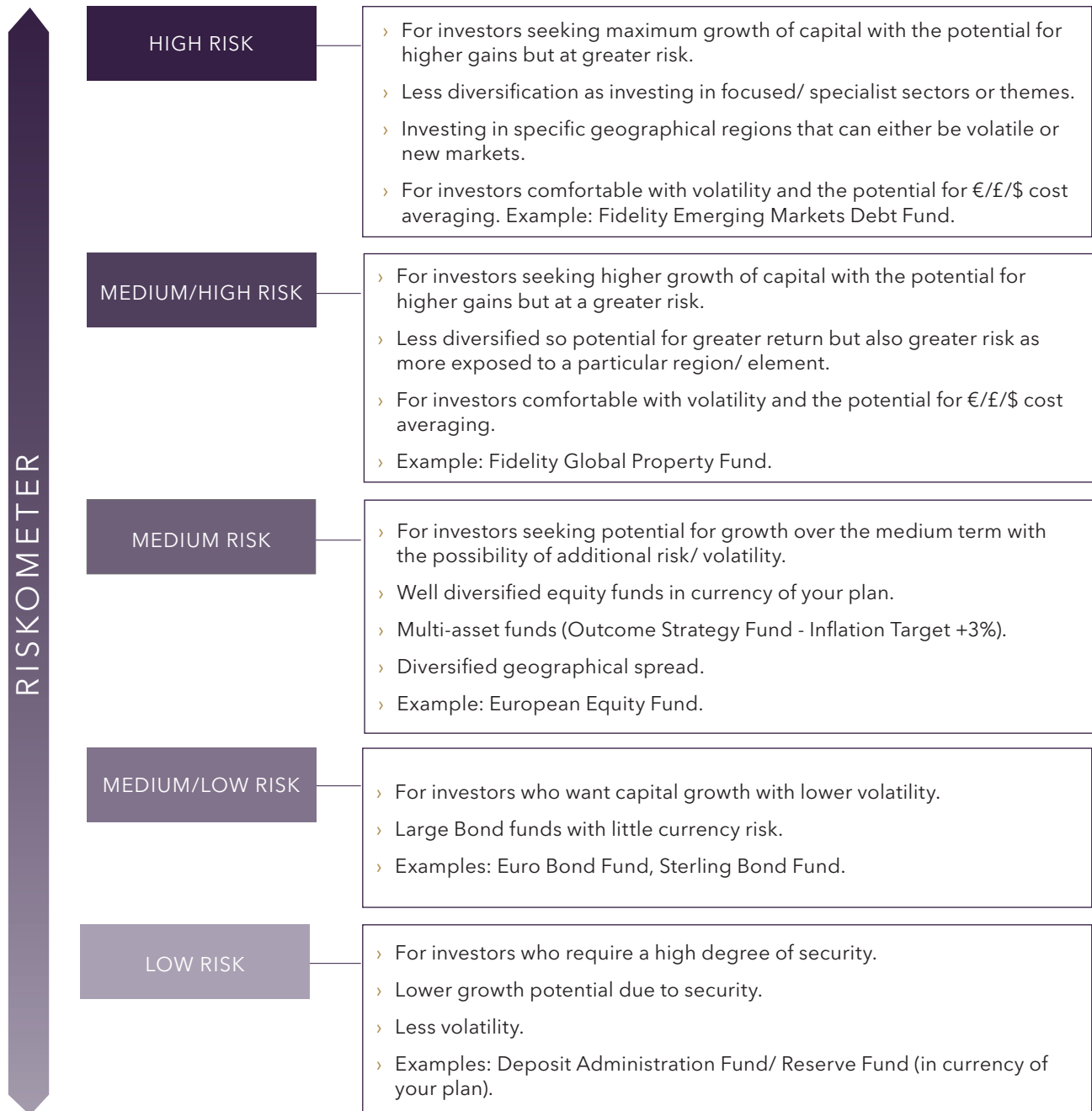


GUIDE TO INVESTMENT RISK



This graphic is not intended as a recommendation that you should invest in any particular risk category. You should decide carefully the amount you wish to invest and the risk level that suits your particular circumstances and which you are comfortable with. If in doubt you should take independent advice. To help you understand your risk tolerance please use our interactive Risk Profiler on our public website utmostinternational.com

FINDING THE RIGHT BALANCE FOR YOUR PORTFOLIO

FUNDS AND INVESTMENT OPTIONS

The right balance will vary for each individual and it will depend on several different factors. These factors will also change over time and therefore affect the balance of your portfolio.

The first step in getting the right balance for you is to understand what your attitude to risk is. Utmost Worldwide provide a quick and easy to use inter-active Risk Profiler available on our public website utmostworldwide.com

If you have decided to create your own portfolio using the funds available to you, the following factors will need your consideration:

KEY FACTORS

OBJECTIVES

Objectives of your Utmost Worldwide account?

- > Are you using this investment account as part of your retirement planning?
- > If yes, is this your main pension fund?
- > Or is this a savings account?

When deciding how to invest your account, you will need to take into consideration your objectives for this particular investment account and also how that fits in with other investments / savings that you have.

TIME

When will you need access to the money in your Utmost Worldwide account?

- > Short term - within 5 years?
- > Medium term - within 5 to 15 years?
- > Long-term over 16 years?

Time is important. If you have a medium to long-term investment timeframe then you can potentially allow for more risk as the investments have time to recover from volatility and benefit from cost averaging.

VOLATILITY

Volatility is when the market (and the investment value of your account) will go up and down over the period of investment. However, it is important to note that you will only crystallize a loss or a gain on your investments when you liquidate the assets and they receive the next available price. Therefore, if you have a medium to long investment timeframe - the prices can go up and down, but you will not be affected until you decide to take your money out.

€/£/\$ COST AVERAGING

As the markets go up and down, so does the unit price of your selected unit-linked investments.

When your contribution is allocated, the amount is divided by the unit price to buy units in the fund. Therefore, if you are making regular contributions into your Utmost Worldwide account it means that when the market is low you will be buying more units (due to the low price) than when the market is high (contribution ÷ unit price).

Regular contributions can be an advantage because you are spreading the amount you invest and the timing of that investment. Therefore, you are spreading the risk to timing in the market and potentially gaining an advantage if the market is low as you are buying more units.

If you have a medium to long-term investment horizon this potentially will increase the amount of units that you could buy due to price volatility.

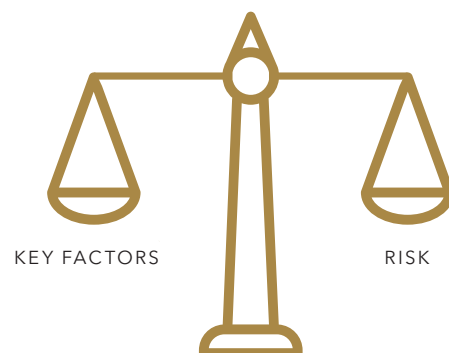
CURRENCY

Currency is another consideration. If you want to limit the currency risk, then you would need to invest in funds that invest in the region of preference and where you wish to retire.

For example: Sterling Plan - Sterling contribution - UK Equity fund - retires in UK.

If you want to increase the potential risk and the return of your portfolio then you can add additional currency risk. Therefore, you could invest in markets that you are not familiar with, there may be different currencies within the underlying fund, or the fund may be denominated in a different currency to your plan.

For example: Sterling Plan - Sterling contribution - Emerging Markets (USD) - retire in UK (GBP).



A WORLD *of* DIFFERENCE

Registered Head Office address: Utmost Worldwide Limited, Utmost House, Hirzel Street, St Peter Port, Guernsey, Channel Islands GY1 4PA.

Utmost Corporate Solutions is the trading name used by Utmost Worldwide Limited and a number of Utmost companies.

Utmost Worldwide Limited is incorporated in Guernsey under Company Registration No. 27151 and regulated in Guernsey as a Licensed Insurer by the Guernsey Financial Services Commission under the Insurance Business (Bailiwick of Guernsey) Law, 2002 (as amended).

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