



individual investment **freedom**

create an investment plan that's
exactly right for you with the flexible
Executive Wealthbuilder Account



unlimited **potential** and flexibility

an investment account for your present needs and future plans

The versatile Executive Wealthbuilder Account (EWA) from Royal Skandia lets you create an investment that fits in with your current situation and your future hopes and aspirations. It achieves this thanks to its remarkable flexibility, which allows you to:

- choose whether to make regular payments and/or pay in ad-hoc single lump sums
- be free from restrictions on the length of time you can invest (although we normally suggest a minimum of five years)
- avoid hidden or unexpected outgoings, thanks to our straightforward charges
- move freely between investment funds if there are changes in your circumstances, plans or attitude to risk – or in the global economic situation
- make one-off or regular withdrawals
- set up your account in selected major currencies, including US dollars, euros and sterling.

This account could be ideal if you have a high level of disposable income, receive large irregular payments, are an expatriate on a short-term contract, or expect to have surplus income for a limited period only. It also provides a suitable home for one-off investments such as a legacy, or if you believe you are likely to need access to your money in a hurry at a later date.

carefully chosen funds for medium- to long-term growth

The EWA gives you access to over 370 funds from the world's leading fund managers. Our fund range is continuously updated and enhanced, to ensure it provides you with access to a wide range of asset classes, specialist sectors and currencies.

This is a far greater range of funds than many other similar investment solutions offer, so you benefit from a wider investment choice and extra versatility within a single account. Although you could invest directly in some of these funds, the EWA gives you much more freedom to switch easily between funds whenever you want, plus the convenience of being able to view your fund performance at any time via our online Client Centre at www.royalskandia.com.

an integral part of your total financial planning package

The EWA can play a very important role in your overall financial planning arrangements. You can use it to save for a one-off goal, to put money aside for a child's future or education, to provide for your retirement or to make life easier for future generations. See page 9 for more details of how you could structure your account for these purposes.

flexible contributions

With the EWA, you can:

- start with regular contributions and increase or decrease them at any time
- start with a single lump sum contribution and then offer to make additional lump sum contributions as and when you receive them – such as payments for freelance or short-term work, bonuses or even a legacy
- stop your regular payments for a while if you need to and then restart them when you're ready – as long as your account value doesn't fall below US\$600 (€600/£400) in the meantime
- pay by credit card, standing order, bank transfer or cheque.

If you open your account with a single lump sum you cannot then change to regular contributions. However, if you set up regular contributions from the start, you are free to add lump sums at later dates if you wish.

flexible access

There is no charge or penalty for taking money out of your EWA, which you can do at any time.

- You can request withdrawals and partial encashments from your account whenever you want, free of any account charges. The minimum withdrawal is US\$750 (€750/£500). All we ask is that the withdrawal does not cause your account balance to fall below US\$600 (€600/£400).
- Withdrawals and encashments from your account can be used to supplement your income (which can be annual, half yearly, quarterly or monthly). This gives you extra flexibility plus an emergency source of funding – although we do not recommend you take regular withdrawals whilst continuing to make regular payments in.

Because it's so easy to access your money within the EWA, there shouldn't be any need to cash in your investment if you achieve a satisfactory level of growth. Instead, you can simply move your investment between funds within your account to help you meet your investment aims and objectives. For example, you could talk to your financial adviser about moving your investment to other funds within the EWA and leaving your money invested for a longer period, giving you access to the growth potential of markets over the longer term.

Taking money out of your account, especially in the early years, will dramatically reduce the potential for your investments to perform – so we strongly believe you should stay invested for at least five years. This will also help to mitigate the effect of the charges made when you set up your account.



‘My Executive Wealthbuilder Account has travelled round the world with me.’

Kareem

‘The great thing about this account is that I have the flexibility to contribute regularly or whenever I have some extra capital I would like to invest. My financial adviser helps me choose which investment funds to select and then Royal Skandia does all the paperwork, so I don’t have to worry about it. I just look online occasionally to see how my investments are getting on.

‘When I feel ready to start planning for my retirement, I can use this account to supplement my income when I’m settled in the country where I want to retire.’

Please note: this quotation and case study are fictional and used purely to illustrate a possible real-life scenario.

370 carefully chosen and rigorously monitored funds

With the Executive Wealthbuilder Account, you build your own portfolio of investments to match your medium- to long-term objectives and your attitude to risk.

To create your portfolio, you can choose from our generous selection of over 370 competitive international investment funds, provided by over 40 of the world's leading fund managers. They give you access to a broad selection of asset classes, sectors, specialisations and currencies.

You'll also benefit from Skandia's global buying power, which means we can often negotiate significant savings on initial fund charges for you, so more of your money is invested right from the start.

We constantly update and enhance our fund range to make sure it reflects the wider market and new fund ideas, so your portfolio can benefit from fresh opportunities and innovations.

building your portfolio

You can use our specialist 'managing the managers' service, provided by our sister company, Skandia Investment Group (SIG). Or you can select funds and fund managers yourself, or with the help of your financial adviser.

If your needs or circumstances change, or developments in the global economy affect your feelings about risk, you can simply adjust your combination of funds or switch some or all of your investment to different funds. Our fund choices range from equities and bonds through to deposit funds.

for extra simplicity and convenience

- Once you've set up your account you can let us take care of all the day-to-day administration.
- You can check your account online to see how the funds are performing – our Royal Skandia Client Centre gives you up-to-date information 24 hours a day.



Our selection and evaluation process is based on four key principles:

Philosophy

Does the fund manager understand why the market behaves as it does and how to exploit it?

Process

A fund manager's investment process must be disciplined and repeatable.

People

A fund is only as good as the investment professionals behind it, and the stability and integrity of the investment management company.

Performance

Managers' trading patterns and performance demonstrate and verify the success of their investment approach.

keeping your account protected

Royal Skandia is based in the Isle of Man, an established international finance centre with a stable and independent legal, political and regulatory framework. This means your account is 'protected' in a secure offshore environment.

You will benefit from the Isle of Man's policyholder protection scheme, which covers the contracts issued by an authorised life assurance company based on the island. So in the unlikely event that Royal Skandia becomes insolvent, you will be able to claim compensation of up to 90% of the account value, less any contractual charges.

making the most of tax-saving opportunities

The Isle of Man is a tax-efficient environment and Royal Skandia is not currently liable to income tax, capital gains tax or corporation tax on funds linked to policies, so your EWA investment will be able to grow virtually tax free. Although withholding tax may be deducted from some dividends in their country of origin, once inside your EWA they can accumulate tax free.

The EWA can provide tax planning solutions and trust services alongside the ability for you to manage your investments in a single convenient package.

The value of investments can fall as well as rise and is not guaranteed. Because of the short-term volatility of investment markets and the effect of the charges made when you set up your account, we believe strongly that you should remain invested for at least five years.

'My attitude to risk changed completely when my first child was born.'

Parmita

'I set up my Executive Wealthbuilder Account with a legacy from my great uncle. At first I thought it was very exciting to choose my own investments, since I'm an economist and follow the markets closely, so I talked to my financial adviser and together we sorted out a range of funds with quite high risk levels.

'At one stage I decided I wanted to lock in the gains I'd made. Luckily, because the EWA offers such a broad range of investments, I could simply switch my money to deposit-based funds within my account.

'Then, when my son Safal was born, I felt I wanted to move all my money into low-risk funds and also place the account into a trust to ensure that he would benefit when I am gone. The EWA allowed me to achieve both of these things very easily and with no additional costs.'

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'I want to help my children through university.'

Harry

'I've lived and worked all over the world, and my children have moved with me from country to country. So who knows where they'll want to go to university – or whether that country will demand tuition fees, offer grants or scholarships, make them take out a student loan... we need to be prepared for anything!'

'I've been making provision for their future with regular payments into my Executive Wealthbuilder Account, and adding in some of my bonuses as well. When my children are ready to start further education, I know I can withdraw lump sums to help them, or even set up regular withdrawals to help towards their expenses.'

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Taking money out of your account, especially in the early years, will dramatically reduce the potential for your investments to perform – so we strongly believe you should stay invested for at least five years. This will also help to mitigate the effect of the charges made when you set up your account.

because you want only the **best** for your future and your family

Thanks to its flexibility, you can use your Executive Wealthbuilder Account to save for your own and your children's future in many different ways.

providing for your children's education: you can build up a substantial fund in your EWA and then arrange regular withdrawals to pay school fees or college expenses.

investing for your retirement: the flexibility of this account means you can choose funds to create the kind of retirement 'pot' you want, and then take withdrawals as and when it suits you. You can use your EWA as an investment

vehicle for an approved pension, such as a Qualifying Recognised Overseas Pension Scheme (QROPS). Your financial adviser will be able to give you more information about these options and help you decide whether they're right for you.

generation planning: you can safeguard your investment and decide who you want to benefit from it during your lifetime or in the event of your death. Talk to your financial adviser to see whether placing your EWA in trust or nomination could help you and your family.

safety in **strength**

The Executive Wealthbuilder Account is offered by Royal Skandia, a leading provider of offshore savings products, as part of our comprehensive range of innovative and market-leading solutions for investors all over the world. We are part of the Old Mutual Group, a FTSE® 100 company founded in 1845. It is now one of the largest companies in Europe, with 54,000 employees in 34 countries.

Royal Skandia has received many prestigious awards over the years, including Best International Life Group and Best Commitment to Service at the International Fund and Product Awards 2009.

talk to your financial adviser about investing in the Executive Wealthbuilder Account

Your financial adviser will work with you to review your financial arrangements and help make sure this account fits in with your overall needs and objectives, so you need to consult them before opening an Executive Wealthbuilder Account.

They will be able to answer your questions, recommend specific funds and fund managers from our range, and provide you with further support material, including the full Terms and Conditions.

simple, one-off charges

making life easier for you

Many similar investment solutions deduct all kinds of different charges, often when you're not expecting them, which can reduce the growth of your investment. We've designed the Executive Wealthbuilder Account with a simple, transparent and competitive charging system, so you always know what to expect.

straightforward charges

1. Our one-off initial charge.

When we set up your account, or when you add any further regular or ad-hoc payments, we deduct a single 'bid/offer spread' charge from each payment made. The bid/offer spread is the difference between the 'offer' or purchase price of your investments and the 'bid' or selling price. For the EWA this will be a one-off initial charge of 7% on each amount you've invested.

These charges cover the costs of setting up your investment and any advice you may have received.

If you switch between funds you will buy and sell funds using the 'bid' price and therefore not be subject to a further bid/offer charge on the money you have already invested. Switches are currently free of charge.

2. Annual management charge.

Each year, we deduct 1% of the value of your fund to cover our ongoing management costs. This is reflected in the value of your investment units, so it will not show as a separate charge.

3. External fund manager charge.

The fund managers of each fund you invest in will also make a charge. This is usually between 1% and 2.5% each year. It depends on the funds you've chosen, their managers and the type of investment. Your financial adviser will alert you to the charges before you commit to the individual funds.

even better – no early encashment charges

With the exception of banking charges which may apply on some payment methods, there is no charge for fully or partially encashing your account, at any time. You can also switch funds free of administrative charges.

Please refer to the enclosed 'at a glance' sheet for a clear overview of the EWA, including charges.

the Executive Wealthbuilder Account could be right for you if you want to:

- save for growth over the medium- to long term
- be able to change the way you invest
- switch investment funds, whenever you want
- be able to access your account easily
- use your account to provide regular withdrawals and supplement your income
- save for your retirement
- create a fund for your children's or grandchildren's future
- save for a one-off special event, such as a wedding.

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Skandia International, part of the wealth management business of Old Mutual plc, is the international group of companies which provides the offshore and cross-border investment solutions for the Old Mutual Group.

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Royal Skandia Life Assurance Limited is registered in the Isle of Man under number 24916C.
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