

Fund choice guide
Current product range
Quarter 3 2021

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).

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.

The Pinnacle Range consists of internal funds offered by Sanlam Life & Pensions (SLP) and funds that are managed by external fund managers. For these external funds, SLP set up a mirror fund that invests directly in the underlying fund and clients hold units in the mirror fund. As the name suggests, mirror funds 'mirror' the performance of the underlying fund that they invest in.

The unit price of the mirror fund will be different to that of the underlying fund. This is due to the fact that mirror fund is launched on a different date to the underlying fund. The starting price at launch is also different (usually 100). Performance of the mirror fund compared to the underlying may slightly differ due to differing charges and cash holdings required to facilitate fund flows.

Mirror funds are marked with the symbol "■" in the following "Fund links available under our Pinnacle Range" document.

There are implications to the limits of FSCS compensation if you hold a mirror fund. Should the external fund manager or company be deemed in default no claim can be made under FSCS. If, however, SLP is in default, the value of any investment held in external funds would still form part of a claim under FSCS.

The full policy with further detail can be found via the following link: www.sanlam.co.uk/document-repository/legal-documents/1382-fscs-compensation-limits

Contents

4	Fund links available under our Pinnacle Range
5	Key benchmark movements and economic indicators
6	Pinnacle Range of funds: pension
9	Pinnacle Range of funds: life
12	Pinnacle Range of funds: ISA
15	Explanation of terms

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, 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.

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. To change your fund choice, please complete the *Fund switch authority form*, which is available [here](#).

Aberdeen Standard Fund Managers Limited

SIP ASI Europe ex UK Equity ■

Artemis Investment Management

SIP Artemis High Income ■
SIP Artemis SmartGARP UK Equity ■
SIP Artemis Strategic Bond ■
SIP Artemis UK Smaller Companies ■

AXA Framlington Investment Management

SIP AXA Framlington American Growth ■
SIP AXA Framlington Health ■
SIP AXA Framlington Japan ■
SIP AXA Framlington Managed Balanced ■

Baillie Gifford & Co

SIP Baillie Gifford Strategic Bond ■

BlackRock Investment Managers

SIP BlackRock Continental European ■
SIP BlackRock Gold and General ■
SIP BlackRock UK ■
SIP BlackRock UK Smaller Companies ■
SIP BlackRock UK Special Situations ■

Fidelity Investments International

SIP Fidelity Asia ■
SIP Fidelity Global Special Situations ■
SIP Fidelity Index US ■

Henderson Global Investors

SIP Henderson Global Growth ■
SIP Janus Henderson China Opportunities ■
SIP Janus Henderson European Selected Opps ■
SIP Janus Henderson European Smaller Companies ■
SIP Janus Henderson Strategic Bond ■
SIP Janus Henderson UK Alpha ■

HSBC Global Asset Management

SIP HSBC American Index ■

Invesco Fund Managers

SIP Invesco Asian ■
SIP Invesco Hong Kong & China ■
SIP Invesco Monthly Income Plus ■
SIP Invesco UK Smaller Companies Equity ■

Investment Fund Services Limited

SIP IFSL Sanlam Balanced ■
SIP IFSL Sanlam Cautious ■
SIP IFSL Sanlam Conservative ■
SIP IFSL Sanlam Defensive ■
SIP IFSL Sanlam Growth ■

JPMorgan Asset Management

SIP JPMorgan Emerging Markets ■
SIP JPMorgan Europe Smaller Companies ■

Jupiter Asset Management

SIP Jupiter Investment Grade Bond ■
SIP Jupiter Merlin Balanced Portfolio ■
SIP Jupiter Merlin Growth Portfolio ■
SIP Jupiter UK Mid Cap ■
SIP Jupiter UK Smaller Companies ■

Legal & General Investment Management

SIP L&G Cash Trust ■
SIP Legal & General All Stocks Gilt Index ■
SIP Legal & General Fixed Interest ■
SIP Legal & General International Index ■
SIP Legal & General US Index ■

M&G Fund Managers

SIP M&G Optimal Income ■
SIP M&G Strategic Corporate Bond ■

Man GLG

SIP Man GLG Strategic Bond ■

Marlborough Fund Managers

SIP MFM UK Primary Opportunities ■

Martin Currie Investment Management

SIP Legg Mason IF Martin Currie North American ■

Newton

SIP BNY Mellon Global Income ■

Ninety One

SIP Ninety One Multi Asset Protector Fund ■

Old Mutual Fund Managers

SIP Quilter Investors Cirilium Balanced ■

Sanlam Asset Management (Ireland) Ltd

SIP Sanlam Active Global Equity ■
SIP Sanlam Active UK Equity ■
SIP Sanlam Emerging Markets Equity Tracker ■
SIP Sanlam Global Best Ideas ■
SIP Sanlam Global Financial ■
SIP Sanlam Global High Quality ■
SIP Sanlam Managed Risk ■
SIP Sanlam Multi-Strategy Founder Acc ■

Sanlam Life & Pensions UK Limited

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 North American Equity
SIP Property
SIP UK Equity

Threadneedle Asset Management

SIP Threadneedle American Select ■
SIP Threadneedle Global Bond ■

■ External Mirror Funds

Key benchmark movements and economic indicators

	% growth over one year to end September				
	2021	2020	2019	2018	2017
FTSE All-Share TR	27.9%	-16.6%	2.7%	5.9%	11.9%
S&P 500 TR GBP	24.6%	9.8%	10.3%	21.3%	14.8%
FTSE UK/Real Estate Investment Trusts TR	36.6%	-15.0%	5.1%	1.9%	1.4%
FTSE World Asia Pacific ex Japan TR GBP	25.4%	1.1%	3.8%	8.6%	14.4%
FTSE Japan TR GBP	16.9%	2.6%	0.3%	13.9%	11.4%
FTSE World Europe ex UK TR GBP	22.0%	0.4%	6.4%	2.0%	22.7%
MSCI EM (Emerging Markets) TR GBP	13.7%	5.7%	4.1%	2.4%	19.0%
UK Retail Price Index	4.9%	1.1%	2.4%	3.3%	3.9%
FTSE Actuaries UK Conven Gilts All Stocks TR GBP	-6.8%	3.4%	13.4%	0.6%	-3.6%

TR = Total Return

Pinnacle Range of funds: pension

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% growth over one year to end September

		2021	Qtl	2020	Qtl	2019	Qtl	2018	Qtl	2017	Qtl	Initial charge	AMC	TER
Asia Pacific (excluding Japan)														
SIP Far East Excluding Japan Equity	▲	6.9%	4	-2.3%	4	2.9%	3	-1.5%	4	16.3%	2	0.00%	0.60%	2.01%
SIP Fidelity Asia	■	6.7%	4	14.6%	1	8.5%	1	6.3%	1	17.6%	2	0.00%	1.50%	1.68%
SIP Invesco Asian	■	17.0%	2	4.3%	3	2.5%	4	3.6%	4	25.1%	1	0.00%	1.70%	1.70%
SIP Invesco Hong Kong & China	■	-		-		-		-		-		0.00%	1.69%	1.69%
Asia Pacific (including Japan)														
SIP Far East Including Japan Equity	▲	6.8%	4	-1.4%	4	-0.0%	4	3.0%	4	16.1%	1	0.00%	0.70%	1.48%
BRIC (Brazil, Russia, India, China)														
SIP Janus Henderson China Opportunities	■	-10.6%	4	20.9%	1	3.7%	3	4.2%	2	22.8%	1	0.00%	1.50%	1.74%
Corporate bond														
SIP Jupiter Investment Grade Bond	■	1.5%	2	7.8%	1	10.3%	1	1.1%	1	-0.3%	3	0.00%	1.00%	1.15%
SIP Legal & General Fixed Interest	■	1.5%	2	4.4%	2	10.9%	1	0.2%	1	-1.1%	4	0.00%	0.48%	0.48%
SIP M&G Strategic Corporate Bond	■	3.5%	1	3.8%	3	7.4%	3	0.1%	2	2.3%	1	0.00%	0.00%	0.81%
Deposit and treasury														
SIP L&G Cash Trust	++■	-0.3%	3	0.3%	2	0.5%	2	0.3%	2	0.1%	2	0.00%	0.30%	0.30%
Europe (excluding UK)														
SIP ASI Europe ex UK Equity	■	-		-		-		-		-		0.00%	1.20%	1.32%
SIP BlackRock Continental European	■	32.7%	1	23.5%	1	5.5%	1	8.3%	1	18.7%	4	0.00%	1.00%	1.19%
SIP European Equity	▲	27.7%	1	7.1%	1	3.0%	3	3.6%	2	24.8%	1	0.00%	0.60%	1.06%
SIP Janus Henderson European Selected Opps	■	20.7%	2	4.6%	2	5.1%	2	2.1%	2	17.0%	4	0.00%	1.50%	1.71%
European smaller companies														
SIP Janus Henderson European Smaller Companies	■	38.1%	1	16.8%	1	-3.4%	4	4.0%	2	39.6%	1	0.00%	1.50%	1.72%
SIP JPMorgan Europe Smaller Companies	■	25.3%	2	17.2%	1	-6.9%	4	7.5%	1	20.6%	2	0.00%	1.50%	1.60%
Flexible investment														
SIP IFSL Sanlam Growth	■	11.0%	4	-		-		-		-		0.00%	0.95%	1.03%
SIP Jupiter Merlin Growth Portfolio	■	17.1%	4	-0.8%	2	8.3%	1	10.6%	1	7.7%	4	0.00%	1.50%	2.47%
Global bond														
SIP Threadneedle Global Bond	■	-8.5%	3	2.7%	2	16.8%	1	0.4%	2	-7.9%	4	0.00%	1.00%	1.13%
Global emerging markets														
SIP JPMorgan Emerging Markets	■	12.3%	4	13.6%	1	19.6%	1	-0.9%	4	18.1%	1	0.00%	1.50%	1.57%
SIP Sanlam Emerging Markets Equity Tracker	■	13.3%	4	3.7%	2	6.8%	2	-1.9%	4	9.0%	4	0.00%	0.55%	0.55%
Global equity income														
SIP BNY Mellon Global Income	■	18.6%	4	-7.8%	4	13.8%	1	10.4%	2	6.4%	4	0.00%	0.75%	0.81%
Global growth														
SIP Fidelity Global Special Situations	■	23.2%	3	7.4%	1	5.1%	3	14.1%	1	18.1%	1	0.00%	1.50%	1.66%
SIP Henderson Global Growth	■	-		-		-		-		-		0.00%	0.75%	0.85%

Pinnacle Range of funds: pension

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% growth over one year to end September

		2021	Qtl	2020	Qtl	2019	Qtl	2018	Qtl	2017	Qtl	Initial charge	AMC	TER
SIP International Equity	▲	20.2%	4	4.5%	2	-0.3%	4	12.3%	2	17.0%	1	0.00%	0.70%	1.04%
SIP Legal & General International Index	■	24.3%	2	6.4%	2	8.2%	1	14.2%	1	14.1%	2	0.00%	0.23%	0.23%
SIP Sanlam Active Global Equity	■	24.4%	2	-7.0%	4	-0.2%	4	7.7%	4	16.3%	2	0.00%	0.15%	1.79%
SIP Sanlam Global Best Ideas	■	25.4%	2	-5.5%	4	4.6%	3	8.1%	3	16.4%	1	0.00%	1.50%	1.64%
SIP Sanlam Global Financial	■	56.3%	1	-26.7%	4	3.7%	3	1.5%	4	28.5%	1	0.00%	1.50%	1.60%
SIP Sanlam Global High Quality	■	9.9%	4	2.2%	2	-	-	-	-	-	-	0.00%	0.55%	0.65%
Japan														
SIP AXA Framlington Japan	■	9.6%	4	10.4%	1	-0.0%	2	11.7%	2	9.9%	4	0.00%	1.50%	1.59%
SIP Japan	▲	7.6%	4	0.6%	3	-4.2%	4	11.3%	3	16.7%	1	0.00%	0.60%	1.18%
Mixed investment 20%-60% shares														
SIP IFSL Sanlam Cautious	■	8.9%	4	-	-	-	-	-	-	-	-	0.00%	0.95%	1.03%
SIP IFSL Sanlam Conservative	■	8.0%	4	-	-	-	-	-	-	-	-	0.00%	0.95%	1.01%
SIP IFSL Sanlam Defensive	■	8.0%	4	-	-	-	-	-	-	-	-	0.00%	0.95%	1.04%
SIP Quilter Investors Cirilium Balanced	■	14.3%	2	-0.4%	2	0.8%	4	2.4%	2	10.2%	1	0.00%	0.00%	2.11%
Mixed investment 40%-85% shares														
SIP AXA Framlington Managed Balanced	■	14.8%	3	4.4%	1	7.7%	1	6.6%	2	7.4%	4	0.00%	1.25%	1.32%
SIP IFSL Sanlam Balanced	■	9.9%	4	-	-	-	-	-	-	-	-	0.00%	0.95%	1.04%
SIP Jupiter Merlin Balanced Portfolio	■	14.8%	3	-1.6%	2	7.0%	1	8.7%	1	7.7%	3	0.00%	1.50%	2.33%
SIP Managed	▲	11.2%	4	3.1%	1	5.1%	2	6.4%	2	9.9%	2	0.00%	0.70%	1.06%
Money market														
SIP Interest	+++▲	-0.0%	2	0.1%	2	0.3%	2	0.1%	2	-0.0%	3	0.00%	0.05%	0.27%
North America														
SIP AXA Framlington American Growth	■	26.6%	2	26.3%	1	5.9%	4	34.8%	1	13.2%	3	0.00%	1.50%	1.57%
SIP Fidelity Index US	■	25.6%	3	8.7%	3	11.3%	1	20.0%	2	13.6%	3	0.00%	0.31%	0.31%
SIP HSBC American Index	■	26.1%	3	9.4%	2	11.1%	1	20.2%	2	13.7%	3	0.00%	0.04%	0.06%
SIP Legal & General US Index	■	26.2%	2	10.7%	2	10.3%	1	20.5%	2	13.6%	3	0.00%	0.25%	0.25%
SIP Legg Mason IF Martin Currie North American	■	19.5%	4	18.3%	1	16.5%	1	24.2%	1	11.4%	4	0.00%	1.00%	1.18%
SIP North American Equity	▲	24.8%	3	8.6%	3	-0.2%	4	19.6%	2	15.6%	2	0.00%	0.60%	1.24%
SIP Threadneedle American Select	■	27.0%	2	15.6%	1	9.5%	2	19.0%	3	17.9%	1	0.00%	1.50%	1.62%
Protected														
SIP Ninety One Multi Asset Protector Fund	■	4.1%	2	-7.2%	4	5.0%	1	1.8%	1	7.5%	1	0.00%	1.60%	1.79%
Specialist														
SIP AXA Framlington Health	■	-	-	-	-	-	-	-	-	-	-	0.00%	1.50%	1.57%
SIP BlackRock Gold and General	■	-26.2%	4	34.1%	1	56.7%	1	-21.4%	4	-16.8%	4	0.00%	1.75%	1.92%
SIP Sanlam Managed Risk	■	17.7%	1	-8.6%	4	-1.8%	4	9.9%	1	9.6%	1	0.00%	0.90%	0.96%

Pinnacle Range of funds: pension

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% growth over one year to end September

		2021	Qtl	2020	Qtl	2019	Qtl	2018	Qtl	2017	Qtl	Initial charge	AMC	TER
Strategic bond														
SIP Artemis High Income	■	12.2%	1	-1.0%	4	3.2%	4	1.3%	1	9.0%	1	0.00%	0.83%	0.92%
SIP Artemis Strategic Bond	■	4.0%	1	3.7%	2	5.4%	4	1.1%	1	6.6%	1	0.00%	1.00%	1.07%
SIP Baillie Gifford Strategic Bond	■	4.9%	1	1.5%	4	9.6%	4	1.4%	1	4.8%	1	0.00%	0.70%	0.72%
SIP Invesco Monthly Income Plus	■	12.4%	1	3.5%	2	4.3%	4	0.0%	2	8.5%	1	0.00%	1.42%	1.42%
SIP Janus Henderson Strategic Bond	■	3.9%	1	5.2%	1	10.5%	3	-1.4%	4	2.9%	1	0.00%	1.25%	1.41%
SIP M&G Optimal Income	■	8.6%	1	0.7%	4	3.6%	4	0.5%	1	6.5%	1	0.00%	0.00%	1.01%
SIP Man GLG Strategic Bond	■	5.1%	1	-4.5%	4	8.6%	4	-		-		0.00%	0.20%	0.39%
Targeted absolute return														
SIP Sanlam Multi-Strategy Founder Acc	■	9.9%	3	3.3%	1	3.8%	3	4.8%	2	-		0.00%	0.75%	1.04%
UK all companies														
SIP BlackRock UK	■	17.6%	4	1.3%	1	2.6%	1	13.6%	1	11.9%	2	0.00%	1.50%	1.67%
SIP Janus Henderson UK Alpha	■	44.2%	1	-15.6%	3	-5.5%	4	7.2%	1	16.7%	1	0.00%	1.50%	1.70%
SIP MFM UK Primary Opportunities	■	39.4%	1	-13.3%	2	-1.3%	3	8.6%	1	19.8%	1	0.00%	1.50%	1.62%
SIP Sanlam Active UK Equity	■	26.2%	3	-14.8%	2	-0.3%	3	5.4%	2	13.5%	2	0.00%	0.75%	1.03%
SIP UK Equity	▲	26.0%	3	-12.6%	2	-6.4%	4	8.0%	1	14.6%	2	0.00%	0.60%	1.21%
UK FTSE large cap														
SIP Artemis SmartGARP UK Equity	■	50.2%	1	-16.1%	3	-2.6%	3	6.7%	1	18.0%	1	0.00%	1.50%	1.61%
UK FTSE mid cap														
SIP Jupiter UK Mid Cap	■	31.8%	2	3.9%	1	-9.2%	4	6.9%	1	24.7%	1	0.00%	1.50%	1.67%
UK gilts														
SIP Gilt Edged ▲		-7.7%	3	3.5%	2	13.3%	1	2.9%	1	-4.8%	2	0.00%	0.30%	0.87%
SIP Legal & General All Stocks Gilt Index	■	-6.6%	1	3.5%	2	12.7%	2	0.8%	1	-4.7%	1	0.00%	0.30%	0.30%
UK property														
SIP Property	▲	7.1%	3	-3.7%	2	2.4%	2	11.0%	1	15.2%	1	0.00%	0.20%	0.48%
UK smaller companies														
SIP Artemis UK Smaller Companies	■	64.3%	1	-22.8%	4	-3.4%	2	9.8%	2	27.0%	2	0.00%	0.95%	1.06%
SIP BlackRock UK Smaller Companies	■	55.8%	1	-3.7%	3	-7.3%	3	14.4%	1	27.3%	2	0.00%	1.50%	1.67%
SIP Invesco UK Smaller Companies Equity	■	-		-		-		-		-		0.00%	1.67%	1.67%
SIP Jupiter UK Smaller Companies	■	36.2%	4	6.7%	1	-10.1%	4	9.7%	2	31.2%	1	0.00%	1.75%	1.92%
UK specialist														
SIP BlackRock UK Special Situations	■	39.2%	1	-13.7%	2	2.0%	2	10.5%	1	16.9%	1	0.00%	1.50%	1.67%

Pinnacle Range of funds: life

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% growth over one year to end September

		2021	Qtl	2020	Qtl	2019	Qtl	2018	Qtl	2017	Qtl	Initial charge	AMC	TER
Asia Pacific (excluding Japan)														
SIP Far East Excluding Japan Equity	▲	9.8%	3	-3.8%	4	3.8%	3	-0.7%	4	15.1%	2	0.00%	0.60%	2.01%
SIP Fidelity Asia	■	5.7%	4	11.6%	2	7.1%	1	5.7%	2	14.2%	3	0.00%	1.50%	1.68%
SIP Invesco Asian	■	13.6%	2	3.6%	3	2.3%	4	3.6%	4	20.0%	1	0.00%	1.70%	1.70%
SIP Invesco Hong Kong & China	■	-		-		-		-		-		0.00%	1.69%	1.69%
Asia Pacific (including Japan)														
SIP Far East Including Japan Equity	▲	6.9%	4	-2.9%	4	0.4%	4	2.7%	4	15.0%	1	0.00%	0.70%	1.48%
BRIC (Brazil, Russia, India, China)														
SIP Janus Henderson China Opportunities	■	-11.5%	4	16.8%	1	3.4%	2	4.1%	2	18.2%	1	0.00%	1.50%	1.74%
Corporate bond														
SIP Jupiter Investment Grade Bond	■	0.8%	1	6.6%	1	8.3%	1	1.0%	1	-0.1%	2	0.00%	1.00%	1.15%
SIP Legal & General Fixed Interest	■	0.7%	2	3.6%	1	8.7%	1	0.2%	1	-0.8%	3	0.00%	0.48%	0.48%
SIP M&G Strategic Corporate Bond	■	2.9%	1	3.2%	2	6.0%	3	0.1%	1	2.0%	1	0.00%	0.00%	0.81%
Deposit and treasury														
SIP L&G Cash Trust	■	-0.2%	2	0.2%	1	0.4%	1	0.2%	1	-0.0%	2	0.00%	0.30%	0.30%
Europe (excluding UK)														
SIP ASI Europe ex UK Equity	■	-		-		-		-		-		0.00%	1.20%	1.32%
SIP BlackRock Continental European	■	25.6%	1	18.5%	1	4.5%	1	7.1%	1	14.9%	4	0.00%	1.00%	1.19%
SIP European Equity	▲	21.3%	1	2.9%	2	1.8%	3	2.8%	2	22.1%	1	0.00%	0.60%	1.06%
SIP Janus Henderson European Selected Opps	■	16.6%	3	3.9%	2	4.3%	2	2.3%	2	13.7%	4	0.00%	1.50%	1.71%
European smaller companies														
SIP Janus Henderson European Smaller Companies	■	30.3%	1	13.4%	1	-2.5%	4	3.8%	1	30.9%	1	0.00%	1.50%	1.72%
SIP JPMorgan Europe Smaller Companies	■	20.2%	2	14.0%	1	-5.4%	4	6.7%	1	16.5%	3	0.00%	1.50%	1.60%
Flexible investment														
SIP IFSL Sanlam Growth	■	8.6%	4	-		-		-		-		0.00%	0.95%	1.03%
SIP Jupiter Merlin Growth Portfolio	■	13.7%	4	-0.6%	2	6.8%	1	9.0%	1	6.3%	4	0.00%	1.50%	2.47%
Global bond														
SIP Threadneedle Global Bond	■	-8.0%	4	2.4%	1	13.7%	1	0.6%	1	-6.2%	4	0.00%	1.00%	1.13%
Global emerging markets														
SIP JPMorgan Emerging Markets	■	9.0%	4	11.0%	1	15.7%	1	-0.0%	2	14.6%	2	0.00%	1.50%	1.57%
SIP Sanlam Emerging Markets Equity Tracker	■	10.0%	3	1.1%	3	6.4%	2	-1.0%	3	7.3%	4	0.00%	0.55%	0.55%
Global equity income														
SIP BNY Mellon Global Income	■	14.8%	4	-10.4%	4	11.9%	1	9.6%	2	6.0%	4	0.00%	0.75%	0.81%
Global growth														
SIP Fidelity Global Special Situations	■	18.5%	3	6.1%	1	4.3%	3	11.9%	1	14.5%	2	0.00%	1.50%	1.66%
SIP Henderson Global Growth	■	-		-		-		-		-		0.00%	0.75%	0.85%

Pinnacle Range of funds: life

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% growth over one year to end September

		2021	Qtl	2020	Qtl	2019	Qtl	2018	Qtl	2017	Qtl	Initial charge	AMC	TER
SIP International Equity	▲	15.3%	4	-0.1%	3	-1.0%	4	15.2%	1	15.2%	1	0.00%	0.70%	1.04%
SIP Legal & General International Index	■	19.2%	3	5.1%	2	6.7%	1	11.7%	1	11.3%	3	0.00%	0.23%	0.23%
SIP Sanlam Active Global Equity	■	22.1%	2	-7.7%	4	0.1%	4	6.7%	3	13.1%	2	0.00%	0.15%	1.79%
SIP Sanlam Global Best Ideas	■	22.4%	2	-6.1%	4	4.4%	3	7.1%	3	13.2%	2	0.00%	1.50%	1.64%
SIP Sanlam Global Financial	■	47.2%	1	-27.2%	4	3.5%	3	1.9%	4	22.5%	1	0.00%	1.50%	1.60%
SIP Sanlam Global High Quality	■	7.8%	4	1.8%	3	-	-	-	-	-	-	0.00%	0.55%	0.65%
Japan														
SIP AXA Framlington Japan	■	7.0%	4	8.5%	1	0.3%	1	10.0%	2	8.1%	4	0.00%	1.50%	1.59%
SIP Japan	▲	1.9%	4	-0.8%	3	-4.3%	4	9.5%	2	15.0%	1	0.00%	0.60%	1.18%
Mixed investment 20%-60% shares														
SIP IFSL Sanlam Cautious	■	7.1%	4	-	-	-	-	-	-	-	-	0.00%	0.95%	1.03%
SIP IFSL Sanlam Conservative	■	6.4%	4	-	-	-	-	-	-	-	-	0.00%	0.95%	1.01%
SIP IFSL Sanlam Defensive	■	6.3%	4	-	-	-	-	-	-	-	-	0.00%	0.95%	1.04%
SIP Quilter Investors Cirilium Balanced	■	12.7%	1	-0.9%	1	0.8%	4	2.5%	2	8.2%	1	0.00%	0.00%	2.11%
Mixed investment 40%-85% shares														
SIP AXA Framlington Managed Balanced	■	11.8%	4	3.6%	1	6.3%	1	5.8%	1	6.0%	4	0.00%	1.25%	1.32%
SIP IFSL Sanlam Balanced	■	7.9%	4	-	-	-	-	-	-	-	-	0.00%	0.95%	1.04%
SIP Jupiter Merlin Balanced Portfolio	■	12.7%	3	-1.6%	2	5.7%	1	7.5%	1	6.3%	4	0.00%	1.50%	2.33%
SIP Managed	▲	5.5%	4	-1.6%	2	3.4%	2	4.2%	3	8.2%	3	0.00%	0.70%	1.06%
Money market														
SIP Interest	▲	-0.0%	2	-0.0%	3	0.1%	1	-0.0%	3	-0.0%	3	0.00%	0.05%	0.27%
North America														
SIP AXA Framlington American Growth	■	21.1%	3	20.8%	1	5.1%	3	27.9%	1	10.7%	3	0.00%	1.50%	1.57%
SIP Fidelity Index US	■	20.2%	3	7.2%	3	9.2%	1	16.4%	2	10.8%	3	0.00%	0.31%	0.31%
SIP HSBC American Index	■	20.6%	3	7.6%	2	9.1%	1	16.6%	2	11.0%	3	0.00%	0.04%	0.06%
SIP Legal & General US Index	■	20.7%	3	8.6%	2	8.3%	1	16.7%	2	10.8%	3	0.00%	0.25%	0.25%
SIP Legg Mason IF Martin Currie North American	■	15.4%	4	14.6%	1	13.3%	1	19.6%	1	9.2%	4	0.00%	1.00%	1.18%
SIP North American Equity	▲	20.5%	3	3.9%	4	-1.2%	4	15.8%	3	13.9%	2	0.00%	0.60%	1.24%
SIP Threadneedle American Select	■	21.5%	3	12.6%	1	7.9%	2	15.8%	3	14.4%	1	0.00%	1.50%	1.62%
Protected														
SIP Ninety One Multi Asset Protector Fund	■	4.2%	3	-7.6%	3	4.1%	1	1.9%	3	6.0%	2	0.00%	1.60%	1.79%
Specialist														
SIP AXA Framlington Health	■	-	-	-	-	-	-	-	-	-	-	0.00%	1.50%	1.57%
SIP BlackRock Gold and General	■	-24.2%	4	27.6%	1	54.3%	1	-21.1%	4	-15.7%	4	0.00%	1.75%	1.92%
SIP Sanlam Managed Risk	■	15.3%	2	-8.9%	4	-1.4%	4	8.3%	1	8.6%	2	0.00%	0.90%	0.96%

Pinnacle Range of funds: life

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% growth over one year to end September

		2021	Qtl	2020	Qtl	2019	Qtl	2018	Qtl	2017	Qtl	Initial charge	AMC	TER
Strategic bond														
SIP Artemis High Income	■	12.2%	1	-1.0%	4	3.3%	4	2.7%	1	8.5%	1	0.00%	0.83%	0.92%
SIP Artemis Strategic Bond	■	3.2%	1	3.2%	1	4.6%	4	1.1%	1	5.4%	1	0.00%	1.00%	1.07%
SIP Baillie Gifford Strategic Bond	■	4.3%	1	1.1%	4	7.6%	4	1.1%	1	3.9%	1	0.00%	0.70%	0.72%
SIP Invesco Monthly Income Plus	■	11.2%	1	3.4%	1	4.3%	4	0.5%	1	6.9%	1	0.00%	1.42%	1.42%
SIP Janus Henderson Strategic Bond	■	3.4%	1	4.8%	1	9.6%	1	-1.0%	4	3.2%	1	0.00%	1.25%	1.41%
SIP M&G Optimal Income	■	7.5%	1	0.1%	4	3.0%	4	0.9%	1	5.4%	1	0.00%	0.00%	1.01%
SIP Man GLG Strategic Bond	■	4.5%	1	-4.9%	4	7.0%	4	-		-		0.00%	0.20%	0.39%
Targeted absolute return														
SIP Sanlam Multi-Strategy Founder Acc	■	7.8%	3	2.5%	2	3.1%	3	4.3%	2	-		0.00%	0.75%	1.04%
UK all companies														
SIP BlackRock UK	■	14.4%	4	0.7%	1	2.3%	1	11.3%	1	9.7%	3	0.00%	1.50%	1.67%
SIP Janus Henderson UK Alpha	■	41.9%	1	-17.3%	3	-4.1%	4	6.4%	1	13.3%	2	0.00%	1.50%	1.70%
SIP MFM UK Primary Opportunities	■	34.3%	1	-14.4%	2	-0.9%	3	7.4%	1	15.8%	1	0.00%	1.50%	1.62%
SIP Sanlam Active UK Equity	■	21.5%	4	-16.1%	3	-0.1%	2	4.9%	2	12.0%	2	0.00%	0.75%	1.03%
SIP UK Equity	+▲	22.2%	3	-13.7%	2	-2.9%	3	6.5%	1	12.1%	2	0.00%	0.60%	1.21%
UK FTSE large cap														
SIP Artemis SmartGARP UK Equity	■	46.7%	1	-17.5%	3	-1.9%	3	6.0%	2	14.5%	1	0.00%	1.50%	1.61%
UK FTSE mid cap														
SIP Jupiter UK Mid Cap	■	27.0%	2	1.7%	1	-7.2%	4	6.2%	1	19.6%	1	0.00%	1.50%	1.67%
UK gilts														
SIP Gilt Edged	+▲	-6.1%	2	3.6%	1	15.1%	1	3.9%	1	-3.4%	1	0.00%	0.30%	0.87%
SIP Legal & General All Stocks Gilt Index	■	-6.5%	3	2.9%	1	10.1%	1	0.6%	1	-3.7%	1	0.00%	0.30%	0.30%
UK property														
SIP Property	+▲	12.2%	1	-4.0%	2	2.0%	1	8.6%	1	12.7%	1	0.00%	0.20%	0.48%
UK smaller companies														
SIP Artemis UK Smaller Companies	■	60.7%	1	-25.0%	4	-2.5%	1	8.4%	2	21.3%	3	0.00%	0.95%	1.06%
SIP BlackRock UK Smaller Companies	■	46.4%	1	-6.6%	3	-5.7%	3	12.1%	1	21.6%	2	0.00%	1.50%	1.67%
SIP Invesco UK Smaller Companies Equity	■	-		-		-		-		-		0.00%	1.67%	1.67%
SIP Jupiter UK Smaller Companies	■	30.5%	4	3.6%	1	-8.0%	4	8.3%	2	24.6%	1	0.00%	1.75%	1.92%
UK specialist														
SIP BlackRock UK Special Situations	■	35.1%	1	-15.3%	3	1.8%	2	9.0%	1	13.6%	2	0.00%	1.50%	1.67%

Pinnacle Range of funds: ISA

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% growth over one year to end September

		2021	Qtl	2020	Qtl	2019	Qtl	2018	Qtl	2017	Qtl	Initial charge	AMC	TER
Asia Pacific (excluding Japan)														
SIP Far East Excluding Japan Equity	▲	6.9%	4	-2.3%	4	2.9%	3	-1.5%	4	16.3%	2	0.00%	0.60%	2.01%
SIP Fidelity Asia	■	6.7%	4	14.6%	1	8.5%	1	6.3%	1	17.6%	2	0.00%	1.50%	1.68%
SIP Invesco Asian	■	17.0%	2	4.3%	3	2.5%	4	3.6%	4	25.1%	1	0.00%	1.70%	1.70%
SIP Invesco Hong Kong & China	■	-		-		-		-		-		0.00%	1.69%	1.69%
Asia Pacific (including Japan)														
SIP Far East Including Japan Equity	▲	6.8%	4	-1.4%	4	-0.0%	4	3.0%	4	16.1%	1	0.00%	0.70%	1.48%
BRIC (Brazil, Russia, India, China)														
SIP Janus Henderson China Opportunities	■	-10.6%	4	20.9%	1	3.7%	3	4.2%	2	22.8%	1	0.00%	1.50%	1.74%
Corporate bond														
SIP Jupiter Investment Grade Bond	■	1.5%	2	7.8%	1	10.3%	1	1.1%	1	-0.3%	3	0.00%	1.00%	1.15%
SIP Legal & General Fixed Interest	■	1.5%	2	4.4%	2	10.9%	1	0.2%	1	-1.1%	4	0.00%	0.48%	0.48%
SIP M&G Strategic Corporate Bond	■	3.5%	1	3.8%	3	7.4%	3	0.1%	2	2.3%	1	0.00%	0.00%	0.81%
Deposit and treasury														
SIP L&G Cash Trust	++■	-0.3%	3	0.3%	2	0.5%	2	0.3%	2	0.1%	2	0.00%	0.30%	0.30%
Europe (excluding UK)														
SIP ASI Europe ex UK Equity	■	-		-		-		-		-		0.00%	1.20%	1.32%
SIP BlackRock Continental European	■	32.7%	1	23.5%	1	5.5%	1	8.3%	1	18.7%	4	0.00%	1.00%	1.19%
SIP European Equity	▲	27.7%	1	7.1%	1	3.0%	3	3.6%	2	24.8%	1	0.00%	0.60%	1.06%
SIP Janus Henderson European Selected Opps	■	20.7%	2	4.6%	2	5.1%	2	2.1%	2	17.0%	4	0.00%	1.50%	1.71%
European smaller companies														
SIP Janus Henderson European Smaller Companies	■	38.1%	1	16.8%	1	-3.4%	4	4.0%	2	39.6%	1	0.00%	1.50%	1.72%
SIP JPMorgan Europe Smaller Companies	■	25.3%	2	17.2%	1	-6.9%	4	7.5%	1	20.6%	2	0.00%	1.50%	1.60%
Flexible investment														
SIP IFSL Sanlam Growth	■	11.0%	4	-		-		-		-		0.00%	0.95%	1.03%
SIP Jupiter Merlin Growth Portfolio	■	17.1%	4	-0.8%	2	8.3%	1	10.6%	1	7.7%	4	0.00%	1.50%	2.47%
Global bond														
SIP Threadneedle Global Bond	■	-8.5%	3	2.7%	2	16.8%	1	0.4%	2	-7.9%	4	0.00%	1.00%	1.13%
Global emerging markets														
SIP JPMorgan Emerging Markets	■	12.3%	4	13.6%	1	19.6%	1	-0.9%	4	18.1%	1	0.00%	1.50%	1.57%
SIP Sanlam Emerging Markets Equity Tracker	■	13.3%	4	3.7%	2	6.8%	2	-1.9%	4	9.0%	4	0.00%	0.55%	0.55%
Global equity income														
SIP BNY Mellon Global Income	■	18.6%	4	-7.8%	4	13.8%	1	10.4%	2	6.4%	4	0.00%	0.75%	0.81%
Global growth														
SIP Fidelity Global Special Situations	■	23.2%	3	7.4%	1	5.1%	3	14.1%	1	18.1%	1	0.00%	1.50%	1.66%
SIP Henderson Global Growth	■	-		-		-		-		-		0.00%	0.75%	0.85%

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% growth over one year to end September

		2021	Qtl	2020	Qtl	2019	Qtl	2018	Qtl	2017	Qtl	Initial charge	AMC	TER
SIP International Equity	▲	20.2%	4	4.5%	2	-0.3%	4	12.3%	2	17.0%	1	0.00%	0.70%	1.04%
SIP Legal & General International Index	■	24.3%	2	6.4%	2	8.2%	1	14.2%	1	14.1%	2	0.00%	0.23%	0.23%
SIP Sanlam Active Global Equity	■	24.4%	2	-7.0%	4	-0.2%	4	7.7%	4	16.3%	2	0.00%	0.15%	1.79%
SIP Sanlam Global Best Ideas	■	25.4%	2	-5.5%	4	4.6%	3	8.1%	3	16.4%	1	0.00%	1.50%	1.64%
SIP Sanlam Global Financial	■	56.3%	1	-26.7%	4	3.7%	3	1.5%	4	28.5%	1	0.00%	1.50%	1.60%
SIP Sanlam Global High Quality	■	9.9%	4	2.2%	2	-		-		-		0.00%	0.55%	0.65%
Japan														
SIP AXA Framlington Japan	■	9.6%	4	10.4%	1	-0.0%	2	11.7%	2	9.9%	4	0.00%	1.50%	1.59%
SIP Japan	▲	7.6%	4	0.6%	3	-4.2%	4	11.3%	3	16.7%	1	0.00%	0.60%	1.18%
Mixed investment 20%-60% shares														
SIP IFSL Sanlam Cautious	■	8.9%	4	-		-		-		-		0.00%	0.95%	1.03%
SIP IFSL Sanlam Conservative	■	8.0%	4	-		-		-		-		0.00%	0.95%	1.01%
SIP IFSL Sanlam Defensive	■	8.0%	4	-		-		-		-		0.00%	0.95%	1.04%
SIP Quilter Investors Cirilium Balanced	■	14.3%	2	-0.4%	2	0.8%	4	2.4%	2	10.2%	1	0.00%	0.00%	2.11%
Mixed investment 40%-85% shares														
SIP AXA Framlington Managed Balanced	■	14.8%	3	4.4%	1	7.7%	1	6.6%	2	7.4%	4	0.00%	1.25%	1.32%
SIP IFSL Sanlam Balanced	■	9.9%	4	-		-		-		-		0.00%	0.95%	1.04%
SIP Jupiter Merlin Balanced Portfolio	■	14.8%	3	-1.6%	2	7.0%	1	8.7%	1	7.7%	3	0.00%	1.50%	2.33%
SIP Managed	▲	11.2%	4	3.1%	1	5.1%	2	6.4%	2	9.9%	2	0.00%	0.70%	1.06%
Money market														
SIP Interest	+++▲	-0.0%	2	0.1%	2	0.3%	2	0.1%	2	-0.0%	3	0.00%	0.05%	0.27%
North America														
SIP AXA Framlington American Growth	■	26.6%	2	26.3%	1	5.9%	4	34.8%	1	13.2%	3	0.00%	1.50%	1.57%
SIP Fidelity Index US	■	25.6%	3	8.7%	3	11.3%	1	20.0%	2	13.6%	3	0.00%	0.31%	0.31%
SIP HSBC American Index	■	26.1%	3	9.4%	2	11.1%	1	20.2%	2	13.7%	3	0.00%	0.04%	0.06%
SIP Legal & General US Index	■	26.2%	2	10.7%	2	10.3%	1	20.5%	2	13.6%	3	0.00%	0.25%	0.25%
SIP Legg Mason IF Martin Currie North American	■	19.5%	4	18.3%	1	16.5%	1	24.2%	1	11.4%	4	0.00%	1.00%	1.18%
SIP North American Equity	▲	24.8%	3	8.6%	3	-0.2%	4	19.6%	2	15.6%	2	0.00%	0.60%	1.24%
SIP Threadneedle American Select	■	27.0%	2	15.6%	1	9.5%	2	19.0%	3	17.9%	1	0.00%	1.50%	1.62%
Protected														
SIP Ninety One Multi Asset Protector Fund	■	4.1%	2	-7.2%	4	5.0%	1	1.8%	1	7.5%	1	0.00%	1.60%	1.79%
Specialist														
SIP AXA Framlington Health	■	-		-		-		-		-		0.00%	1.50%	1.57%
SIP BlackRock Gold and General	■	-26.2%	4	34.1%	1	56.7%	1	-21.4%	4	-16.8%	4	0.00%	1.75%	1.92%
SIP Sanlam Managed Risk	■	17.7%	1	-8.6%	4	-1.8%	4	9.9%	1	9.6%	1	0.00%	0.90%	0.96%

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% growth over one year to end September

		2021	Qtl	2020	Qtl	2019	Qtl	2018	Qtl	2017	Qtl	Initial charge	AMC	TER
Strategic bond														
SIP Artemis High Income	■	12.2%	1	-1.0%	4	3.2%	4	1.3%	1	9.0%	1	0.00%	0.83%	0.92%
SIP Artemis Strategic Bond	■	4.0%	1	3.7%	2	5.4%	4	1.1%	1	6.6%	1	0.00%	1.00%	1.07%
SIP Baillie Gifford Strategic Bond	■	4.9%	1	1.5%	4	9.6%	4	1.4%	1	4.8%	1	0.00%	0.70%	0.72%
SIP Invesco Monthly Income Plus	■	12.4%	1	3.5%	2	4.3%	4	0.0%	2	8.5%	1	0.00%	1.42%	1.42%
SIP Janus Henderson Strategic Bond	■	3.9%	1	5.2%	1	10.5%	3	-1.4%	4	2.9%	1	0.00%	1.25%	1.41%
SIP M&G Optimal Income	■	8.6%	1	0.7%	4	3.6%	4	0.5%	1	6.5%	1	0.00%	0.00%	1.01%
SIP Man GLG Strategic Bond	■	5.1%	1	-4.5%	4	8.6%	4	-	-	-	-	0.00%	0.20%	0.39%
Targeted absolute return														
SIP Sanlam Multi-Strategy Founder Acc	■	9.9%	3	3.3%	1	3.8%	3	4.8%	2	-	-	0.00%	0.75%	1.04%
UK all companies														
SIP BlackRock UK	■	17.6%	4	1.3%	1	2.6%	1	13.6%	1	11.9%	2	0.00%	1.50%	1.67%
SIP Janus Henderson UK Alpha	■	-	-	-	-	-	-	-	-	-	-	0.00%	1.50%	1.70%
SIP MFM UK Primary Opportunities	■	39.4%	1	-13.3%	2	-1.3%	3	8.6%	1	19.8%	1	0.00%	1.50%	1.62%
SIP Sanlam Active UK Equity	■	26.2%	3	-14.8%	2	-0.3%	3	5.4%	2	13.5%	2	0.00%	0.75%	1.03%
SIP UK Equity	▲	26.0%	3	-12.6%	2	-6.4%	4	8.0%	1	14.6%	2	0.00%	0.60%	1.21%
UK FTSE large cap														
SIP Artemis SmartGARP UK Equity	■	50.2%	1	-16.1%	3	-2.6%	3	6.7%	1	18.0%	1	0.00%	1.50%	1.61%
UK FTSE mid cap														
SIP Jupiter UK Mid Cap	■	31.8%	2	3.9%	1	-9.2%	4	6.9%	1	24.7%	1	0.00%	1.50%	1.67%
UK gilts														
SIP Gilt Edged	▲	-7.7%	3	3.5%	2	13.3%	1	2.9%	1	-4.8%	2	0.00%	0.30%	0.87%
SIP Legal & General All Stocks Gilt Index	■	-6.6%	1	3.5%	2	12.7%	2	0.8%	1	-4.7%	1	0.00%	0.30%	0.30%
UK property														
SIP Property	▲	7.1%	3	-3.7%	2	2.4%	2	11.0%	1	15.2%	1	0.00%	0.20%	0.48%
UK smaller companies														
SIP Artemis UK Smaller Companies	■	64.3%	1	-22.8%	4	-3.4%	2	9.8%	2	27.0%	2	0.00%	0.95%	1.06%
SIP BlackRock UK Smaller Companies	■	55.8%	1	-3.7%	3	-7.3%	3	14.4%	1	27.3%	2	0.00%	1.50%	1.67%
SIP Invesco UK Smaller Companies Equity	■	-	-	-	-	-	-	-	-	-	-	0.00%	1.67%	1.67%
SIP Jupiter UK Smaller Companies	■	36.2%	4	6.7%	1	-10.1%	4	9.7%	2	31.2%	1	0.00%	1.75%	1.92%
UK specialist														
SIP BlackRock UK Special Situations	■	39.2%	1	-13.7%	2	2.0%	2	10.5%	1	16.9%	1	0.00%	1.50%	1.67%

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 30 September 2017, 2018, 2019, 2020 and 2021.

Annual management charge (AMC)

The 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 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 30 September 2021. While 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.
8. For funds marked with a ■, these funds are Insured Mirror Funds.
9. Please note that funds marked with ++ are deemed as 'cash-like' investments. Cash is the least risky asset type, but cash tends to deliver low returns. This means the value of your money can be reduced in times of high inflation and in real terms, there is a risk that the spending value of your investment will be reduced by inflation over time. If you are planning to invest for the longer term i.e. more than 5 years, you will need to consider whether these investment choices are likely to sufficiently meet your personal financial objectives.

Important information

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.