

For customers | With-Profits Investments

Traditional With-Profits (TWP) fund factsheet

Quarter three 2019



Fund description

Traditional With-Profits (TWP) covers a range of non-unitised Life products such as Whole of Life, SEMPLAN and LSMPLAN (“low-cost” mortgage endowment plans) and Pension products such as RAW (individual retirement annuity plan), EXSEL and SEL (occupational pension schemes). With the exception of new members to existing occupational pension schemes, these products are no longer open to new business.

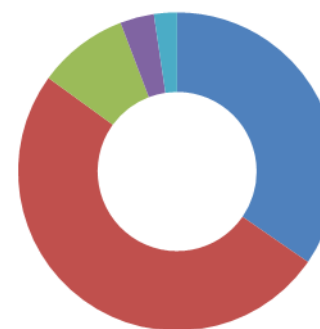
TWP invests in a wide range of bonds, gilts, equities in the UK and overseas, plus direct property. Effective from 1 April 2015, the target level of equity exposure is 10% - 20% of the overall investment.

Fund information

| | |
|------------------------------------|------------------|
| Fund provider | Aegon |
| Fund launch date | Pre-1970 |
| Aegon fund size (£ million) | 100.7 |
| Fund type | Pension and Life |



Asset allocation



| | % |
|------------------------|------|
| ■ Gilts | 34.6 |
| ■ Other Fixed Interest | 50.4 |
| ■ UK Equity | 9.2 |
| ■ Overseas Equity | 3.4 |
| ■ Property | 2.3 |



Performance in detail

| | Periods ended 31 Aug 2019: | | | | |
|-----|----------------------------|------------|-------------|-------------|--------------|
| | 3 months (%) | 1 year (%) | 3 years (%) | 5 years (%) | 10 years (%) |
| TWP | 4.1 | 7.9 | 3.5 | 5.7 | 7.3 |

| Growth (%) over 12-month periods: | | | | |
|-----------------------------------|------------------|------------------|------------------|------------------|
| Jan-18 To Jan-19 | Jan-17 To Jan-18 | Jan-16 To Jan-17 | Jan-15 To Jan-16 | Jan-14 To Jan-15 |
| -0.7 | 4.7 | 9.7 | 1.8 | 12.1 |

Source: Aegon. Figures in £s on a bid-to-bid basis, net of charges, with gross income reinvested to 31 Aug 2019. Periods of greater than one year show annualised compound returns.

Past performance is no guide to future performance. The value of this investment can fall as well as rise for a number of reasons, for example market and currency movements. You may get back less than the amount originally invested if you surrender the policy prior to the selected maturity date.

These figures represent the investment return on TWP fund net of annual management charge, but not incorporating charges for guarantees, tax and the distribution from the inherited estate (see "Enhancements to asset shares" for further information). Actual with-profits payouts also incorporate the effects of smoothing of investment returns and will therefore not necessarily reflect these returns.



Reversionary bonus rates applied

| Year | Basic (%) | | Attaching (%) | |
|---------------|-----------|---------|---------------|---------|
| | Life | Pension | Life | Pension |
| 1990 to 1991 | 4.0 | 5.0 | 6.2 | 6.75 |
| 1992 to 1993* | 3.0 | 4.0 | 6.5 | 7.0 |
| 1994 to 1999 | 2.2 | 3.0 | 5.7 | 6.0 |
| 2000 | 1.7 | 2.5 | 4.7 | 5.0 |
| 2001 | 1.5 | 2.0 | 3.5 | 4.0 |
| 2002 | 1.25 | 1.75 | 2.5 | 3.0 |
| 2003 | 1.25 | 1.0 | 2.5 | 1.0 |
| 2004 | 1.0 | 0.5 | 1.0 | 0.5 |
| 2005 | 1.0 | 0.25 | 1.0 | 0.25 |
| 2006 | 2.0 | Nil | 2.0 | Nil |
| 2007 | 3.0 | 1.0 | 3.0 | 1.0 |
| 2008 | 3.0 | 1.5 | 3.0 | 1.5 |
| 2009 to 2010 | 1.5 | 0.25 | 1.5 | 0.25 |
| 2011 to 2019 | 2.5 | 0.25 | 2.5 | 0.25 |

*Following demutualisation on 31 December 1993, an additional special reversionary bonus was applied. This increased the attaching bonus by +5% and +10% for regular and single premium contributions respectively.

Future benefits from contributions invested are not guaranteed and depend on the bonuses declared by Aegon. The interim bonus rates for 2019 are the same as those applied in 2018.



Guarantee charges and estate distributions

Amounts payable to policyholders are guided by the calculation of asset shares. This reflects the accumulation of premiums paid less any withdrawals, contract charges and expenses at the rate of investment return on the underlying with-profits fund assets.

In addition, the investment return is increased by any distributions made from the estate and decreased by charges for guarantees payable to the estate. This includes any additional enhancement to investment returns that may be added, from the estate, at the point of claim. The estate represents the excess of assets within the with-profits fund over and above the amount required to meet customer benefits. Aegon has no entitlement to any of the estate and we aim to distribute the estate equitably to with-profits policyholders over time.

The combination of these effects, plus an allowance for smoothing of investment returns, is then reflected in policy payouts through the terminal bonus and MVR rates. The following table illustrates the effect on the annual investment return from the movements to/from the estate (before any smoothing is applied).

It is important to note that the above estate distributions are not guaranteed. It may become necessary to remove some or all of these should the Scottish Equitable with-profits fund (of which this investment fund forms a part) experience adverse conditions.

| Calendar Year | Investment Performance before estate movements | Charge for guarantees (to the estate) | Estate distribution (from the estate) | Investment Return after estate movements | Additional Enhancement to Investment Return made at the point of claim (from the estate) |
|---------------|--|---------------------------------------|---------------------------------------|--|--|
| | (%) | (%) | (%) | (%) | (%) |
| 2005 | 12.3 | -0.75 | 1.5 | 13.1 | Nil |
| 2006 | 3.0 | -0.5 | 0.5 | 3.0 | Nil |
| 2007 | 3.3 | -0.25 | 0.25 | 3.3 | Nil |
| 2008 | -7.3 | -0.25 | 0.25 | -7.3 | Nil |
| 2009 | 13.5 | -0.5 | 0.5 | 13.5 | Nil |
| 2010 | 12.3 | -0.5 | 0.5 | 12.3 | Nil |
| 2011 | 4.8 | -0.5 | Nil | 4.3 | Nil |
| 2012 | 12.0 | -0.5 | Nil | 11.5 | Nil |
| 2013 | 3.8 | -0.5 | Nil | 3.3 | Nil |
| 2014 | 12.1 | -0.5 | Nil | 11.6 | Nil |
| 2015 | 1.8 | -0.5 | Nil | 1.3 | 0.5 |
| 2016 | 9.7 | -0.5 | Nil | 9.2 | 1.0 |
| 2017 | 4.7 | -0.5 | Nil | 4.2 | 3.5 |
| 2018 | -0.7 | 0.0 | Nil | -0.7 | 7.0 |

Source: Aegon. Figures on a bid-bid basis, net of charges, with gross income reinvested.

The enhancement applied to claims made during 2019 is currently equal to 10.0% and is reflected in the terminal bonus scale effective from 1 October 2019.



Life Terminal bonus rates (effective from 1 October 2019)

| Duration in-force (complete years) | TB Rates | Duration in-force (complete years) | TB Rates | Duration in-force (complete years) | TB Rates | Duration in-force (complete years) | TB Rates |
|---------------------------------------|-------------|---------------------------------------|-------------|---------------------------------------|-------------|---------------------------------------|-------------|
| 11 | 65% | 31 | 65% | 51 | 210% | 71 | 715% |
| 12 | 65% | 32 | 50% | 52 | 230% | 72 | 715% |
| 13 | 65% | 33 | 45% | 53 | 265% | 73 | 730% |
| 14 | 65% | 34 | 40% | 54 | 285% | 74 | 740% |
| 15 | 65% | 35 | 45% | 55 | 300% | 75 | 735% |
| 16 | 65% | 36 | 55% | 56 | 320% | 76 | 765% |
| 17 | 65% | 37 | 85% | 57 | 330% | 77 | 790% |
| 18 | 65% | 38 | 105% | 58 | 340% | 78 | 795% |
| 19 | 65% | 39 | 115% | 59 | 355% | 79 | 760% |
| 20 | 65% | 40 | 130% | 60 | 380% | 80 | 765% |
| 21 | 65% | 41 | 145% | 61 | 400% | 81 | 770% |
| 22 | 65% | 42 | 135% | 62 | 420% | 82 | 760% |
| 23 | 65% | 43 | 135% | 63 | 475% | 83 | 815% |
| 24 | 60% | 44 | 145% | 64 | 530% | 84 | 1010% |
| 25 | 60% | 45 | 140% | 65 | 565% | 85 | 1120% |
| 26 | 50% | 46 | 145% | 66 | 680% | 86 | 1140% |
| 27 | 50% | 47 | 160% | 67 | 715% | 87 | 1180% |
| 28 | 65% | 48 | 170% | 68 | 760% | 88 | 1165% |
| 29 | 60% | 49 | 195% | 69 | 770% | 89 | 1035% |
| 30 | 65% | 50 | 195% | 70 | 805% | 90 | 940% |


Pension (Single Premium) Terminal bonus rates (effective from 1 October 2019)

| Duration in-force (complete years) | TB Rates | Duration in-force (complete years) | TB Rates | Duration in-force (complete years) | TB Rates |
|---------------------------------------|-------------|---------------------------------------|-------------|---------------------------------------|-------------|
| 1 | 245% | 19 | 210% | 37 | 70% |
| 2 | 230% | 20 | 205% | 38 | 80% |
| 3 | 230% | 21 | 205% | 39 | 85% |
| 4 | 230% | 22 | 215% | 40 | 90% |
| 5 | 230% | 23 | 220% | 41 | 100% |
| 6 | 230% | 24 | 215% | 42 | 115% |
| 7 | 230% | 25 | 195% | 43 | 130% |
| 8 | 230% | 26 | 195% | 44 | 135% |
| 9 | 230% | 27 | 165% | 45 | 145% |
| 10 | 230% | 28 | 125% | 46 | 155% |
| 11 | 230% | 29 | 110% | 47 | 160% |
| 12 | 230% | 30 | 85% | 48 | 155% |
| 13 | 230% | 31 | 80% | 49 | 155% |
| 14 | 230% | 32 | 40% | 50+ | 155% |
| 15 | 245% | 33 | 45% | | |
| 16 | 235% | 34 | 45% | | |
| 17 | 230% | 35 | 55% | | |
| 18 | 225% | 36 | 75% | | |



Pension (Regular Premium) Terminal bonus rates (effective from 1 October 2019)

| Duration in-force (complete years) | TB Rates | Duration in-force (complete years) | TB Rates | Duration in-force (complete years) | TB Rates |
|---------------------------------------|-------------|---------------------------------------|-------------|---------------------------------------|-------------|
| 1 | 995% | 19 | 185% | 37 | 15% |
| 2 | 995% | 20 | 155% | 38 | 25% |
| 3 | 995% | 21 | 140% | 39 | 40% |
| 4 | 995% | 22 | 130% | 40 | 55% |
| 5 | 995% | 23 | 95% | 41 | 65% |
| 6 | 785% | 24 | 100% | 42 | 75% |
| 7 | 735% | 25 | 95% | 43 | 85% |
| 8 | 755% | 26 | 90% | 44 | 110% |
| 9 | 685% | 27 | 90% | 45 | 140% |
| 10 | 805% | 28 | 75% | 46 | 170% |
| 11 | 700% | 29 | 50% | 47 | 185% |
| 12 | 590% | 30 | 35% | 48 | 185% |
| 13 | 560% | 31 | 20% | 49 | 185% |
| 14 | 540% | 32 | 5% | 50+ | 185% |
| 15 | 445% | 33 | 0% | | |
| 16 | 360% | 34 | 0% | | |
| 17 | 225% | 35 | 5% | | |
| 18 | 215% | 36 | 10% | | |

The rates shown are not guaranteed and can be increased or decreased at any time. In normal circumstances we aim to review rates on a quarterly basis.

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