.5%	1	0.00%	0.75%	0.80%
Artemis Strategic Bond	1.1%	1	6.6%	1	10.0%	4	2.4%	4	7.4%	1	0.00%	0.70%	0.80%
Baillie Gifford Corporate Bond	1.4%	1	4.8%	1	11.2%	4	2.7%	4	10.4%	1	0.00%	0.70%	0.73%
Cazenove Strategic Bond	1.4%	1	5.5%	1	7.9%	4	2.1%	4	4.1%	4	0.00%	0.70%	0.80%
Fidelity Strategic Bond	-1.3%	4	0.5%	1	6.8%	4	1.8%	4	7.7%	1	0.00%	0.70%	0.89%
Henderson Preference and Bond	-0.9%	4	5.8%	1	9.0%	4	4.2%	4	9.6%	1	0.00%	0.75%	0.88%
Henderson Strategic Bond	-1.4%	4	2.9%	1	8.1%	4	3.9%	4	9.1%	1	0.00%	0.75%	0.79%
Invesco Perpetual Monthly Income Plus	0.0%	2	8.5%	1	6.7%	4	1.6%	4	7.9%	1	0.00%	0.75%	0.90%
Jupiter Strategic Bond	-0.7%	4	3.7%	1	6.4%	4	2.7%	4	9.1%	1	0.00%	0.85%	1.11%
Kames Strategic Bond	1.2%	1	3.4%	1	6.7%	4	-1.2%	4	6.7%	1	0.00%	0.75%	0.86%
M&G Optimal Income	0.5%	1	6.5%	1	7.9%	4	-0.1%	4	7.3%	1	0.00%	0.75%	0.89%
PFS TwentyFour IF Dynamic Bond	0.9%	1	8.2%	1	5.3%	4	-	-	-	-	0.00%	0.95%	1.05%
Sanlam Strategic Bond	-	-	-	-	-	-	-	-	-	-	0.00%	0.60%	0.78%
Schroder Strategic Credit	1.2%	1	5.0%	1	-	-	-	-	-	-	0.00%	1.25%	1.41%
SPW Strategic Investment Grade Bond	1.7%	1	8.6%	1	8.5%	4	5.4%	2	-	-	0.00%	0.75%	0.86%
<b>Targeted Absolute Return</b>													
City Financial Absolute Equity	-27.8%	4	25.2%	1	-19.6%	4	-	-	-	-	0.00%	1.00%	1.20%
Invesco Perpetual Global Targeted Returns	-1.6%	4	1.7%	3	3.6%	4	-	-	-	-	0.00%	1.12%	1.12%
Sanlam FOUR Multi-Strategy Founder Acc	4.8%	2	-	-	-	-	-	-	-	-	0.00%	0.70%	0.98%
<b>UK All Companies</b>													
BlackRock UK	13.6%	1	11.9%	2	14.3%	2	4.8%	2	6.2%	2	0.00%	1.00%	1.06%
BlackRock UK Equity Tracker	7.1%	1	9.6%	3	19.6%	1	-4.4%	4	5.1%	3	0.00%	0.30%	0.32%
Cazenove UK Opportunities	3.1%	3	12.1%	2	11.3%	3	-2.9%	3	-5.6%	4	0.00%	1.00%	1.10%
CF Miton UK Value Opportunities	3.3%	3	21.3%	1	-	-	-	-	-	-	0.00%	1.00%	1.12%
Fidelity UK Index	7.0%	1	10.1%	3	19.1%	1	-4.7%	4	5.1%	3	0.00%	0.35%	0.35%
Franklin UK Managers' Focus	7.6%	1	11.0%	3	11.1%	3	13.2%	1	-	-	0.00%	1.00%	1.20%
Franklin UK Mid Cap	8.2%	1	18.2%	1	2.7%	4	15.2%	1	6.0%	2	0.00%	1.00%	1.08%
HSBC FTSE All-Share Index	7.1%	1	10.2%	3	19.3%	1	-4.4%	4	5.3%	3	0.00%	0.30%	0.32%
Invesco Perpetual UK Focus	1.0%	4	20.0%	1	13.5%	2	-5.3%	4	5.8%	3	0.00%	1.00%	1.11%
Investec UK Alpha	6.9%	1	10.7%	3	-	-	-	-	-	-	0.00%	1.10%	1.45%
Kames Ethical Equity	4.9%	3	6.9%	4	8.5%	4	9.6%	1	7.5%	2	0.00%	1.00%	1.08%
L&G UK Index Trust	7.0%	1	10.9%	3	18.0%	1	-3.6%	3	4.5%	3	0.00%	0.35%	0.36%
M&G Recovery	6.6%	1	13.9%	2	12.7%	2	-8.7%	4	-3.1%	4	0.00%	1.00%	1.15%
Sanlam FOUR Active UK Equity	5.4%	2	13.5%	2	8.8%	3	-7.2%	4	5.3%	3	0.00%	0.75%	1.21%
Schroder Recovery	9.1%	1	14.6%	2	18.9%	1	-8.8%	4	-	-	0.00%	1.00%	1.17%
Schroder UK Alpha Plus	7.9%	1	7.5%	4	15.8%	1	-3.7%	4	4.5%	3	0.00%	1.00%	1.19%
SIP Fidelity UK Managed	6.0%	2	11.8%	2	12.8%	2	4.2%	2	3.8%	4	0.00%	1.00%	1.20%
SIP UK Equity ▲	8.0%	1	14.6%	2	7.6%	4	-5.5%	4	4.2%	3	0.00%	0.60%	0.72%
TM Sanditon UK Equity	4.3%	3	-0.6%	4	14.9%	2	-	-	-	-	0.00%	0.90%	1.02%

## Pinnacle range of funds – pension

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	% growth over one year to end September												
	2018	Qtl	2017	Qtl	2016	Qtl	2015	Qtl	2014	Qtl	Initial charge	AMC	TER
<b>UK Equity &amp; Bond Income</b>													
Sanlam Accel Income	2.5%	4	7.1%	4	12.1%	3	1.2%	3	6.0%	4	0.00%	1.13%	1.25%
<b>UK Equity Income</b>													
Artemis Income	6.2%	1	9.8%	2	13.6%	3	-0.1%	3	8.8%	1	0.00%	1.00%	1.04%
AXA Framlington Monthly Income	4.1%	3	13.7%	1	12.6%	3	2.0%	2	16.2%	1	0.00%	1.00%	1.21%
Jupiter Income Trust	7.5%	1	7.5%	3	24.5%	1	-1.7%	4	7.9%	2	0.00%	1.10%	1.29%
Miton Income	6.2%	1	6.3%	4	16.1%	2	6.1%	1	7.5%	2	0.00%	1.00%	1.22%
Neptune Income Fund	8.4%	1	11.0%	2	18.7%	1	-1.3%	3	4.5%	4	0.00%	1.20%	1.26%
Schroder Income Maximiser	10.7%	1	11.7%	1	15.9%	2	-5.7%	4	5.2%	4	0.00%	1.00%	1.16%
Unicorn UK Income	-2.6%	4	19.0%	1	-		-		-		0.00%	1.00%	1.06%
<b>UK FTSE Large Cap</b>													
Artemis Capital	6.7%	1	18.0%	1	7.9%	4	5.1%	2	8.1%	1	0.00%	1.00%	1.09%
JOHCM UK Opportunities	3.7%	3	2.7%	4	20.2%	1	3.9%	2	7.0%	2	0.00%	0.80%	0.89%
JPMorgan UK Strategic Growth	8.3%	1	9.6%	3	15.0%	2	7.4%	1	8.4%	1	0.00%	1.00%	1.06%
Lazard UK Omega	6.6%	2	10.0%	3	17.1%	1	-2.5%	3	3.0%	4	0.00%	1.00%	1.03%
<b>UK FTSE Mid Cap</b>													
Old Mutual UK Mid Cap	6.9%	1	24.7%	1	13.8%	2	22.9%	1	9.5%	1	0.00%	1.00%	1.04%
Schroder UK Mid 250	4.7%	3	19.3%	1	1.9%	4	4.3%	2	7.3%	2	0.00%	1.00%	1.19%
<b>UK Gilts</b>													
Allianz Gilt Yield	0.4%	1	-4.6%	1	14.2%	1	6.3%	3	4.9%	2	0.00%	0.60%	0.65%
Fidelity Institutional UK Gilt	0.9%	1	-3.9%	1	13.8%	1	7.2%	2	6.2%	1	0.00%	0.35%	0.42%
L&G All Stocks Gilt Index Trust	0.8%	1	-4.7%	1	12.9%	2	7.9%	1	5.5%	1	0.00%	0.35%	0.38%
SIP Gilt Edged ▲	2.9%	1	-4.8%	2	14.5%	1	8.1%	1	5.2%	1	0.00%	0.30%	0.38%
Vanguard UK Government Bond	0.5%	1	-5.1%	2	14.6%	1	8.8%	1	6.1%	1	0.00%	0.25%	0.25%
<b>UK Index Linked Gilts</b>													
L&G Index-Linked Gilt Index Trust	1.3%	2	-5.8%	1	25.5%	3	10.5%	3	8.4%	3	0.00%	0.35%	0.40%
<b>UK Property</b>													
Aviva Investors Property Trust	5.1%	4	6.6%	4	-2.4%	3	2.7%	4	17.4%	1	0.00%	0.85%	1.17%
SIP Property ▲	11.0%	1	15.2%	1	3.5%	1	10.2%	3	23.3%	1	0.00%	0.20%	0.36%
<b>UK Smaller Companies</b>													
Artemis UK Smaller Companies	9.8%	2	27.0%	2	12.0%	1	11.1%	3	6.3%	2	0.00%	1.00%	1.06%
BlackRock UK Smaller Companies	14.4%	1	27.3%	2	11.4%	1	15.6%	2	3.5%	3	0.00%	1.00%	1.09%
Old Mutual UK Smaller Companies	9.7%	2	31.2%	1	15.4%	1	15.2%	2	7.5%	2	0.00%	1.10%	1.26%
<b>UK Specialist</b>													
Artemis UK Special Situations	2.4%	4	5.5%	4	14.0%	2	-2.5%	3	6.6%	2	0.00%	1.00%	1.05%
AXA Framlington UK Select Opportunities	4.0%	3	8.9%	4	10.1%	3	1.6%	2	5.7%	3	0.00%	1.00%	1.09%
BlackRock UK Special Situations	10.5%	1	16.9%	1	14.9%	2	3.1%	2	-2.4%	4	0.00%	1.00%	1.09%

## Pinnacle range of funds – pension

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	% growth over one year to end September												
	2018	Qtl	2017	Qtl	2016	Qtl	2015	Qtl	2014	Qtl	Initial charge	AMC	TER

Unclassified													
SIP Accel Blue	4.4%		8.4%		19.1%		1.4%		5.9%		0.00%	0.50%	1.04%
SIP Accel Green	3.0%		6.7%		16.8%		1.7%		5.7%		0.00%	0.50%	1.02%
SIP Accel Indigo	5.4%		11.1%		21.1%		0.3%		5.4%		0.00%	0.50%	1.03%
SIP Accel Orange	0.9%		2.3%		8.2%		1.3%		2.4%		0.00%	0.50%	0.86%
SIP Accel Yellow	2.0%		4.5%		13.9%		1.7%		4.5%		0.00%	0.50%	0.93%

## Pinnacle range of funds – life

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	% growth over one year to end September												
	2018	Qtl	2017	Qtl	2016	Qtl	2015	Qtl	2014	Qtl	Initial charge	AMC	TER
<b>Asia Pacific Excluding Japan</b>													
Aberdeen Asia Pacific	3.7%	3	10.4%	3	29.2%	4	-12.8%	4	3.5%	3	0.00%	0.88%	0.93%
BlackRock Asian Special Situations	-1.8%	4	11.6%	3	37.4%	1	-1.4%	1	-		0.00%	0.80%	0.96%
BlackRock Pacific ex Japan Equity Tracker	6.8%	1	9.7%	4	43.5%	1	-14.1%	4	0.9%	4	0.00%	0.24%	0.31%
Fidelity South East Asia	5.7%	2	14.2%	2	37.2%	1	-2.2%	1	5.0%	2	0.00%	0.80%	0.98%
First State Asia Pacific Leaders	11.2%	1	2.6%	4	24.6%	4	-0.2%	1	10.1%	1	0.00%	0.80%	0.85%
Invesco Perpetual Asian	3.6%	3	20.0%	1	43.2%	1	-10.2%	3	7.0%	2	0.00%	0.80%	1.01%
L&G Pacific Index Trust	6.5%	1	10.0%	4	39.6%	1	-14.0%	4	1.0%	4	0.00%	0.28%	0.37%
Martin Currie Asia Pacific	3.7%	3	12.1%	3	37.8%	1	-8.3%	3	-1.5%	4	0.00%	0.80%	1.01%
Schroder ISF Asian Total Return	2.2%	4	14.7%	2	32.2%	3	0.6%	1	6.6%	2	0.00%	0.92%	1.13%
SIP Far East Excluding Japan Equity +▲	-0.7%	4	15.1%	2	30.5%	3	-1.2%	1	5.7%	2	0.00%	0.60%	0.83%
<b>Asia Pacific Including Japan</b>													
SIP Far East Including Japan Equity +▲	2.7%	4	15.0%	1	25.5%	4	2.5%	1	2.9%	3	0.00%	0.70%	0.92%
SIP Fidelity Pacific Managed	6.4%	3	12.8%	3	33.0%	2	0.2%	1	2.3%	4	0.00%	0.80%	0.98%
<b>BRIC (Brazil, Russia, India, China)</b>													
Henderson China Opportunities	4.1%	2	18.2%	1	39.0%	1	-0.5%	3	7.2%	1	0.00%	0.80%	0.96%
<b>Corporate Bond</b>													
BlackRock Corporate Bond Tracker	0.2%	1	-0.6%	3	12.1%	1	3.1%	1	-		0.00%	0.32%	0.34%
Henderson All Stocks Credit	0.7%	1	0.1%	2	11.8%	1	3.5%	1	7.0%	1	0.00%	0.56%	0.71%
Invesco Perpetual Corporate Bond	0.3%	1	1.8%	1	7.3%	4	2.3%	2	5.7%	1	0.00%	0.68%	0.83%
JPMorgan Sterling Corporate Bond	-0.0%	1	-0.4%	3	11.7%	1	3.4%	1	6.9%	1	0.00%	0.60%	0.74%
Kames Sterling Corporate Bond	0.2%	1	0.2%	2	9.4%	2	3.2%	1	6.2%	1	0.00%	0.56%	0.66%
L&G Fixed Interest Trust	0.2%	1	-0.8%	3	12.8%	1	3.6%	1	7.3%	1	0.00%	0.36%	0.40%
M&G Short Dated Corporate Bond	0.3%	1	2.4%	1	3.6%	4	1.1%	4	4.0%	4	0.00%	0.40%	0.52%
M&G Strategic Corporate Bond	0.1%	1	2.0%	1	8.6%	3	2.1%	3	6.7%	1	0.00%	0.60%	0.74%
Old Mutual Corporate Bond	1.0%	1	-0.1%	2	10.7%	1	1.4%	3	7.7%	1	0.00%	0.60%	0.64%
<b>Deposit &amp; Treasury</b>													
L&G Cash Trust	0.2%	1	-0.0%	2	0.2%	1	0.1%	1	-0.0%	2	0.00%	0.28%	0.30%
<b>Europe Excluding UK</b>													
Artemis European Growth	-1.0%	4	19.3%	2	18.4%	2	-0.8%	4	5.9%	1	0.00%	0.80%	0.83%
BlackRock Continental European	7.1%	1	14.9%	4	16.4%	3	7.9%	1	-		0.00%	0.80%	0.94%
BlackRock Continental European Equity Tracker	2.9%	2	16.4%	3	18.3%	2	-1.9%	4	4.4%	2	0.00%	0.24%	0.27%
BlackRock Continental European Income	1.6%	3	11.9%	4	17.5%	2	6.4%	1	6.7%	1	0.00%	0.72%	0.88%
BlackRock European Dynamic No2	-		-		-		-		-		0.00%	0.80%	0.94%
Cazenove European	1.1%	3	14.4%	4	12.3%	4	2.1%	2	5.1%	2	0.00%	0.80%	0.87%
GLG Continental Europe	7.1%	1	-		-		-		-		0.00%	0.80%	0.92%
Henderson European Selected Opportunities	2.3%	2	13.7%	4	15.2%	3	1.8%	3	8.7%	1	0.00%	0.80%	0.92%
IM Argonaut European Income	-0.0%	4	12.7%	4	11.6%	4	4.3%	2	5.0%	2	0.00%	0.80%	0.88%
JPMorgan Europe Dynamic (ex UK)	3.0%	2	16.6%	3	17.4%	2	2.6%	2	8.7%	1	0.00%	0.80%	0.94%
Jupiter European Special Situations	0.1%	3	13.2%	4	16.3%	3	3.3%	2	2.9%	3	0.00%	0.88%	1.13%
L&G European Index Trust	2.9%	2	16.4%	3	18.0%	2	-1.3%	4	5.6%	2	0.00%	0.28%	0.33%

## Pinnacle range of funds – life

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	% growth over one year to end September												
	2018	Qtl	2017	Qtl	2016	Qtl	2015	Qtl	2014	Qtl	Initial charge	AMC	TER
Neptune European Opportunities	-1.3%	4	32.7%	1	11.4%	4	-2.0%	4	2.2%	3	0.00%	0.80%	0.85%
S&W European Growth Trust	0.2%	3	13.9%	4	15.7%	3	5.4%	2	2.7%	3	0.00%	0.80%	0.89%
Schroder European Alpha Plus	0.9%	3	22.2%	1	19.3%	1	-0.1%	3	-		0.00%	0.80%	0.97%
SIP European Equity + ▲	2.8%	2	22.1%	1	13.2%	4	5.0%	2	2.9%	3	0.00%	0.60%	0.76%
SIP Fidelity European Managed	5.7%	1	13.6%	4	19.2%	1	2.9%	2	3.0%	3	0.00%	0.80%	0.97%
Threadneedle European Select	5.3%	1	12.2%	4	18.3%	2	6.6%	1	3.3%	3	0.00%	0.80%	0.95%
<b>European Smaller Companies</b>													
Henderson European Smaller Companies	3.8%	2	30.9%	1	24.0%	1	10.2%	1	3.5%	3	0.00%	0.80%	0.95%
JPMorgan Europe Smaller Companies	6.7%	1	16.5%	3	28.3%	1	16.9%	1	-0.1%	4	0.00%	0.80%	1.10%
<b>Flexible Investment</b>													
Cirilium Dynamic	5.0%	3	11.1%	2	16.4%	3	-0.5%	3	7.3%	1	0.00%	0.72%	1.08%
Fidelity MultiManager Growth	3.5%	4	7.1%	4	14.1%	4	-1.2%	3	3.9%	4	0.00%	0.48%	1.23%
Henderson Multi-Manager Active	5.5%	2	7.9%	3	17.4%	2	-0.2%	2	5.6%	3	0.00%	0.80%	1.71%
Jupiter Merlin Growth Portfolio	9.0%	1	6.3%	4	17.0%	2	3.0%	1	5.8%	3	0.00%	0.80%	1.79%
<b>Global Bond</b>													
Invesco Perpetual Global Bond	-0.9%	3	0.4%	1	10.5%	3	1.9%	2	1.0%	2	0.00%	0.68%	0.83%
Old Mutual Global Strategic Bond	-1.9%	4	1.2%	1	6.1%	4	-3.3%	4	-0.6%	3	0.00%	0.60%	0.70%
SLI Global Index Linked Bond	1.0%	1	-2.8%	3	10.2%	3	2.8%	1	3.9%	1	0.00%	0.60%	0.68%
Templeton Global Total Return Bond	-6.6%	4	11.8%	1	2.9%	4	-7.9%	4	4.7%	1	0.00%	0.60%	0.60%
Threadneedle Global Bond	0.6%	1	-6.2%	4	20.7%	2	5.4%	1	3.2%	1	0.00%	0.60%	0.76%
<b>Global Emerging Markets</b>													
Allianz Bric Stars	3.0%	1	13.7%	3	34.7%	3	-12.7%	2	7.8%	1	0.00%	0.88%	1.42%
BlackRock Emerging Markets Equity Tracker	1.6%	2	11.0%	4	37.9%	2	-16.7%	3	5.3%	2	0.00%	0.24%	0.27%
Fidelity Institutional Emerging Markets	-1.8%	3	13.7%	3	29.2%	4	-6.7%	1	3.7%	2	0.00%	0.92%	1.14%
JPMorgan Emerging Markets	-0.0%	2	14.6%	2	43.2%	1	-15.6%	3	1.8%	3	0.00%	0.80%	1.01%
Sanlam Emerging Markets Equity Tracker	-1.0%	3	7.3%	4	13.1%	4	8.2%	1	-		0.00%	0.44%	0.44%
SIP Developing Markets + ▲	-2.3%	3	15.0%	2	38.9%	2	-16.9%	3	3.3%	2	0.00%	0.20%	1.61%
Somerset Emerging Markets Dividend Growth	-6.7%	4	14.2%	3	24.8%	4	-5.8%	1	2.1%	3	0.00%	0.92%	1.21%
<b>Global Equity Income</b>													
Newton Global Higher Income	9.6%	2	6.0%	4	32.3%	1	2.9%	1	7.1%	2	0.00%	0.80%	0.92%
<b>Global Growth</b>													
Fidelity Global Special Situations	11.9%	1	14.5%	2	26.6%	1	4.1%	1	9.9%	1	0.00%	0.80%	0.98%
Henderson World Select	9.3%	2	10.3%	3	18.9%	4	0.9%	2	2.7%	4	0.00%	0.80%	1.02%
Jupiter Ecology	2.1%	4	10.5%	3	23.4%	2	-0.8%	3	2.4%	4	0.00%	0.88%	1.04%
Jupiter Global Managed	11.5%	1	9.2%	4	22.3%	3	-1.8%	3	6.8%	2	0.00%	0.88%	1.10%
L&G International Index Trust	11.7%	1	11.3%	3	27.0%	1	-0.4%	3	8.6%	1	0.00%	0.32%	0.38%
M&G Global Basics	5.9%	3	9.3%	4	35.7%	1	-9.6%	4	-2.6%	4	0.00%	0.80%	0.90%
Sanlam FOUR Active Global Equity	6.7%	3	13.1%	2	24.7%	2	-10.3%	4	7.2%	2	0.00%	0.60%	1.00%
Sanlam Global Best Ideas + ▲	7.1%	3	13.2%	2	19.2%	4	-4.5%	4	3.8%	4	0.00%	0.80%	1.07%
Sanlam Global Financial + ▲	1.9%	4	22.5%	1	26.3%	1	-10.1%	4	9.5%	1	0.00%	0.80%	1.06%
Sanlam Private Wealth Global High Quality	8.4%	3	-		-		-		-		0.00%	0.64%	0.75%

## Pinnacle range of funds – life

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	% growth over one year to end September												
	2018	Qtl	2017	Qtl	2016	Qtl	2015	Qtl	2014	Qtl	Initial charge	AMC	TER
SIP Fidelity International Special Situations Managed	9.5%	2	10.3%	4	24.4%	2	5.0%	1	9.6%	1	0.00%	0.80%	0.95%
SIP International Equity + ▲	15.2%	1	15.2%	1	17.7%	4	0.3%	2	8.9%	1	0.00%	0.70%	0.87%
SIP Managed Investment Trust + ▲	13.2%	1	22.1%	1	20.9%	3	-0.3%	3	4.2%	4	0.00%	0.20%	1.39%
T. Bailey Growth	8.6%	3	9.7%	4	17.8%	4	6.0%	1	5.3%	3	0.00%	0.80%	1.94%
<b>Global Property</b>													
Fidelity Global Property	6.5%	1	-1.7%	3	26.7%	1	8.7%	2	2.7%	3	0.00%	0.80%	0.94%
Premier Pan European Property Share	8.7%	1	1.4%	1	5.5%	4	16.8%	1	18.4%	1	0.00%	0.80%	1.07%
<b>High Yield Bond</b>													
JPMorgan Global High Yield Bond	1.9%	1	7.8%	1	10.3%	1	-2.2%	4	5.1%	2	0.00%	0.60%	0.92%
Kames High Yield Bond	1.3%	1	6.0%	2	8.7%	1	-1.0%	2	7.0%	1	0.00%	0.66%	0.76%
<b>Japan</b>													
AXA Framlington Japan	10.0%	2	8.1%	4	40.8%	1	2.2%	3	6.6%	1	0.00%	0.80%	1.02%
BlackRock Japan Equity Tracker	10.2%	2	7.8%	4	27.6%	3	2.6%	3	0.4%	2	0.00%	0.24%	0.28%
GLG Japan CoreAlpha	8.4%	3	13.1%	2	24.5%	4	3.7%	2	1.8%	1	0.00%	0.80%	1.65%
Invesco Perpetual Japan	8.4%	3	8.9%	4	24.6%	4	2.4%	3	-1.4%	3	0.00%	0.80%	0.95%
L&G Japan Index Trust	10.0%	2	7.9%	4	28.5%	2	1.7%	3	-0.5%	3	0.00%	0.28%	0.34%
Legg Mason Japan Equity	22.2%	1	5.7%	4	-		-		-		0.00%	0.80%	1.02%
Legg Mason Japan Equity (Hedged)	20.6%	1	17.1%	1	27.7%	2	-		-		0.00%	0.80%	1.10%
Neptune Japan Opportunities	2.2%	4	24.6%	1	-0.7%	4	-6.8%	4	-		0.00%	0.80%	0.82%
SIP Fidelity Japan Managed	8.2%	3	10.4%	3	27.5%	3	3.8%	2	0.2%	2	0.00%	0.80%	0.96%
SIP Japan + ▲	9.5%	2	15.0%	1	18.3%	4	8.3%	1	0.1%	2	0.00%	0.60%	0.78%
<b>Mixed Investment 20%-60% Shares</b>													
Cirilium Balanced	2.5%	2	8.2%	1	13.2%	1	0.7%	2	4.1%	3	0.00%	0.72%	1.02%
Cirilium Conservative	0.8%	3	4.9%	3	11.0%	2	1.9%	1	3.4%	3	0.00%	0.60%	1.00%
Cirilium Strategic Income	-0.0%	4	2.8%	4	12.6%	1	0.1%	3	6.6%	1	0.00%	0.72%	1.06%
Fidelity Multi Asset Strategic	2.9%	1	2.1%	4	11.8%	2	3.2%	1	4.4%	2	0.00%	0.64%	1.02%
Invesco Perpetual Distribution	1.2%	3	5.1%	2	7.4%	4	0.7%	2	6.7%	1	0.00%	0.72%	0.83%
Investec Cautious Managed	-0.8%	4	7.1%	1	12.3%	2	-3.6%	4	0.5%	4	0.00%	0.72%	0.81%
JPMorgan Cautious Total Return	0.1%	4	1.7%	4	4.3%	4	4.6%	1	7.1%	1	0.00%	0.68%	0.82%
Jupiter Merlin Income Portfolio	4.1%	1	4.5%	3	9.4%	3	0.6%	2	3.5%	3	0.00%	0.80%	1.59%
Kames Ethical Cautious Managed	2.8%	1	2.9%	4	7.1%	4	6.6%	1	6.7%	1	0.00%	0.60%	0.71%
T. Bailey Dynamic Cautious Managed	3.2%	1	7.1%	1	7.7%	4	4.3%	1	5.2%	2	0.00%	0.80%	1.47%
<b>Mixed Investment 40%-85% Shares</b>													
AXA Framlington Managed Balanced	5.8%	1	6.0%	4	15.4%	2	-0.0%	3	4.6%	3	0.00%	0.60%	0.64%
Cirilium Moderate	3.7%	3	9.5%	1	15.7%	2	-0.7%	3	6.0%	2	0.00%	0.72%	1.06%
GLG Technology	3.8%	3	9.8%	1	9.6%	4	8.1%	1	1.7%	4	0.00%	1.00%	1.39%
Jupiter High Income	-1.0%	4	7.1%	3	10.3%	4	3.9%	1	7.5%	1	0.00%	0.88%	1.13%
Jupiter Merlin Balanced Portfolio	7.5%	1	6.3%	4	16.1%	1	3.1%	1	4.5%	3	0.00%	0.80%	1.42%
Schroder Multi-Manager Diversity Balanced	1.4%	4	6.3%	4	9.9%	4	0.2%	2	2.8%	4	0.00%	0.80%	1.49%
SIP Fidelity International Managed	5.9%	1	6.5%	4	14.4%	2	3.4%	1	6.8%	1	0.00%	0.80%	0.94%
SIP Managed + ▲	4.2%	3	8.2%	2	13.7%	3	0.6%	2	4.0%	4	0.00%	0.70%	0.85%



## Pinnacle range of funds – life

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	% growth over one year to end September												
	2018	Qtl	2017	Qtl	2016	Qtl	2015	Qtl	2014	Qtl	Initial charge	AMC	TER
<b>Money Market</b>													
Henderson Institutional Cash Corporate	0.1%	1	-0.0%	3	0.4%	1	0.4%	1	-		0.00%	0.36%	0.39%
JPM Sterling Liquidity	-0.0%	3	-0.0%	3	0.3%	1	0.3%	1	-		0.00%	0.33%	0.37%
SIP Interest <b>+ ▲</b>	-0.0%	3	-0.0%	3	-0.2%	3	0.5%	1	0.1%	1	0.00%	0.15%	0.20%
<b>North America</b>													
AXA Framlington American Growth	27.9%	1	10.7%	3	19.6%	4	7.5%	1	13.9%	2	0.00%	0.80%	0.88%
BlackRock North American Equity Tracker	15.6%	3	11.0%	3	28.2%	2	1.7%	3	14.0%	2	0.00%	0.24%	0.26%
Fidelity Index US	16.4%	2	10.8%	3	28.5%	2	3.5%	2	-		0.00%	0.27%	0.27%
HSBC American Index	16.6%	2	11.0%	3	29.2%	1	2.7%	2	15.1%	2	0.00%	0.24%	0.25%
JPMorgan US	15.8%	3	11.5%	3	23.2%	4	2.3%	2	16.1%	1	0.00%	0.80%	0.89%
L&G US Index Trust	16.7%	2	10.8%	3	28.2%	2	3.6%	2	15.1%	1	0.00%	0.28%	0.31%
Martin Currie North American	19.6%	1	9.2%	4	23.8%	4	1.9%	3	13.2%	3	0.00%	0.80%	0.94%
Old Mutual North American Equity	15.2%	3	14.3%	1	28.9%	1	5.3%	1	15.4%	1	0.00%	0.80%	0.88%
Polen Capital Focus U.S. Growth	25.7%	1	12.5%	2	-		-		-		0.00%	0.80%	1.20%
Sanlam FOUR US Dividend Income	10.8%	4	7.6%	4	-		-		-		0.00%	0.76%	1.02%
Schroder QEP US Core	16.7%	2	9.8%	4	28.8%	1	2.4%	2	25.2%	1	0.00%	0.36%	0.38%
SIP Fidelity American Managed	12.1%	4	6.2%	4	26.0%	3	6.3%	1	13.9%	2	0.00%	0.80%	0.94%
SIP North American Equity <b>+ ▲</b>	15.8%	3	13.9%	2	28.4%	2	-0.0%	4	14.1%	2	0.00%	0.60%	0.75%
Threadneedle American Select	15.8%	3	14.4%	1	25.7%	3	1.7%	3	12.1%	3	0.00%	0.80%	0.96%
<b>North American Smaller Companies</b>													
Schroder US Smaller Companies	12.0%	4	11.7%	3	27.1%	2	7.6%	1	6.8%	4	0.00%	0.80%	0.96%
<b>Protected</b>													
Investec Multi Asset Protector	1.9%	3	6.0%	2	6.8%	3	1.7%	1	6.3%	1	0.00%	0.80%	1.06%
<b>Specialist</b>													
BlackRock Gold and General	-21.1%	4	-15.7%	4	115.4%	1	-25.8%	4	-9.9%	4	0.00%	0.92%	0.97%
Blackrock Natural Resources Growth and Income	9.8%	1	7.5%	2	47.5%	1	-		-		0.00%	0.72%	0.96%
Invesco Perpetual Latin American	-6.4%	4	9.9%	2	52.9%	1	-38.7%	4	-3.5%	4	0.00%	0.80%	0.97%
JPMorgan Natural Resources	13.7%	1	11.6%	1	65.4%	1	-44.8%	4	-5.1%	4	0.00%	0.80%	0.90%
Jupiter Emerging European Opportunities	1.3%	3	17.5%	1	41.8%	1	-21.5%	4	-16.2%	4	0.00%	0.88%	1.20%
Jupiter Financial Opportunities	14.4%	1	12.8%	1	15.2%	2	4.8%	1	4.4%	3	0.00%	0.88%	1.07%
Jupiter International Financials	13.7%	1	15.8%	1	16.1%	2	5.5%	1	4.8%	2	0.00%	0.68%	0.93%
P2strategies Global	8.3%	1	8.6%	2	2.9%	4	-8.1%	4	6.3%	2	0.00%	0.72%	0.79%
Sanlam FOUR Multi-Strategy	4.2%	2	3.9%	3	5.1%	4	-1.4%	3	-		0.00%	0.72%	1.12%
Sarasin AgriSar	13.3%	1	10.9%	1	31.3%	1	-6.3%	4	3.8%	3	0.00%	0.80%	1.07%
<b>Strategic Bond</b>													
Artemis High Income	2.7%	1	8.5%	1	8.6%	4	2.8%	4	10.4%	1	0.00%	0.60%	0.64%
Artemis Strategic Bond	1.1%	1	5.4%	1	8.5%	4	2.2%	4	6.9%	1	0.00%	0.56%	0.64%
Baillie Gifford Corporate Bond	1.1%	1	3.9%	1	9.1%	4	2.2%	4	9.0%	1	0.00%	0.56%	0.58%
Cazenove Strategic Bond	1.5%	1	5.6%	1	7.9%	4	2.1%	4	3.5%	4	0.00%	0.56%	0.64%
Fidelity Strategic Bond	-0.6%	4	0.8%	1	5.8%	4	1.9%	4	7.0%	1	0.00%	0.56%	0.71%

## Pinnacle range of funds – life

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	% growth over one year to end September												
	2018	Qtl	2017	Qtl	2016	Qtl	2015	Qtl	2014	Qtl	Initial charge	AMC	TER
Henderson Preference and Bond	-0.5%	3	5.7%	1	8.6%	4	4.3%	2	9.2%	1	0.00%	0.60%	0.70%
Henderson Strategic Bond	-1.0%	4	3.2%	1	7.7%	4	4.1%	3	8.6%	1	0.00%	0.60%	0.63%
Invesco Perpetual Monthly Income Plus	0.5%	1	6.9%	1	6.1%	4	1.6%	4	7.3%	1	0.00%	0.60%	0.72%
Jupiter Strategic Bond	-0.8%	4	3.2%	1	5.9%	4	2.6%	4	7.9%	1	0.00%	0.68%	0.89%
Kames Strategic Bond	1.1%	1	2.8%	1	5.8%	4	-0.7%	4	5.7%	1	0.00%	0.60%	0.69%
M&G Optimal Income	0.9%	1	5.4%	1	6.8%	4	0.1%	4	6.5%	1	0.00%	0.60%	0.71%
PFS TwentyFour IF Dynamic Bond	1.0%	1	6.7%	1	4.8%	4	-	-	-	-	0.00%	0.76%	0.84%
Sanlam Strategic Bond	-	-	-	-	-	-	-	-	-	-	0.00%	0.48%	0.62%
Schroder Strategic Credit	0.9%	1	4.1%	1	-	-	-	-	-	-	0.00%	1.00%	1.13%
SPW Strategic Investment Grade Bond	1.1%	1	6.9%	1	6.8%	4	4.3%	2	-	-	0.00%	0.60%	0.69%
<b>Targeted Absolute Return</b>													
City Financial Absolute Equity	-26.2%	4	22.9%	1	-18.0%	4	-	-	-	-	0.00%	0.80%	0.96%
Invesco Perpetual Global Targeted Returns	-0.9%	4	1.2%	4	3.2%	4	-	-	-	-	0.00%	0.90%	0.90%
Sanlam FOUR Multi-Strategy Founder Acc	4.3%	2	-	-	-	-	-	-	-	-	0.00%	0.56%	0.78%
<b>UK All Companies</b>													
BlackRock UK	11.3%	1	9.7%	3	12.0%	2	4.1%	2	5.7%	2	0.00%	0.80%	0.85%
BlackRock UK Equity Tracker	6.2%	1	7.6%	4	16.4%	1	-3.9%	4	8.1%	1	0.00%	0.24%	0.26%
Cazenove UK Opportunities	3.0%	3	9.9%	3	10.2%	3	-2.7%	3	-0.6%	4	0.00%	0.80%	0.88%
CF Miton UK Value Opportunities	3.0%	3	16.8%	1	-	-	-	-	-	-	0.00%	0.80%	0.90%
Fidelity UK Index	6.0%	2	8.2%	3	17.6%	1	-4.9%	4	4.1%	3	0.00%	0.28%	0.28%
Franklin UK Managers' Focus	6.5%	1	8.7%	3	9.3%	3	10.5%	1	-	-	0.00%	0.80%	0.96%
Franklin UK Mid Cap	7.4%	1	15.2%	1	3.1%	4	12.6%	1	11.2%	1	0.00%	0.80%	0.86%
HSBC FTSE All-Share Index	6.2%	1	8.2%	3	16.9%	1	-4.1%	4	4.9%	3	0.00%	0.24%	0.26%
Invesco Perpetual UK Focus	1.3%	4	16.0%	1	11.7%	2	-4.5%	4	6.6%	2	0.00%	0.80%	0.89%
Investec UK Alpha	6.0%	2	8.6%	3	-	-	-	-	-	-	0.00%	0.88%	1.16%
Kames Ethical Equity	4.5%	3	5.7%	4	7.4%	3	7.9%	1	6.8%	1	0.00%	0.80%	0.86%
L&G UK Index Trust	6.1%	1	8.7%	3	14.7%	1	-2.7%	3	4.4%	3	0.00%	0.28%	0.29%
M&G Recovery	5.9%	2	11.2%	2	12.4%	2	-8.5%	4	-1.8%	4	0.00%	0.80%	0.92%
Sanlam FOUR Active UK Equity	4.9%	2	12.0%	2	8.8%	3	-7.2%	4	5.0%	3	0.00%	0.60%	0.97%
Schroder Recovery	7.8%	1	11.7%	2	17.9%	1	-8.8%	4	-	-	0.00%	0.80%	0.94%
Schroder UK Alpha Plus	7.0%	1	6.1%	4	13.2%	2	-2.7%	3	5.0%	3	0.00%	0.80%	0.95%
SIP Fidelity UK Managed	5.5%	2	9.8%	3	10.9%	3	3.7%	2	4.2%	3	0.00%	0.80%	0.94%
SIP UK Equity <b>+▲</b>	6.5%	1	12.1%	2	7.3%	3	-4.2%	4	3.4%	4	0.00%	0.60%	0.72%
TM Sanditon UK Equity	3.9%	3	-0.4%	4	12.8%	2	-	-	-	-	0.00%	0.72%	0.82%
<b>UK Equity &amp; Bond Income</b>													
Sanlam Accel Income	2.4%	4	5.7%	4	9.9%	4	1.1%	3	4.8%	4	0.00%	0.93%	1.05%

## Pinnacle range of funds – life

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	% growth over one year to end September												
	2018	Qtl	2017	Qtl	2016	Qtl	2015	Qtl	2014	Qtl	Initial charge	AMC	TER
<b>UK Equity Income</b>													
Artemis Income	5.6%	2	8.0%	3	11.4%	3	0.2%	3	7.9%	2	0.00%	0.80%	0.83%
AXA Framlington Monthly Income	3.8%	3	11.1%	2	10.6%	3	1.8%	2	13.9%	1	0.00%	0.80%	0.97%
Jupiter Income Trust	7.4%	1	6.8%	3	21.3%	1	-1.1%	3	7.8%	2	0.00%	0.88%	1.03%
Miton Income	5.5%	2	5.2%	4	13.5%	2	5.0%	1	7.0%	2	0.00%	0.80%	0.98%
Neptune Income Fund	7.2%	1	8.8%	3	15.8%	1	-1.3%	3	4.4%	4	0.00%	0.96%	1.01%
Schroder Income Maximiser	9.1%	1	10.0%	2	15.9%	1	-6.0%	4	5.5%	3	0.00%	0.80%	0.93%
Unicorn UK Income	-1.7%	4	15.0%	1	-		-		-		0.00%	0.80%	0.85%
<b>UK FTSE Large Cap</b>													
Artemis Capital	6.0%	2	14.5%	1	7.0%	3	4.3%	2	8.0%	1	0.00%	0.80%	0.87%
JOHCM UK Opportunities	3.6%	3	2.4%	4	16.5%	1	3.4%	2	6.0%	2	0.00%	0.64%	0.71%
JPMorgan UK Strategic Growth	7.2%	1	7.8%	4	12.5%	2	6.2%	1	7.6%	1	0.00%	0.80%	0.85%
Lazard UK Omega	5.7%	2	8.1%	3	16.8%	1	-4.4%	4	3.0%	4	0.00%	0.80%	0.82%
<b>UK FTSE Mid Cap</b>													
Old Mutual UK Mid Cap	6.2%	1	19.6%	1	11.8%	2	18.4%	1	8.7%	1	0.00%	0.80%	0.83%
Schroder UK Mid 250	4.3%	3	15.4%	1	2.0%	4	3.7%	2	7.6%	1	0.00%	0.80%	0.95%
<b>UK Gilts</b>													
Allianz Gilt Yield	0.5%	1	-3.8%	1	11.6%	1	6.1%	1	4.6%	1	0.00%	0.48%	0.52%
Fidelity Institutional UK Gilt	0.8%	1	-3.1%	1	10.9%	1	5.8%	1	5.4%	1	0.00%	0.28%	0.34%
L&G All Stocks Gilt Index Trust	0.6%	1	-3.7%	1	10.3%	2	6.6%	1	5.1%	1	0.00%	0.28%	0.30%
SIP Gilt Edged <span>+</span> <span>▲</span>	3.9%	1	-3.4%	1	12.9%	1	7.0%	1	4.9%	1	0.00%	0.30%	0.38%
Vanguard UK Government Bond	0.4%	1	-4.1%	1	11.7%	1	7.0%	1	5.4%	1	0.00%	0.20%	0.20%
<b>UK Index Linked Gilts</b>													
L&G Index-Linked Gilt Index Trust	1.1%	1	-4.6%	1	20.0%	4	8.4%	2	7.1%	2	0.00%	0.28%	0.32%
<b>UK Property</b>													
Aviva Investors Property Trust	4.4%	4	5.4%	3	-1.5%	2	2.2%	4	14.2%	2	0.00%	0.68%	0.96%
SIP Property <span>+</span> <span>▲</span>	8.6%	1	12.7%	1	2.8%	1	9.2%	3	22.5%	1	0.00%	0.16%	0.29%
<b>UK Smaller Companies</b>													
Artemis UK Smaller Companies	8.4%	2	21.3%	3	10.1%	1	8.9%	3	5.8%	2	0.00%	0.80%	0.85%
BlackRock UK Smaller Companies	12.1%	1	21.6%	3	9.6%	1	12.5%	2	3.8%	3	0.00%	0.80%	0.87%
Old Mutual UK Smaller Companies	8.3%	2	24.6%	1	12.8%	1	12.3%	2	6.9%	2	0.00%	0.88%	1.01%
<b>UK Specialist</b>													
Artemis UK Special Situations	2.5%	4	4.5%	4	11.7%	2	-1.8%	3	6.3%	2	0.00%	0.80%	0.84%
AXA Framlington UK Select Opportunities	3.7%	3	7.3%	4	8.7%	3	1.6%	3	5.5%	2	0.00%	0.80%	0.87%
BlackRock UK Special Situations	9.0%	1	13.6%	2	12.4%	2	2.7%	2	-1.2%	4	0.00%	0.80%	0.87%

## Pinnacle range of funds – life

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	% growth over one year to end September												
	2018	Qtl	2017	Qtl	2016	Qtl	2015	Qtl	2014	Qtl	Initial charge	AMC	TER

Unclassified													
SIP Accel Blue	3.9%		6.7%		16.3%		0.3%		5.1%		0.00%	0.45%	0.88%
SIP Accel Green	2.8%		5.3%		14.5%		0.6%		4.9%		0.00%	0.45%	0.87%
SIP Accel Indigo	4.7%		8.8%		17.7%		-0.7%		4.3%		0.00%	0.45%	0.87%
SIP Accel Orange	1.2%		1.8%		6.7%		0.9%		1.9%		0.00%	0.45%	0.74%
SIP Accel Yellow	2.0%		3.6%		11.5%		1.3%		3.4%		0.00%	0.45%	0.79%

## Pinnacle range of funds – ISA

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	% growth over one year to end September												
	2018	Qtl	2017	Qtl	2016	Qtl	2015	Qtl	2014	Qtl	Initial charge	AMC	TER
<b>Asia Pacific Excluding Japan</b>													
Aberdeen Asia Pacific	3.9%	4	12.9%	3	34.9%	3	-14.9%	4	3.8%	3	0.00%	1.10%	1.16%
BlackRock Asian Special Situations	-2.9%	4	14.4%	2	46.3%	1	-0.8%	1	-		0.00%	1.00%	1.20%
BlackRock Pacific ex Japan Equity Tracker	7.9%	1	12.1%	3	45.3%	1	-14.1%	4	1.0%	4	0.00%	0.30%	0.39%
Fidelity South East Asia	6.3%	2	17.6%	2	47.2%	1	-3.1%	1	5.2%	2	0.00%	1.00%	1.23%
First State Asia Pacific Leaders	13.6%	1	3.2%	4	30.9%	4	-0.5%	1	12.2%	1	0.00%	1.00%	1.06%
Invesco Perpetual Asian	3.6%	4	25.1%	1	53.2%	1	-11.6%	3	8.0%	1	0.00%	1.00%	1.26%
L&G Pacific Index Trust	7.5%	1	12.5%	3	43.8%	1	-13.6%	4	0.8%	4	0.00%	0.35%	0.46%
Martin Currie Asia Pacific	3.9%	4	15.1%	2	43.1%	1	-8.1%	2	-1.5%	4	0.00%	1.00%	1.26%
Schroder ISF Asian Total Return	1.6%	4	18.1%	2	38.6%	3	0.7%	1	6.6%	2	0.00%	1.15%	1.41%
SIP Far East Excluding Japan Equity ▲	-1.5%	4	16.3%	2	37.7%	3	-0.8%	1	7.1%	1	0.00%	0.60%	0.83%
<b>Asia Pacific Including Japan</b>													
SIP Far East Including Japan Equity ▲	3.0%	4	16.1%	2	30.8%	4	2.3%	1	3.7%	2	0.00%	0.70%	0.92%
SIP Fidelity Pacific Managed	7.3%	3	15.9%	2	41.7%	1	-0.2%	1	2.5%	3	0.00%	1.00%	1.23%
<b>BRIC (Brazil, Russia, India, China)</b>													
Henderson China Opportunities	4.2%	2	22.8%	1	49.5%	1	-1.4%	3	7.8%	1	0.00%	1.00%	1.20%
<b>Corporate Bond</b>													
BlackRock Corporate Bond Tracker	0.3%	1	-0.7%	3	14.1%	1	4.1%	1	-		0.00%	0.40%	0.42%
Henderson All Stocks Credit	0.6%	1	-0.0%	3	14.1%	1	4.1%	1	7.9%	1	0.00%	0.70%	0.89%
Invesco Perpetual Corporate Bond	0.4%	1	2.1%	1	8.8%	4	2.5%	3	6.4%	3	0.00%	0.85%	1.04%
JPMorgan Sterling Corporate Bond	-0.0%	2	-0.6%	3	14.5%	1	4.0%	1	8.1%	1	0.00%	0.75%	0.93%
Kames Sterling Corporate Bond	0.2%	2	-0.0%	3	11.5%	3	3.7%	2	7.3%	1	0.00%	0.70%	0.82%
L&G Fixed Interest Trust	0.2%	1	-1.1%	4	16.0%	1	4.3%	1	8.3%	1	0.00%	0.45%	0.50%
M&G Short Dated Corporate Bond	0.2%	2	2.5%	1	4.0%	4	0.8%	4	3.3%	4	0.00%	0.50%	0.65%
M&G Strategic Corporate Bond	0.1%	2	2.3%	1	10.5%	3	2.4%	3	7.8%	1	0.00%	0.75%	0.92%
Old Mutual Corporate Bond	1.1%	1	-0.3%	3	13.0%	2	1.2%	4	9.1%	1	0.00%	0.75%	0.80%
<b>Deposit &amp; Treasury</b>													
L&G Cash Trust	0.3%	1	0.1%	1	0.1%	2	0.1%	2	-		0.00%	0.35%	0.38%
<b>Europe Excluding UK</b>													
Artemis European Growth	-2.1%	4	24.2%	1	22.7%	1	-1.5%	4	6.0%	2	0.00%	1.00%	1.04%
BlackRock Continental European	8.3%	1	18.7%	3	20.2%	2	8.8%	1	-		0.00%	1.00%	1.17%
BlackRock Continental European Equity Tracker	3.1%	2	20.7%	2	22.5%	1	-2.6%	4	4.2%	2	0.00%	0.30%	0.34%
BlackRock Continental European Income	1.4%	3	14.9%	4	21.6%	1	7.6%	1	7.4%	1	0.00%	0.90%	1.10%
BlackRock European Dynamic No2	-		-		-		-		-		0.00%	1.00%	1.17%
Cazenove European	0.7%	3	17.9%	4	14.6%	4	2.3%	3	5.6%	2	0.00%	1.00%	1.09%
GLG Continental Europe	8.3%	1	-		-		-		-		0.00%	1.00%	1.15%
Henderson European Selected Opportunities	2.1%	2	17.0%	4	18.5%	3	1.8%	3	9.4%	1	0.00%	1.00%	1.15%
IM Argonaut European Income	-0.7%	4	15.8%	4	13.5%	4	5.1%	2	4.1%	2	0.00%	1.00%	1.10%
JPMorgan Europe Dynamic (ex UK)	2.9%	2	20.8%	2	21.2%	2	2.8%	2	9.7%	1	0.00%	1.00%	1.18%
Jupiter European Special Situations	-0.5%	4	16.4%	4	19.9%	2	3.8%	2	2.0%	4	0.00%	1.10%	1.41%
L&G European Index Trust	3.1%	2	20.7%	2	22.1%	1	-2.5%	4	4.4%	2	0.00%	0.35%	0.41%

## Pinnacle range of funds – ISA

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	% growth over one year to end September												
	2018	Qtl	2017	Qtl	2016	Qtl	2015	Qtl	2014	Qtl	Initial charge	AMC	TER
Neptune European Opportunities	-2.4%	4	41.7%	1	13.8%	4	-2.9%	4	1.3%	4	0.00%	1.00%	1.06%
S&W European Growth Trust	-0.7%	4	17.3%	4	18.2%	3	5.3%	2	4.0%	2	0.00%	1.00%	1.11%
Schroder European Alpha Plus	0.5%	3	28.2%	1	24.0%	1	-0.3%	3	-		0.00%	1.00%	1.21%
SIP European Equity ▲	3.6%	2	24.8%	1	15.7%	4	5.4%	2	3.7%	3	0.00%	0.60%	0.76%
SIP Fidelity European Managed	6.4%	1	16.9%	4	23.5%	1	3.3%	2	2.8%	3	0.00%	1.00%	1.24%
Threadneedle European Select	5.8%	1	15.1%	4	22.4%	1	7.9%	1	2.7%	3	0.00%	1.00%	1.19%
European Smaller Companies													
Henderson European Smaller Companies	4.0%	2	39.6%	1	29.9%	1	12.5%	1	3.0%	3	0.00%	1.00%	1.19%
JPMorgan Europe Smaller Companies	7.5%	1	20.6%	2	35.4%	1	21.0%	1	-1.7%	4	0.00%	1.00%	1.37%
Flexible Investment													
Cirilium Dynamic	5.7%	3	13.8%	1	20.1%	2	-0.8%	3	8.3%	1	0.00%	0.90%	1.35%
Fidelity MultiManager Growth	3.7%	4	8.9%	3	17.2%	3	-1.6%	3	3.4%	4	0.00%	0.60%	1.54%
Henderson Multi-Manager Active	6.3%	3	9.6%	3	21.5%	2	-0.5%	2	5.6%	3	0.00%	1.00%	2.29%
Jupiter Merlin Growth Portfolio	10.6%	1	7.7%	4	21.0%	2	3.4%	1	5.9%	3	0.00%	1.00%	2.24%
Global Bond													
Invesco Perpetual Global Bond	-1.3%	3	0.4%	1	13.0%	3	2.3%	2	1.0%	2	0.00%	0.85%	1.04%
Old Mutual Global Strategic Bond	-1.9%	4	1.2%	1	6.2%	4	-3.4%	4	-1.2%	3	0.00%	0.75%	0.88%
SLI Global Index Linked Bond	0.9%	1	-3.7%	3	12.4%	3	2.8%	1	4.4%	1	0.00%	0.75%	0.85%
Templeton Global Total Return Bond	-7.1%	4	11.9%	1	2.8%	4	-8.0%	4	4.9%	1	0.00%	0.75%	0.75%
Threadneedle Global Bond	0.4%	1	-7.9%	4	25.4%	2	5.5%	1	3.2%	1	0.00%	0.75%	0.95%
Global Emerging Markets													
Allianz Bric Stars	2.8%	4	17.0%	1	39.0%	1	-12.6%	4	7.8%	2	0.00%	1.10%	1.36%
BlackRock Emerging Markets Equity Tracker	1.3%	4	13.8%	3	40.9%	1	-16.7%	4	5.2%	4	0.00%	0.30%	0.34%
Fidelity Institutional Emerging Markets	-3.0%	4	17.3%	1	34.8%	1	-7.0%	4	4.0%	4	0.00%	1.15%	1.42%
JPMorgan Emerging Markets	-0.9%	4	18.1%	1	47.2%	1	-15.6%	4	1.6%	4	0.00%	1.00%	1.26%
Sanlam Emerging Markets Equity Tracker	-1.9%	4	9.0%	4	16.0%	4	10.0%	1	-		0.00%	0.55%	0.55%
SIP Developing Markets ▲	-2.4%	4	15.0%	2	39.1%	1	-16.9%	4	3.4%	4	0.00%	0.20%	1.61%
Somerset Emerging Markets Dividend Growth	-8.9%	4	17.9%	1	28.6%	2	-5.5%	4	2.2%	4	0.00%	1.15%	1.51%
Global Equity Income													
Newton Global Higher Income	10.4%	2	6.4%	4	39.7%	1	2.4%	1	7.5%	3	0.00%	1.00%	1.15%
Global Growth													
Fidelity Global Special Situations	14.1%	1	18.1%	1	33.3%	1	4.5%	1	11.6%	1	0.00%	1.00%	1.22%
Henderson World Select	10.9%	2	12.7%	3	22.9%	4	1.0%	2	2.0%	4	0.00%	1.00%	1.28%
Jupiter Ecology	1.8%	4	13.1%	3	29.1%	2	-1.3%	3	2.3%	4	0.00%	1.10%	1.30%
Jupiter Global Managed	13.7%	2	11.4%	4	27.7%	2	-2.5%	3	6.8%	3	0.00%	1.10%	1.37%
L&G International Index Trust	14.2%	1	14.1%	2	34.0%	1	-0.7%	3	9.9%	1	0.00%	0.40%	0.47%
M&G Global Basics	6.6%	4	11.5%	4	41.2%	1	-9.7%	4	-3.4%	4	0.00%	1.00%	1.13%
Sanlam FOUR Active Global Equity	7.7%	3	16.3%	1	26.9%	2	-11.0%	4	8.5%	2	0.00%	0.75%	1.25%
Sanlam Global Best Ideas ▲	8.1%	3	16.4%	1	22.5%	4	-4.9%	4	4.4%	4	0.00%	1.00%	1.34%
Sanlam Global Financial ▲	1.5%	4	28.5%	1	31.8%	1	-11.9%	4	11.0%	1	0.00%	1.00%	1.32%

## Pinnacle range of funds – ISA

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	% growth over one year to end September												
	2018	Qtl	2017	Qtl	2016	Qtl	2015	Qtl	2014	Qtl	Initial charge	AMC	TER
Sanlam Private Wealth Global High Quality	9.8%	3	-		-		-		-		0.00%	0.80%	0.94%
SIP Fidelity International Special Situations Managed	11.2%	2	12.7%	3	30.4%	2	5.9%	1	10.8%	1	0.00%	1.00%	1.20%
SIP International Equity ▲	12.3%	2	17.0%	1	28.9%	2	0.5%	2	11.4%	1	0.00%	0.70%	0.87%
SIP Managed Investment Trust ▲	11.1%	2	25.3%	1	23.5%	3	-0.5%	3	5.2%	4	0.00%	0.20%	1.39%
T. Bailey Growth	10.4%	2	12.3%	3	22.2%	4	7.4%	1	5.4%	4	0.00%	1.00%	2.24%
Global Property													
Fidelity Global Property	7.3%	1	-2.4%	3	31.9%	1	9.3%	2	6.2%	2	0.00%	1.00%	1.18%
Premier Pan European Property Share	10.1%	1	1.5%	1	6.1%	4	20.8%	1	22.4%	1	0.00%	1.00%	1.34%
High Yield Bond													
JPMorgan Global High Yield Bond	2.0%	1	7.8%	2	10.3%	2	-2.3%	3	5.7%	3	0.00%	0.75%	1.15%
Kames High Yield Bond	1.4%	1	6.2%	3	8.6%	3	-0.7%	2	7.6%	1	0.00%	0.83%	0.96%
Japan													
AXA Framlington Japan	11.7%	2	9.9%	4	51.8%	1	2.2%	4	6.6%	1	0.00%	1.00%	1.27%
BlackRock Japan Equity Tracker	12.1%	2	9.8%	4	34.5%	2	2.8%	3	-0.2%	2	0.00%	0.30%	0.35%
GLG Japan CoreAlpha	9.9%	3	16.4%	1	30.2%	3	4.4%	2	1.5%	1	0.00%	1.00%	2.06%
Invesco Perpetual Japan	9.7%	3	10.9%	3	29.8%	3	3.0%	3	-1.8%	3	0.00%	1.00%	1.19%
L&G Japan Index Trust	11.9%	2	9.7%	4	35.5%	1	1.8%	4	-1.1%	3	0.00%	0.35%	0.42%
Legg Mason Japan Equity	27.5%	1	6.8%	4	-		-		-		0.00%	1.00%	1.27%
Legg Mason Japan Equity (Hedged)	25.2%	1	21.5%	1	29.0%	4	-		-		0.00%	1.00%	1.37%
Neptune Japan Opportunities	2.0%	4	30.5%	1	-1.1%	4	-8.5%	4	-		0.00%	1.00%	1.03%
SIP Fidelity Japan Managed	9.4%	4	13.0%	2	34.2%	2	4.2%	2	-0.6%	2	0.00%	1.00%	1.20%
SIP Japan ▲	11.3%	2	16.7%	1	22.2%	4	7.3%	1	-0.0%	2	0.00%	0.60%	0.78%
Mixed Investment 20%-60% Shares													
Cirilium Balanced	2.4%	2	10.2%	1	16.0%	1	0.7%	2	4.6%	3	0.00%	0.90%	1.28%
Cirilium Conservative	0.4%	4	6.3%	2	13.3%	2	2.4%	1	4.1%	3	0.00%	0.75%	1.25%
Cirilium Strategic Income	-1.1%	4	3.0%	4	14.6%	1	-0.4%	3	5.2%	2	0.00%	0.90%	1.33%
Fidelity Multi Asset Strategic	2.9%	2	2.5%	4	14.4%	2	3.9%	1	5.3%	2	0.00%	0.80%	1.27%
Invesco Perpetual Distribution	0.9%	3	6.2%	2	8.5%	4	0.6%	2	7.0%	1	0.00%	0.90%	1.04%
Investec Cautious Managed	-1.6%	4	8.8%	1	14.0%	2	-3.9%	4	0.2%	4	0.00%	0.90%	1.01%
JPMorgan Cautious Total Return	-0.5%	4	2.0%	4	5.3%	4	5.6%	1	8.6%	1	0.00%	0.85%	1.03%
Jupiter Merlin Income Portfolio	4.5%	1	5.4%	2	11.0%	3	0.5%	2	3.7%	3	0.00%	1.00%	1.99%
Kames Ethical Cautious Managed	2.9%	2	3.4%	4	8.3%	4	8.0%	1	7.4%	1	0.00%	0.75%	0.89%
T. Bailey Dynamic Cautious Managed	3.6%	1	8.9%	1	9.5%	3	5.3%	1	5.3%	2	0.00%	1.00%	1.69%
Mixed Investment 40%-85% Shares													
AXA Framlington Managed Balanced	6.6%	2	7.4%	3	18.8%	2	-0.3%	3	5.3%	3	0.00%	0.75%	0.80%
Cirilium Moderate	3.9%	3	12.0%	1	19.2%	2	-1.1%	3	6.6%	2	0.00%	0.90%	1.33%
GLG Technology	3.3%	4	12.6%	1	11.1%	4	10.3%	1	1.5%	4	0.00%	1.25%	1.74%
Jupiter High Income	-2.9%	4	7.8%	3	11.6%	4	3.4%	1	7.5%	1	0.00%	1.10%	1.41%
Jupiter Merlin Balanced Portfolio	8.7%	1	7.7%	3	19.7%	1	3.6%	1	4.9%	3	0.00%	1.00%	1.78%

## Pinnacle range of funds – ISA

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	% growth over one year to end September												
	2018	Qtl	2017	Qtl	2016	Qtl	2015	Qtl	2014	Qtl	Initial charge	AMC	TER
Schroder Multi-Manager Diversity Balanced	1.0%	4	7.8%	3	11.9%	4	0.2%	2	3.0%	4	0.00%	1.00%	1.86%
SIP Fidelity International Managed	6.4%	2	7.9%	3	17.5%	2	3.8%	1	7.3%	1	0.00%	1.00%	1.19%
SIP Managed ▲	6.4%	2	9.9%	2	15.7%	3	0.2%	2	5.1%	3	0.00%	0.70%	0.85%
<b>Money Market</b>													
Henderson Institutional Cash Corporate	0.1%	2	-0.0%	3	0.6%	1	0.4%	2	-		0.00%	0.45%	0.49%
JPM Sterling Liquidity	-0.0%	3	-0.0%	3	0.4%	1	0.4%	2	-		0.00%	0.41%	0.46%
SIP Interest ▲	0.1%	2	-0.0%	3	-0.2%	3	0.3%	2	-		0.00%	0.15%	0.20%
<b>North America</b>													
AXA Framlington American Growth	34.8%	1	13.2%	3	24.0%	4	8.9%	1	14.7%	3	0.00%	1.00%	1.10%
BlackRock North American Equity Tracker	19.1%	3	13.7%	3	35.5%	1	1.7%	3	16.7%	2	0.00%	0.30%	0.33%
Fidelity Index US	20.0%	2	13.6%	3	36.0%	1	4.2%	2	-		0.00%	0.34%	0.34%
HSBC American Index	20.2%	2	13.7%	3	36.8%	1	2.9%	2	17.9%	1	0.00%	0.30%	0.31%
JPMorgan US	19.0%	3	14.2%	2	28.6%	4	2.5%	3	18.1%	1	0.00%	1.00%	1.11%
L&G US Index Trust	20.5%	2	13.6%	3	35.5%	1	4.1%	2	16.9%	2	0.00%	0.35%	0.39%
Martin Currie North American	24.2%	1	11.4%	4	29.7%	3	1.8%	3	15.6%	3	0.00%	1.00%	1.18%
Old Mutual North American Equity	18.3%	3	17.8%	1	36.2%	1	6.1%	1	18.9%	1	0.00%	1.00%	1.10%
Polen Capital Focus U.S. Growth	32.0%	1	15.5%	2	-		-		-		0.00%	1.00%	1.50%
Sanlam FOUR US Dividend Income	13.0%	4	9.5%	4	-		-		-		0.00%	0.95%	1.28%
Schroder QEP US Core	20.4%	2	12.2%	3	36.3%	1	2.7%	2	16.4%	2	0.00%	0.45%	0.48%
SIP Fidelity American Managed	14.4%	4	7.5%	4	32.4%	3	7.4%	1	16.3%	2	0.00%	1.00%	1.17%
SIP North American Equityv	19.6%	2	15.6%	2	33.1%	2	-0.4%	4	18.2%	1	0.00%	0.60%	0.75%
Threadneedle American Select	19.0%	3	17.9%	1	31.9%	3	1.7%	3	13.7%	3	0.00%	1.00%	1.20%
<b>North American Smaller Companies</b>													
Schroder US Smaller Companies	14.3%	4	14.4%	2	33.7%	2	9.0%	1	7.2%	4	0.00%	1.00%	1.20%
<b>Protected</b>													
Investec Multi Asset Protector	1.8%	2	7.5%	1	8.0%	2	2.0%	1	6.2%	1	0.00%	1.00%	1.32%
<b>Specialist</b>													
BlackRock Gold and General	-21.4%	4	-16.8%	4	117.7%	1	-25.9%	4	-8.3%	4	0.00%	1.15%	1.21%
Blackrock Natural Resources Growth and Income	11.5%	1	9.8%	1	49.7%	1	-		-		0.00%	0.90%	1.20%
Invesco Perpetual Latin American	-6.8%	4	9.9%	1	52.9%	1	-38.7%	4	-3.6%	4	0.00%	1.00%	1.21%
JPMorgan Natural Resources	13.2%	1	11.5%	1	65.3%	1	-44.8%	4	-4.2%	4	0.00%	1.00%	1.13%
Jupiter Emerging European Opportunities	0.9%	3	19.0%	1	41.7%	1	-21.5%	4	-16.5%	4	0.00%	1.10%	1.50%
Jupiter Financial Opportunities	17.3%	1	15.8%	1	18.4%	2	5.5%	1	4.4%	3	0.00%	1.10%	1.34%
Jupiter International Financials	16.4%	1	19.7%	1	19.6%	2	6.5%	1	5.2%	3	0.00%	0.85%	1.16%
P2strategies Global	9.9%	1	9.6%	1	2.8%	4	-8.0%	4	7.7%	1	0.00%	0.90%	0.99%
Sanlam FOUR Multi-Strategy	4.7%	2	5.0%	3	6.1%	3	-1.5%	3	-		0.00%	0.90%	1.40%
Sarasin AgriSar	16.1%	1	13.5%	1	37.5%	1	-6.9%	4	4.1%	3	0.00%	1.00%	1.34%



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	% growth over one year to end September												
	2018	Qtl	2017	Qtl	2016	Qtl	2015	Qtl	2014	Qtl	Initial charge	AMC	TER

<b>Strategic Bond</b>													
Artemis High Income	1.3%	1	9.0%	1	8.9%	4	1.7%	4	10.5%	1	0.00%	0.75%	0.80%
Artemis Strategic Bond	1.1%	1	6.6%	1	10.0%	4	2.4%	4	7.4%	1	0.00%	0.70%	0.80%
Baillie Gifford Corporate Bond	1.4%	1	4.8%	1	11.2%	4	2.7%	4	10.4%	1	0.00%	0.70%	0.73%
Cazenove Strategic Bond	1.4%	1	5.5%	1	7.9%	4	2.1%	4	4.1%	4	0.00%	0.70%	0.80%
Fidelity Strategic Bond	-1.3%	4	0.5%	1	6.8%	4	1.8%	4	7.7%	1	0.00%	0.70%	0.89%
Henderson Preference and Bond	-0.9%	4	5.8%	1	9.0%	4	4.2%	4	9.6%	1	0.00%	0.75%	0.88%
Henderson Strategic Bond	-1.4%	4	2.9%	1	8.1%	4	3.9%	4	9.1%	1	0.00%	0.75%	0.79%
Invesco Perpetual Monthly Income Plus	0.0%	2	8.5%	1	6.7%	4	1.6%	4	7.9%	1	0.00%	0.75%	0.90%
Jupiter Strategic Bond	-0.7%	4	3.7%	1	6.4%	4	2.7%	4	9.1%	1	0.00%	0.85%	1.11%
Kames Strategic Bond	1.2%	1	3.4%	1	6.7%	4	-1.2%	4	6.7%	1	0.00%	0.75%	0.86%
M&G Optimal Income	0.5%	1	6.5%	1	7.9%	4	-0.1%	4	7.3%	1	0.00%	0.75%	0.89%
PFS TwentyFour IF Dynamic Bond	0.9%	1	8.2%	1	5.3%	4	-	-	-	-	0.00%	0.95%	1.05%
Sanlam Strategic Bond	-	-	-	-	-	-	-	-	-	-	0.00%	0.60%	0.78%
Schroder Strategic Credit	1.2%	1	5.0%	1	-	-	-	-	-	-	0.00%	1.25%	1.41%
SPW Strategic Investment Grade Bond	1.7%	1	8.6%	1	8.5%	4	5.4%	2	-	-	0.00%	0.75%	0.86%
<b>Targeted Absolute Return</b>													
City Financial Absolute Equity	-27.8%	4	25.2%	1	-19.6%	4	-	-	-	-	0.00%	1.00%	1.20%
Invesco Perpetual Global Targeted Returns	-1.6%	4	1.7%	3	3.6%	4	-	-	-	-	0.00%	1.12%	1.12%
Sanlam FOUR Multi-Strategy Founder Acc	4.8%	2	-	-	-	-	-	-	-	-	0.00%	0.70%	0.98%
<b>UK All Companies</b>													
BlackRock UK	13.6%	1	11.9%	2	14.3%	2	4.8%	2	6.2%	2	0.00%	1.00%	1.06%
BlackRock UK Equity Tracker	7.1%	1	9.6%	3	19.6%	1	-4.4%	4	5.1%	3	0.00%	0.30%	0.32%
Cazenove UK Opportunities	3.1%	3	12.1%	2	11.3%	3	-2.9%	3	-5.6%	4	0.00%	1.00%	1.10%
CF Miton UK Value Opportunities	3.3%	3	21.3%	1	-	-	-	-	-	-	0.00%	1.00%	1.12%
Fidelity UK Index	7.0%	1	10.1%	3	19.1%	1	-4.7%	4	5.1%	3	0.00%	0.35%	0.35%
Franklin UK Managers' Focus	7.6%	1	11.0%	3	11.1%	3	13.2%	1	-	-	0.00%	1.00%	1.20%
Franklin UK Mid Cap	8.2%	1	18.2%	1	2.7%	4	15.2%	1	6.0%	2	0.00%	1.00%	1.08%
HSBC FTSE All-Share Index	7.1%	1	10.2%	3	19.3%	1	-4.4%	4	5.3%	3	0.00%	0.30%	0.32%
Invesco Perpetual UK Focus	1.0%	4	20.0%	1	13.5%	2	-5.3%	4	5.8%	3	0.00%	1.00%	1.11%
Investec UK Alpha	6.9%	1	10.7%	3	-	-	-	-	-	-	0.00%	1.10%	1.45%
Kames Ethical Equity	4.9%	3	6.9%	4	8.5%	4	9.6%	1	7.5%	2	0.00%	1.00%	1.08%
L&G UK Index Trust	7.0%	1	10.9%	3	18.0%	1	-3.6%	3	4.5%	3	0.00%	0.35%	0.36%
M&G Recovery	6.6%	1	13.9%	2	12.7%	2	-8.7%	4	-3.1%	4	0.00%	1.00%	1.15%
Sanlam FOUR Active UK Equity	5.4%	2	13.5%	2	8.8%	3	-7.2%	4	5.3%	3	0.00%	0.75%	1.21%
Schroder Recovery	9.1%	1	14.6%	2	18.9%	1	-8.8%	4	-	-	0.00%	1.00%	1.17%
Schroder UK Alpha Plus	7.9%	1	7.5%	4	15.8%	1	-3.7%	4	4.5%	3	0.00%	1.00%	1.19%
SIP Fidelity UK Managed	6.0%	2	11.8%	2	12.8%	2	4.2%	2	3.8%	4	0.00%	1.00%	1.20%
SIP UK Equity ▲	8.0%	1	14.6%	2	7.6%	4	-5.5%	4	4.2%	3	0.00%	0.60%	0.72%
TM Sanditon UK Equity	4.3%	3	-0.6%	4	14.9%	2	-	-	-	-	0.00%	0.90%	1.02%

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	% growth over one year to end September												
	2018	Qtl	2017	Qtl	2016	Qtl	2015	Qtl	2014	Qtl	Initial charge	AMC	TER
<b>UK Equity &amp; Bond Income</b>													
Sanlam Accel Income	2.5%	4	7.1%	4	12.1%	3	1.2%	3	6.0%	4	0.00%	1.13%	1.25%
<b>UK Equity Income</b>													
Artemis Income	6.2%	1	9.8%	2	13.6%	3	-0.1%	3	8.8%	1	0.00%	1.00%	1.04%
AXA Framlington Monthly Income	4.1%	3	13.7%	1	12.6%	3	2.0%	2	16.2%	1	0.00%	1.00%	1.21%
Jupiter Income Trust	7.5%	1	7.5%	3	24.5%	1	-1.7%	4	7.9%	2	0.00%	1.10%	1.29%
Miton Income	6.2%	1	6.3%	4	16.1%	2	6.1%	1	7.5%	2	0.00%	1.00%	1.22%
Neptune Income Fund	8.4%	1	11.0%	2	18.7%	1	-1.3%	3	4.5%	4	0.00%	1.20%	1.26%
Schroder Income Maximiser	10.7%	1	11.7%	1	15.9%	2	-5.7%	4	5.2%	4	0.00%	1.00%	1.16%
Unicorn UK Income	-2.6%	4	19.0%	1	-		-		-		0.00%	1.00%	1.06%
<b>UK FTSE Large Cap</b>													
Artemis Capital	6.7%	1	18.0%	1	7.9%	4	5.1%	2	8.1%	1	0.00%	1.00%	1.09%
JOHCM UK Opportunities	3.7%	3	2.7%	4	20.2%	1	3.9%	2	7.0%	2	0.00%	0.80%	0.89%
JPMorgan UK Strategic Growth	8.3%	1	9.6%	3	15.0%	2	7.4%	1	8.4%	1	0.00%	1.00%	1.06%
Lazard UK Omega	6.6%	2	10.0%	3	17.1%	1	-2.5%	3	3.0%	4	0.00%	1.00%	1.03%
<b>UK FTSE Mid Cap</b>													
Old Mutual UK Mid Cap	6.9%	1	24.7%	1	13.8%	2	22.9%	1	9.5%	1	0.00%	1.00%	1.04%
Schroder UK Mid 250	4.7%	3	19.3%	1	1.9%	4	4.3%	2	7.3%	2	0.00%	1.00%	1.19%
<b>UK Gilts</b>													
Allianz Gilt Yield	0.4%	1	-4.6%	1	14.2%	1	6.3%	3	4.9%	2	0.00%	0.60%	0.65%
Fidelity Institutional UK Gilt	0.9%	1	-3.9%	1	13.8%	1	7.2%	2	6.2%	1	0.00%	0.35%	0.42%
L&G All Stocks Gilt Index Trust	0.8%	1	-4.7%	1	12.9%	2	7.9%	1	5.5%	1	0.00%	0.35%	0.38%
SIP Gilt Edged ▲	2.9%	1	-4.8%	2	14.5%	1	8.1%	1	5.2%	1	0.00%	0.30%	0.38%
Vanguard UK Government Bond	0.5%	1	-5.1%	2	14.6%	1	8.8%	1	6.1%	1	0.00%	0.25%	0.25%
<b>UK Index Linked Gilts</b>													
L&G Index-Linked Gilt Index Trust	1.3%	2	-5.8%	1	25.5%	3	10.5%	3	8.4%	3	0.00%	0.35%	0.40%
<b>UK Property</b>													
Aviva Investors Property Trust	5.1%	4	6.6%	4	-2.4%	3	2.7%	4	17.4%	1	0.00%	0.85%	1.17%
SIP Property ▲	11.0%	1	15.2%	1	3.5%	1	10.2%	3	23.3%	1	0.00%	0.20%	0.36%
<b>UK Smaller Companies</b>													
Artemis UK Smaller Companies	9.8%	2	27.0%	2	12.0%	1	11.1%	3	6.3%	2	0.00%	1.00%	1.06%
BlackRock UK Smaller Companies	14.4%	1	27.3%	2	11.4%	1	15.6%	2	3.5%	3	0.00%	1.00%	1.09%
Old Mutual UK Smaller Companies	9.7%	2	31.2%	1	15.4%	1	15.2%	2	7.5%	2	0.00%	1.10%	1.26%
<b>UK Specialist</b>													
Artemis UK Special Situations	2.4%	4	5.5%	4	14.0%	2	-2.5%	3	6.6%	2	0.00%	1.00%	1.05%
AXA Framlington UK Select Opportunities	4.0%	3	8.9%	4	10.1%	3	1.6%	2	5.7%	3	0.00%	1.00%	1.09%
BlackRock UK Special Situations	10.5%	1	16.9%	1	14.9%	2	3.1%	2	-2.4%	4	0.00%	1.00%	1.09%

## Pinnacle range of funds – ISA

Past performance is not a reliable indicator of future results. The value of investments can go down as well as up and may be affected by exchange rate variations. As a result, the benefits available under any policy/account linked to the fund may be lower than anticipated. You may not get back the amount originally invested.

	% growth over one year to end September												
	2018	Qtl	2017	Qtl	2016	Qtl	2015	Qtl	2014	Qtl	Initial charge	AMC	TER

Unclassified													
SIP Accel Blue	4.4%		8.4%		19.1%		1.4%		5.9%		0.00%	0.50%	1.04%
SIP Accel Green	3.0%		6.7%		16.8%		1.7%		5.7%		0.00%	0.50%	1.02%
SIP Accel Indigo	5.4%		11.1%		21.1%		0.3%		5.4%		0.00%	0.50%	1.03%
SIP Accel Orange	0.9%		2.3%		8.2%		1.3%		2.4%		0.00%	0.50%	0.86%
SIP Accel Yellow	2.0%		4.5%		13.9%		1.7%		4.5%		0.00%	0.50%	0.93%

## Explanation of terms

### Quartile rank (Qtl)

Quartile rank is a rating of performance on a scale of 1 to 4, where 1 is best and 4 is worst. The entire performance range of a sector is divided into 4, with each quartile rank corresponding to 25% of the range.

### Sector

We have classified all of our funds using the Investment Management Association (IMA) sector classifications, as well as by creating additional sub-categories, in certain circumstances, for enhanced clarity.

The IMA maintains a system for classifying funds as there are over 2000 investment funds available for sale in the UK. The classification system contains approximately thirty sectors grouping similar funds together. The sectors are split into two categories, those designed to provide 'income' and those designed to provide 'growth'. The sectors are designed to help you find the best fund(s) to meet your investment objectives, and to compare how well your fund is performing against similar funds. Each sector is made up of funds investing in similar assets, in the same stock market sectors, or in the same geographic region.

### Performance

We show the performance of each fund on a 12-month total-return basis.

This is the actual performance of a fund over a particular period. We use five (subject to availability of data) 12-monthly periods, for example, percentage growth over one year ending 30th September 2014, 2015, 2016, 2017 and 2018.

### Annual Management Charge (AMC)

The Annual Management Charge (AMC) quoted includes the fund manager's management fee, but excludes the fund management fees associated with the underlying holdings and VAT which are incorporated into the Total Expense Ratio (TER). Neither the AMC or TER incorporate charges associated with the policy, please review your individual policy statement if you require a valuation that incorporates all policy related charges.

Some funds include a performance-related fee. This fee is not included in the charge shown, but is reflected in the fund performance. Funds in respect of which performance-related fees apply are indicated in the Fund Choice Guide with a ▲. For further details, please refer to the relevant fund fact sheet, or see below for Sanlam Investments and Pensions' funds.

Sanlam Investments and Pensions may also receive rebates or commission from fund management companies for the distribution of their funds. However, these will be paid by the fund managers out of their fees, and this will not represent an additional charge to the funds.

### Total Expense Ratio (TER)

A Total Expense Ratio (TER) represents the drag on a fund's performance caused by all annual operating costs (including audit and legal fees and VAT). In other words, the TER is the annual percentage reduction in investor returns that would result from operating costs if markets were to remain flat and the fund's portfolio were to be held and not traded during that period.

The TER figures quoted exclude any product charges.

## Sanlam Investments and Pensions' funds

### SIP Managed Fund

A performance-related fee will be payable if the fund's performance, measured against that of a peer group of funds and over the preceding twelve month period, ranks in the top half of the peer group. In these circumstances the performance-related fee will be 7.5% of the basic fee. Alternatively, if the fund ranks in the top quarter of the peer group, the performance-related fee will be 30% of the basic fee. However, irrespective of the performance over the preceding twelve month period, no performance related fee will be paid if the fund's performance, measured over the preceding three month period, ranks the fund in the bottom quarter of the peer group.

### Other SIP Funds

A performance-related fee will be payable if the fund's performance, measured against that of a suitable market index benchmark and over the preceding three-year period, returns in excess of a suitable hurdle rate above the market index benchmark. In these circumstances the performance-related fee will be 20% of the basic fee. However, irrespective of the performance over the preceding three-year period, no performance-related fee will be paid if the fund's risk as measured by the volatility of the funds' returns compared to the market index benchmark, measured over the preceding three-year period, is higher than the mandated maximum level for the fund.

### Notes:

1. Please note that all of the funds shown in this Fund Choice Guide are Sanlam Investments and Pensions' insurance funds and therefore the performance of these funds will vary from the performance of the underlying collective investment schemes. In addition, the performance of the pension, ISA and life versions of these funds will vary due to the tax levied on life funds and also differences in the fund charges. Sanlam Investments and Pensions reserves the right to revise its charges at any time.
2. All performance figures shown are annual growth figures.
3. Where past performance figures have not been shown, they do not exist for the relevant period.
4. Fund performance data is on a bid to bid basis; with income (net for life funds, gross for pension funds and ISA funds) reinvested up to 1 July 1997 and net of the appropriate tax for life and pension funds from 2 July 1997.
5. The information in this document is correct at 30th September 2018. Whilst every care has been taken in the preparation of this document, Sanlam Life & Pensions UK Limited does not accept any liability arising out of error, inaccuracy or mis-statement contained in it.
6. Life funds (with certain exceptions, marked with a +) are typically subject to tax relief to the extent that there are sufficient income and gains within the fund. Consequently, the life fund charges have been quoted net of tax relief where applicable. Any illustrations quoted on this basis will thus reflect any tax relief available.  
  
For funds marked with a + the AMCs and TERs have been quoted on a gross basis. Any illustrations quoted for these funds will also be on this basis.
7. The fund links referred to in this guide for Sanlam Offshore Bond are made available via a reinsurance agreement between Sanlam Life & Pensions UK Limited and Royal London 360° based in the Isle of Man, the issuer of the Sanlam Offshore Bond.

Past performance is not a reliable indicator of future results. The value of investments can go down as well as up and may be affected by exchange rate variations. As a result, the benefits available under any policy/account linked to the fund may be lower than anticipated. You may not get back the amount originally invested.





Wealth

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1033/10.18 Registered Office: St. Bartholomew's House, Lewins Mead, Bristol, BS1 2NH.

[www.sanlam.co.uk](http://www.sanlam.co.uk)

