

Prospectus

# Universal Personal Portfolio

Lump Sum Contribution Contract

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HANSARD  
INTERNATIONAL

## Important notes

This document is provided in addition to, and does not replace the Contract Terms and Conditions and Schedule One. You should read this document carefully along with the Key Information Document to fully understand the contract features before you apply.

We will not send you printed copies of your contract documents, but when your contract is issued we will send you an email notification that these documents, including the full terms and conditions, are available on your Online Account. A sample copy of the contract documentation is available from your independent financial advisor.

This document is provided for information only – it is not an offer to purchase. Hansard do not provide advice regarding the suitability of this contract – this product is only available for sale through independent financial advisors who will act as your agent for the contract, and who will represent you in all relevant matters.

## Universal Personal Portfolio

Universal Personal Portfolio is a whole-of-life unit-linked insurance contract that allows for the investment of lump-sum contributions.

The aim of the contract is to benefit from the potential medium- to long-term increase of the value of your savings by investing the contributions you make into a wide range of assets provided and administered by Hansard International Limited ("Hansard International"), or by external investment managers, or into a discretionary managed account.

You may choose from one of three different charging options, depending on how you wish your contract charges to be deducted:

| Charging option | Description                                                                                                                   |
|-----------------|-------------------------------------------------------------------------------------------------------------------------------|
| Z1              | Contract set-up charges deducted on day 1; no withdrawal penalties                                                            |
| Z5              | Contract set-up charges deducted quarterly over 5 years; charges applied on all withdrawals during the 5 year charging period |
| Z8              | Contract set-up charges deducted quarterly over 8 years; charges applied on all withdrawals during the 8 year charging period |

The longer the period of time that the charges are taken over, the lower the yearly charge amount is (as shown in the 'Charges' section on page 4) but the higher the total cost.

## Target customer

Universal Personal Portfolio is intended for high net-worth Malaysia-resident clients aged 18 years or older who have a lump-sum to invest over the medium- to long-term to achieve a financial goal.

The contract is intended to suit internationally-minded clients. It is not tied to your current country, and it gives you access to a very broad range of international investment options in various currencies, enabling you to build a flexible portfolio of assets to meet your current and future needs. This has a higher element of risk associated with it, but offers the potential for greater returns than may otherwise be available to you.

## Product type

Universal Personal Portfolio may be held by one or two contract owners. Unless otherwise instructed, we will act upon instructions from either contract holder.

This is a life assurance contract which must have at least one life assured and may have a second. These cannot be changed once your contract has started. The death benefit will become payable when the life assured dies (or for joint lives assured, either the first death for joint-life first-death or the second if it is joint-life last-survivor) and at this point the contract will end.

The standard death benefit sum assured is 101% of the contract value, but this will be reduced to 101% of the surrender value if the life assured is more than 75 years old (or for a joint-life first-death contract if either of the lives assured is more than 75 years old, or for a joint-life last-survivor contract if both of the lives assured are more than 75 years old) on the commencement date.

As a whole-of-life contract, Universal Personal Portfolio does not have a fixed term – it will continue for as long as the lives assured are alive, or until the contract is surrendered.

## Asset Selection

You – or your appointed Fund Advisor on your behalf – may select from a wide range of asset categories, including unit trusts, deposits, equities, fixed interest securities and Hansard International Limited Unit Funds ('Hansard unit funds'). This is subject to the prevailing asset acceptability criteria. Assets must be marketable and liquid, and full details about the relevant criteria can be found in the Hansard International document "A Guide to the Asset Review Process" (HO20290), available through your Independent Financial Advisor. For confirmation that specific external assets (assets other than Hansard unit funds) can be administered within this contract, please contact us, or your Independent Financial Advisor.

More details of Hansard unit funds are available in the Hansard International document "How our unit funds work" (HO22680), and in the relevant fund factsheets for each of the Hansard unit funds – all of these are available from your independent financial advisor.

There may be different minimum investment amounts for each asset, and these will be detailed in the relevant documentation for the asset.

Your contract will hold units that represent your share of the relevant assets, but all investments are held in the name of Hansard International and they are the legal owners of the underlying assets.

## Investor Protection

You should ensure that you are fully aware of the level of risk involved in the assets you have selected and the investor protection legislation (if any) provided in respect of those assets. The Isle of Man policyholder protection scheme does not cover a failure of a chosen asset. We make no warranty or representation of any sort due to the fact that the assets chosen by the contract holder can be linked to this contract. In addition, if the chosen asset is targeted at a particular group of investors, or subject to certain preconditions or restrictions (for example Exempt International Schemes in the Isle of Man), then any instruction from you (or on your behalf) to invest in such an asset shall come with a deemed representation that you fall within the parameters set out in the chosen asset's particulars.

Please note the assets are owned by the Insurance Company Hansard International and as such are treated as "institutional investor" owned assets for investor protection purposes.

For further information relating to the Isle of Man policyholder protection scheme, please refer to the Isle of Man Financial Services Authority's website - [www.gov.im/iomfsa/regulatedentities/insurance/regulations/insurancepolicyholderprotection.xml](http://www.gov.im/iomfsa/regulatedentities/insurance/regulations/insurancepolicyholderprotection.xml)

## Contributions

### Initial contribution options

The minimum initial contribution depends on the charging option selected.

| Charging option | Minimum initial contribution (GBP) |
|-----------------|------------------------------------|
| Z1              | 50,000                             |
| Z5              | 25,000                             |
| Z8              | 25,000                             |

All cash contributions are paid into a cash account that forms part of your contract. Contract charges and withdrawals are deducted from this cash account, and all deals are placed from or into cash, depending on whether it is a purchase or sale. It is your responsibility to ensure that there is a sufficient level of cash in place throughout the term of the contract to cover the regular contract charges and other associated transaction costs.

### Additional lump-sum contributions

You may make additional lump-sum contributions at any time, subject to them being GBP 5,000 or above.

### Transfer of title of assets

You may also transfer the title of assets which you already hold to us, so that they may be held within your Contract without incurring potential exit penalties or entry costs, or risking market movements during a sale and repurchase. This is often referred to as an 'in specie transfer'.

To be transferred, the assets must meet our acceptability criteria (see 'Asset Selection' on page 2) and an asset transfer charge will apply (see page 5).

## Contracts in different currencies

The contract is available in GBP, USD or EUR, and this will determine the valuation currency, the default cash account for charging and the minimum contribution levels.

The minimum contribution levels will be converted from the GBP levels shown above using the applicable exchange rate when the contribution is processed.

## Allocation

Charging option Z1 deducts a charge immediately when your contribution is paid in order to cover the set-up costs. Z5 and Z8 reduce the immediate impact by spreading the set-up costs over the first 5 or 8 years respectively – there is no "day one" charge. (See allocation rates on page 4)

## Taking money out early

It is important to note that if you take withdrawals or if you surrender your contract during a charging period, then this could result in you getting back less than any illustrated fund value and possibly less than the total amount you have contributed.

### Withdrawals

For option Z1, withdrawals can be made at any time without charge.

For options Z5 and Z8, a charge may apply which comprises the discontinuance charge and any annual management charge accrued for the elapsed part of the quarter in which the withdrawal is made (see charges section on page 4).

After the relevant charge period has elapsed then all of the units linked to that contribution may be withdrawn without charge.

The minimum withdrawal is GBP 150. Bank transfer costs may apply.

### Full surrender

The contract can be surrendered at any time for the value of assets allocated to it, but may be subject to a surrender charge.

For option Z1, the surrender charge is equal to the service charge accrued for the elapsed part of the quarter in which the surrender is made.

For options Z5 and Z8, the surrender charge comprises the discontinuance charge plus the annual management charge and the service charge accrued for the elapsed part of the quarter in which the surrender is made (see page 4).

### Cancellation rights

If you change your mind once your new contract starts, there is a cancellation period during which time you may cancel the contract without penalty. When we issue the documents for your new contract, we will send you details of how to cancel your contract, and you will have 30 calendar days from receiving these documents to request this. You may also cancel before you receive your contract documents by contacting us or your independent financial advisor.

If you do decide to cancel, we will give you your money back, unless the value of the assets you have invested in has fallen, in which case you will get back the value available at that time which may not be the full amount you paid in. No contract charges or penalties will be deducted, however, any administration costs associated with each asset, such as dealing charges or entry and exit fees, will still apply.

These cancellation rights also apply to any additional contributions that you may make, effective from the date each contribution is allocated.

## Charges

All charges associated with this contract are reflected in the table below:

| Allocation rate                      | <table border="1" data-bbox="470 302 1436 459"> <thead> <tr> <th>Charging option</th> <th>Allocation rate (% of contribution invested)</th> </tr> </thead> <tbody> <tr> <td>Z1</td> <td>94%</td> </tr> <tr> <td>Z5</td> <td>100%</td> </tr> <tr> <td>Z8</td> <td>100%</td> </tr> </tbody> </table> <p>Where the allocation rate is not 100%, the percentage not allocated is applied as a day one charge when your contribution is processed.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Charging option                      | Allocation rate (% of contribution invested) | Z1        | 94%       | Z5 | 100%                              | Z8   | 100%                      |                 |                            |      |                            |                        |      |     |             |      |                           |             |      |                           |             |      |   |    |      |   |    |      |   |    |    |
|--------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------|----------------------------------------------|-----------|-----------|----|-----------------------------------|------|---------------------------|-----------------|----------------------------|------|----------------------------|------------------------|------|-----|-------------|------|---------------------------|-------------|------|---------------------------|-------------|------|---|----|------|---|----|------|---|----|----|
| Charging option                      | Allocation rate (% of contribution invested)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                      |                                              |           |           |    |                                   |      |                           |                 |                            |      |                            |                        |      |     |             |      |                           |             |      |                           |             |      |   |    |      |   |    |      |   |    |    |
| Z1                                   | 94%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                      |                                              |           |           |    |                                   |      |                           |                 |                            |      |                            |                        |      |     |             |      |                           |             |      |                           |             |      |   |    |      |   |    |      |   |    |    |
| Z5                                   | 100%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                      |                                              |           |           |    |                                   |      |                           |                 |                            |      |                            |                        |      |     |             |      |                           |             |      |                           |             |      |   |    |      |   |    |      |   |    |    |
| Z8                                   | 100%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                      |                                              |           |           |    |                                   |      |                           |                 |                            |      |                            |                        |      |     |             |      |                           |             |      |                           |             |      |   |    |      |   |    |      |   |    |    |
| Annual management charge             | <p><b>External assets</b><br/>An Annual Management Charge (AMC) is deducted at the end of each quarter from the cash account held in the contract currency. The AMC is calculated separately for each contribution, and is based on the contract value linked to that contribution.</p> <table border="1" data-bbox="470 672 1436 824"> <thead> <tr> <th>Charging option</th> <th>Annual management charge %</th> </tr> </thead> <tbody> <tr> <td>Z1</td> <td>Nil</td> </tr> <tr> <td>Z5</td> <td>1.7% per year for 5 years</td> </tr> <tr> <td>Z8</td> <td>1.2% per year for 8 years</td> </tr> </tbody> </table> <p><b>Hansard unit funds</b><br/>Where an investment is made into the Hansard unit funds, there will be a 1% per year AMC applied within the fund - this is calculated on a daily basis and is reflected in the bid price of the fund. This will continue to apply for as long as the investment is held.<br/>Where applicable, a further AMC will be deducted from your contract to represent the remainder of the AMC that would apply if the investment was held in an external asset. This part of the AMC is calculated separately for each contribution, and is based on the contract value linked to that contribution which is invested into Hansard unit funds.</p> <table border="1" data-bbox="470 1086 1436 1276"> <thead> <tr> <th rowspan="2">Charging option</th> <th colspan="2">Annual management charge %</th> </tr> <tr> <th>Deducted from the Contract</th> <th>Deducted from the Fund</th> </tr> </thead> <tbody> <tr> <td>Z1</td> <td>Nil</td> <td>1% per year</td> </tr> <tr> <td>Z5</td> <td>0.7% per year for 5 years</td> <td>1% per year</td> </tr> <tr> <td>Z8</td> <td>0.2% per year for 8 years</td> <td>1% per year</td> </tr> </tbody> </table> <p>Note that where the Contribution Remaining Allocated is greater than the contract value linked to that contribution, then an AMC will apply to the difference between the two, at the rate that applies to external assets as detailed above.</p> | Charging option                      | Annual management charge %                   | Z1        | Nil       | Z5 | 1.7% per year for 5 years         | Z8   | 1.2% per year for 8 years | Charging option | Annual management charge % |      | Deducted from the Contract | Deducted from the Fund | Z1   | Nil | 1% per year | Z5   | 0.7% per year for 5 years | 1% per year | Z8   | 0.2% per year for 8 years | 1% per year |      |   |    |      |   |    |      |   |    |    |
| Charging option                      | Annual management charge %                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                      |                                              |           |           |    |                                   |      |                           |                 |                            |      |                            |                        |      |     |             |      |                           |             |      |                           |             |      |   |    |      |   |    |      |   |    |    |
| Z1                                   | Nil                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                      |                                              |           |           |    |                                   |      |                           |                 |                            |      |                            |                        |      |     |             |      |                           |             |      |                           |             |      |   |    |      |   |    |      |   |    |    |
| Z5                                   | 1.7% per year for 5 years                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                      |                                              |           |           |    |                                   |      |                           |                 |                            |      |                            |                        |      |     |             |      |                           |             |      |                           |             |      |   |    |      |   |    |      |   |    |    |
| Z8                                   | 1.2% per year for 8 years                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                      |                                              |           |           |    |                                   |      |                           |                 |                            |      |                            |                        |      |     |             |      |                           |             |      |                           |             |      |   |    |      |   |    |      |   |    |    |
| Charging option                      | Annual management charge %                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                      |                                              |           |           |    |                                   |      |                           |                 |                            |      |                            |                        |      |     |             |      |                           |             |      |                           |             |      |   |    |      |   |    |      |   |    |    |
|                                      | Deducted from the Contract                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Deducted from the Fund               |                                              |           |           |    |                                   |      |                           |                 |                            |      |                            |                        |      |     |             |      |                           |             |      |                           |             |      |   |    |      |   |    |      |   |    |    |
| Z1                                   | Nil                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 1% per year                          |                                              |           |           |    |                                   |      |                           |                 |                            |      |                            |                        |      |     |             |      |                           |             |      |                           |             |      |   |    |      |   |    |      |   |    |    |
| Z5                                   | 0.7% per year for 5 years                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 1% per year                          |                                              |           |           |    |                                   |      |                           |                 |                            |      |                            |                        |      |     |             |      |                           |             |      |                           |             |      |   |    |      |   |    |      |   |    |    |
| Z8                                   | 0.2% per year for 8 years                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 1% per year                          |                                              |           |           |    |                                   |      |                           |                 |                            |      |                            |                        |      |     |             |      |                           |             |      |                           |             |      |   |    |      |   |    |      |   |    |    |
| Service charge                       | GBP 412 per year. This charge is deducted from the cash account held in the contract currency at the end of each calendar quarter (GBP 103 per quarter).                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                      |                                              |           |           |    |                                   |      |                           |                 |                            |      |                            |                        |      |     |             |      |                           |             |      |                           |             |      |   |    |      |   |    |      |   |    |    |
| Discontinuance charge                | <p>Full surrenders and withdrawals may be subject to a discontinuance charge, depending on the charge option taken. Where applicable, this discontinuance charge is a % of the greater of (i) the value of the assets related to that contribution and (ii) the contribution remaining allocated in respect of that contribution, reducing after each complete year of investment of the related contribution as shown in the table below:</p> <table border="1" data-bbox="470 1646 1428 2083"> <thead> <tr> <th>Year after contribution payment date</th> <th>Option Z1</th> <th>Option Z5</th> <th>Option Z8</th> </tr> </thead> <tbody> <tr> <td>1</td> <td rowspan="9">No discontinuance charge applies.</td> <td>8.5%</td> <td>9.6%</td> </tr> <tr> <td>2</td> <td>6.8%</td> <td>8.4%</td> </tr> <tr> <td>3</td> <td>5.1%</td> <td>7.2%</td> </tr> <tr> <td>4</td> <td>3.4%</td> <td>6.0%</td> </tr> <tr> <td>5</td> <td>1.7%</td> <td>4.8%</td> </tr> <tr> <td>6</td> <td>0%</td> <td>3.6%</td> </tr> <tr> <td>7</td> <td>0%</td> <td>2.4%</td> </tr> <tr> <td>8</td> <td>0%</td> <td>1.2%</td> </tr> <tr> <td>9</td> <td>0%</td> <td>0%</td> </tr> </tbody> </table>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Year after contribution payment date | Option Z1                                    | Option Z5 | Option Z8 | 1  | No discontinuance charge applies. | 8.5% | 9.6%                      | 2               | 6.8%                       | 8.4% | 3                          | 5.1%                   | 7.2% | 4   | 3.4%        | 6.0% | 5                         | 1.7%        | 4.8% | 6                         | 0%          | 3.6% | 7 | 0% | 2.4% | 8 | 0% | 1.2% | 9 | 0% | 0% |
| Year after contribution payment date | Option Z1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Option Z5                            | Option Z8                                    |           |           |    |                                   |      |                           |                 |                            |      |                            |                        |      |     |             |      |                           |             |      |                           |             |      |   |    |      |   |    |      |   |    |    |
| 1                                    | No discontinuance charge applies.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 8.5%                                 | 9.6%                                         |           |           |    |                                   |      |                           |                 |                            |      |                            |                        |      |     |             |      |                           |             |      |                           |             |      |   |    |      |   |    |      |   |    |    |
| 2                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 6.8%                                 | 8.4%                                         |           |           |    |                                   |      |                           |                 |                            |      |                            |                        |      |     |             |      |                           |             |      |                           |             |      |   |    |      |   |    |      |   |    |    |
| 3                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 5.1%                                 | 7.2%                                         |           |           |    |                                   |      |                           |                 |                            |      |                            |                        |      |     |             |      |                           |             |      |                           |             |      |   |    |      |   |    |      |   |    |    |
| 4                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 3.4%                                 | 6.0%                                         |           |           |    |                                   |      |                           |                 |                            |      |                            |                        |      |     |             |      |                           |             |      |                           |             |      |   |    |      |   |    |      |   |    |    |
| 5                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 1.7%                                 | 4.8%                                         |           |           |    |                                   |      |                           |                 |                            |      |                            |                        |      |     |             |      |                           |             |      |                           |             |      |   |    |      |   |    |      |   |    |    |
| 6                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 0%                                   | 3.6%                                         |           |           |    |                                   |      |                           |                 |                            |      |                            |                        |      |     |             |      |                           |             |      |                           |             |      |   |    |      |   |    |      |   |    |    |
| 7                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 0%                                   | 2.4%                                         |           |           |    |                                   |      |                           |                 |                            |      |                            |                        |      |     |             |      |                           |             |      |                           |             |      |   |    |      |   |    |      |   |    |    |
| 8                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 0%                                   | 1.2%                                         |           |           |    |                                   |      |                           |                 |                            |      |                            |                        |      |     |             |      |                           |             |      |                           |             |      |   |    |      |   |    |      |   |    |    |
| 9                                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 0%                                   | 0%                                           |           |           |    |                                   |      |                           |                 |                            |      |                            |                        |      |     |             |      |                           |             |      |                           |             |      |   |    |      |   |    |      |   |    |    |

|                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
|---------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Fund administration costs | Variable fund administration charges are applied within the external assets, and within the underlying external investments of the Hansard unit funds by the relevant fund managers and may vary at any time without notice. We apply a fund administration charge within the Hansard International Limited unit funds of no greater than 0.25% per year, plus any associated dealing costs, and these will be reviewed each year. All fund administration costs are incorporated into the quoted prices of the external assets and Hansard International Limited unit funds and are in addition to the relevant stated Annual Management Charge. |
| Dealing charge            | A dealing charge will be applied for each asset sale or purchase, and will be deducted from the cash account in the contract currency. The dealing charge amount will vary depending on the asset as follows:<br>For each Hansard unit fund transaction - GBP 12.50.<br>For any other dealing transaction, for each transaction - GBP 25.                                                                                                                                                                                                                                                                                                         |
| Asset transfer charge     | An asset transfer charge is applied when assets are transferred in specie into or out of your contract, and will be deducted from the cash account held in the contract currency.<br>This charge is GBP 30 / EUR 30 / USD 45 per asset and will vary depending on the currency of the asset being transferred.                                                                                                                                                                                                                                                                                                                                    |
| Currency conversion costs | Unless otherwise specified, all asset purchases and sales will be made through a cash account denominated in the currency of the asset.<br>It may be necessary to convert cash holdings between different currencies - for example, if a purchase is to be made in a currency that is not currently held, or where there is insufficient cash held in the required currency. The necessary currency conversions will be processed when the relevant deals are placed, using the market rate available to our stockbroker. Details of the rates used are available on request.                                                                     |
| Bank transfer charge      | When we pay money to you a bank transfer charge may apply. The amount of this charge varies depending on the currency of payment and the location of the recipient's bank account. Your own bank may also apply a transaction charge when sending or receiving money.                                                                                                                                                                                                                                                                                                                                                                             |
| Stockbroker charges       | Universal Personal Portfolio uses the services of Hansard International Limited's stockbroker, Capital International Limited, for its dealing and custody services who also apply a charge. Details of these charges can be found in our "Universal Personal Portfolio (UPP) Stockbroker Charges" document (HO20690)"                                                                                                                                                                                                                                                                                                                             |

**Monetary charges are expressed and applied in GBP. Charges will be converted to the currency of the contract at the date the charge is applied. Charges and minimum/maximum values are reviewed on a yearly basis – normally during July – to reflect changes in inflation, and may be increased without notice.**

## Risks

**Change of circumstances:** If your circumstances change then this may mean that you need to withdraw money from your contract, or need to surrender your contract early. There may be contract restrictions that prevent you from taking money when you need, and can result in the risk of you getting back less than you have contributed.

**Advice risk:** Your independent financial advisor is acting on your behalf, and has recommended Universal Personal Portfolio based on their analysis and understanding of your financial circumstances and future needs. If you have not provided all of the necessary information to your independent financial advisor, or if their analysis does not match your expectations then there is a risk that this product may not be suitable for you.

**Risk-reward profile:** In exchange for a higher degree of risk Universal Personal Portfolio provides the opportunity for potentially higher returns than may otherwise be available to you. You must be prepared to accept the risk that you may not get back as much as you have contributed.

**Investment risk:** The investment options available for this product have different features and risk profiles. The level of risk and potential investment performance will depend on the asset selection you choose. You should ensure that you are aware of the risks and read the relevant literature. It is your responsibility, in conjunction with your fund advisor, to select the most appropriate investment to match your risk profile.

**Currency risk:** You may be exposed to a currency risk if your contract, contributions, or assets are denominated in a different currency than the one in which you plan to realise the future benefit from your contract.

**Liquidity risk:** During the term of the contract, there may be instances where the assets you are invested into are suspended, during this period you will be unable to buy or sell.

**Tax risk:** Any changes in law may affect the tax treatment of your contract, which could reduce the amount you get back.

**Regulatory risk:** Any changes to regulatory requirements that may occur during the life of your contract could affect the way you or we manage your contract.

**Inflation risk:** Although inflation can reduce the 'buying power' of money over time, the rate of inflation is not guaranteed and can also vary significantly by country. This could mean that the value of your contract could be eroded over time, and that the future value of your contract is worth less in real terms than the total contributions that you have made.







**HANSARD**  
INTERNATIONAL

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A Member of the Labuan International Insurance Association

Regulated by the Labuan Financial Services Authority

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