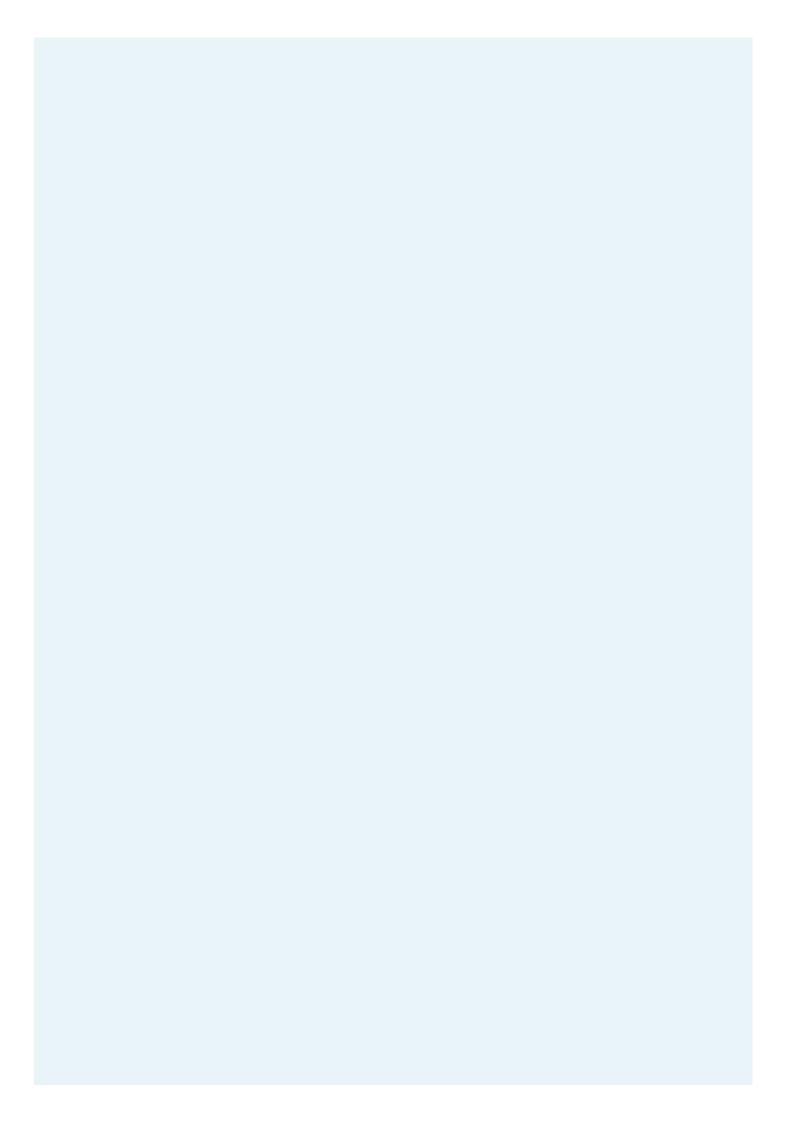
# SecureAdvantage 18 and 6% Fixed Return Fund

A SAFER WAY TO INVEST

YOU ENJOY TODAY WE LOOK AFTER TOMORROW







## AT A GLANCE

		50% of your investment in 6% Fixed Return Fund	50% of your investment in SecureAdvantage 18		
	Security	Capital Security and security of the 6% return on amount invested at maturity*	Capital Security at maturity*		
	Growth	Invested in a one year fixed return policy**	Invested with attractive potential return linked to the combined return of five main equity indices from across the globe**		
	Term	12 months	4 years, 11 months		
6	Age limits	18-74 (75 next birthday)	18-74 (75 next birthday)		
£	Minimum investment amount	Minimum overall investment is €10,000			
	Investment Style	Short term fixed strategy	Dynamic strategy:  In times of high volatility - exposure to equities will fall  In times of low volatility - exposure to equities will rise		
	High Equity Diversification	N/A	High Diversification:  Invests in 5 mainstream indices from across the globe  Invested across 4 continents; across countries, currencies, industries and companies		
•0000	Risk	Low Risk	Low Risk		

- \* To provide the capital protection and the return at the maturity dates on your Secure Advantage 18 & 6% Fixed Return Fund policies, New Ireland holds a deposit with Bank of Ireland. We are committed to passing on the value of this deposit to your policies on the relevant maturity date. However it is important to note that:
  - Your Secure Advantage 18 & 6% Fixed Return Fund investment are life assurance policies with New Ireland (and are not deposit accounts†)
  - In the unlikely event of Bank of Ireland failing to meet its obligations on deposits, you may receive back less than your original investment.
  - <sup>†</sup> Note that the Irish Deposit Protection Scheme, which guarantees deposits of up to €100,000, does not apply to investors.
- \*\*Subject to life assurance tax.

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### **Investing in Uncertain Times**

The forward-looking nature of investment markets mean that they anticipate future changes in the economic environment and price accordingly. So before we read about these developments in the newspaper or hear about them on the news, investment markets have already adjusted their prices to reflect the changing economic outlook. This changing outlook creates market volatility where share prices move up and down, sometimes quite sharply, over short periods of time. Over the long term however share prices generally display an upward trend as the world economy grows.

Investors generally dislike market volatility and in the short-term this creates uncertainty. As a result investors tend to avoid investment markets at times of high volatility, when prices are more difficult to predict in the short term and as a result are changing rapidly. However, history has taught us that those who invest following significant market falls can prosper over the medium to long term.

So what does this mean - by investing wisely, opportunities for potential growth can be found.

#### The Cardinal Rules

Investors' memories are usually framed by recent news and experience and sometimes because of this, the cardinal rules of investing can often be forgotten:

- Invest in a well-diversified way in high quality assets
- Time is a very important ingredient in any investment mix
- People who make money typically buy assets when they are cheap they see the opportunity for the future.

It is important to remember that investment markets operate in cycles, as do economies – they can go down and yes, they can go up. Typically, in the past (though this is not a prediction for the future), they have gone up more often than they have gone down, when given the time to do so.

## Today's opportunity

The beginning of the end of the current crisis may now be in sight with many of the world's major economies coming out of recession. We are now seeing positive economic responses across the globe as a result of the measures put in place by global leaders. History has shown that over time investing in company shares offers the potential for a return that can beat both inflation and deposits.

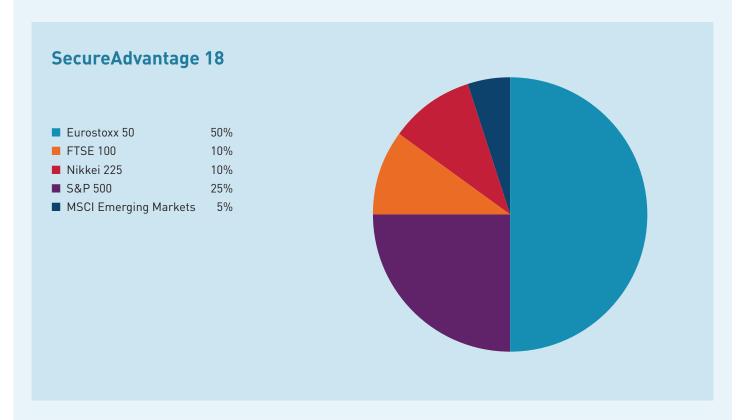
SecureAdvantage 18 with the 6% Fixed Return Fund is designed to cater for those investors who dislike the uncertainty associated with short-term market volatility.

SecureAdvantage 18 offers the potential to increase the value of your money through a diversified equity investment, over the medium term while giving you the peace of mind that your capital is secure at the maturity date. For further details on capital security please see page 7. What's more, SecureAdvantage 18 will employ an innovative risk management strategy and increase / decrease exposure based on the short-term market volatility, one of the market features that investors most require protection from.

The 6% Fixed Return Fund offers customers an attractive fixed rate return over one year on 50% of their total investment, giving the investor the added benefit of not having all their cash tied up over 4 years and 11 months, while providing a return of 6% (gross) after 1 year. For further details of the capital security and the security of the return on the 6% Fixed Return Fund please see page 7.

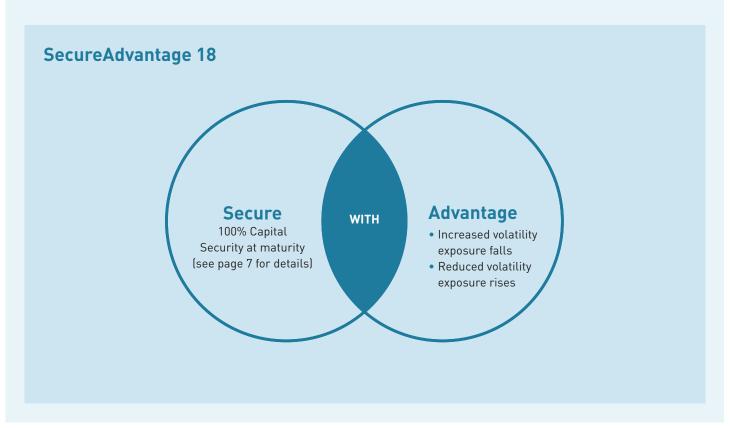
## SecureAdvantage 18 a way to access this opportunity

SecureAdvantage 18 offers an investment linked to the combined return of five equity based indices from across the globe. The return is linked 50% to the Eurostoxx 50 index and 50% to the Rest of the World (FTSE 100, Nikkei 225, S&P 500 and MSCI Emerging Markets (EEM)).



#### **Stock Market Indices**

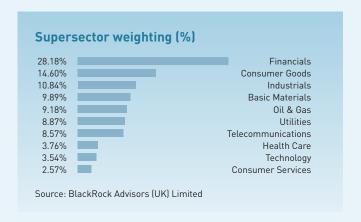
An index represents the value of the components that make it up. Indices are a cost effective way of accessing equities, as the index simply mirrors the stocks in the index, with no additional costs for active stock selection.

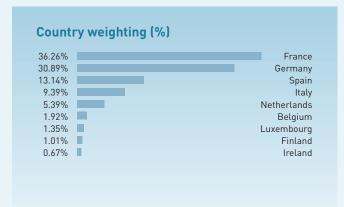


### **Eurozone (Eurostoxx 50)**

The Dow Jones EUROSTOXX 50 Index is Europe's leading Blue-chip index for the Eurozone and provides a Blue-chip representation of supersector leaders in the Eurozone. The index covers 50 stocks, from a universe of 600 stocks, from 12 Eurozone countries: Austria, Belgium, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, the Netherlands, Portugal and Spain.

#### At a glance (June 2011)





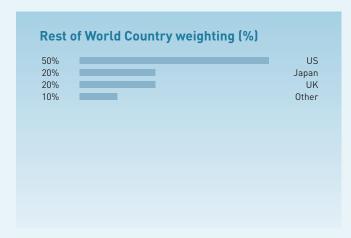
#### **Rest of World**

The remaining 50% is made up by the following global indices:

- S&P 500 provides exposure to the 500 largest publicly quoted blue-chip companies in the US (as measured by size)
- FTSE 100 provides exposure to approx 100 of the largest companies in the UK
- ✓ Nikkei 225 provides exposure to Japan's top 225 blue-chip companies as quoted on the Tokyo Stock Exchange and
- MSCI Emerging Markets (EEM) provides exposure to the equity performance of emerging markets. As of June 2011, the index comprised the following 21 countries: Brazil, Chile, China, Colombia, Czech Republic, Hungary, Taiwan, India, Indonesia, Israel, Korea (South), Malaysia, Mexico, Morocco, Peru, Philippines, Poland, Russia, South Africa, Thailand and Turkey.

#### At a glance (June 2011)





## Market Volatility - the obstacle for many investors

As mentioned, investor confidence is usually defined by recent past experience. So it is easy to understand after recent market volatility, how this confidence is low, regardless of the market opportunities at hand.

Volatility is an inescapable part of investing. In its simplest:

When share prices move up and down rapidly over short time periods, we are experiencing high volatility

When share prices move up or down steadily over short time periods, it is a time of low volatility.

When markets become volatile, often leading to significant and sharp share price falls, this is usually also a sign of fear among investors. Sound familiar?

In an ideal world, investors would take advantage of these market movements - buying when low and selling when high. However, for many, volatility acts as an obstacle. SecureAdvantage 18 helps investors manage the impact of market volatility.

## SecureAdvantage 18 - the remedy to volatility

SecureAdvantage 18 is designed to reduce the potential impact of volatility on investment returns - smoothing fluctuations and aiming to enhance the potential return to investors.

#### SecureAdvantage 18 in practice...

In traditional investment funds, investors will gain or lose directly from price movements in the relevant market on a one for one basis, what we call 100% participation, and at times, it can be very hard to move from this. But with SecureAdvantage 18 the participation rate can vary each day with market conditions (volatility).

#### **Daily test**

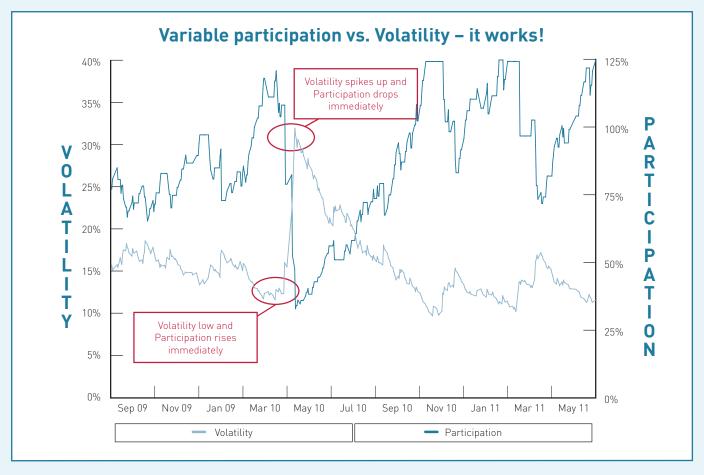
Each day that the indices trade, the actual volatility experienced by the Eurostoxx 50, S&P 500, FTSE 100, Nikkei 225 and MSCI Emerging Markets indices combined is calculated and compared to a target volatility rate (which is fixed for the term of investment and set based on past experience):

- If the outcome shows that actual volatility is high, indicating short and sharp movements, we reduce back the exposure to equities (the participation)
- If the outcome shows that actual volatility is low, indicating the market is steady, we increase the exposure to equities.

An important point to note is that we will compare the actual volatility with the target volatility each trading day and make subsequent changes to the exposure rate, within 3 trading days, for all significant changes.

Historical trends show that volatility and market performance have an inverse relationship (though this is not a prediction for the future) i.e. when the market is rising it tends to do so steadily - share prices are not moving in sharp swings (low volatility) while in a falling market falls tend to be 'short and sharp' (which is high volatility). SecureAdvantage 18 has been designed to increase investors' potential return in rising markets and reduce potential losses in falling markets based on measures of volatility - managing market volatility and still giving access to potential growth.

## SecureAdvantage 18 - managing volatility



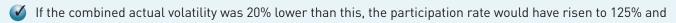
Source: Bank of Ireland Global Markets

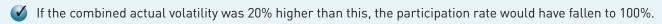
There is potential that the exposure to equities (participation rate) could be as high as 125% but this will only happen when actual volatility is **significantly** lower than the target volatility i.e. when stockmarkets have been particularly calm and stable.

This feature is an integral part of SecureAdvantage 18's structure and investors are not required to do anything to make it happen.

#### An example:

Based on the market volatility of the five indices combined at the end of May 2011, the participation rate (or exposure to equities) would have been approx 120%.





Warning: These figures are estimates only. They are not a reliable guide to the future performance of your investment.

## **Product Availability**

SecureAdvantage 18 with the 6% Fixed Return Fund is only available between the 4th July 2011 and the 12th August 2011.

### SecureAdvantage 18

50% of your investment amount will be invested in SecureAdvantage 18. To calculate the actual return of SecureAdvantage 18 we have created the SecureAdvantage 18 Index.

The SecureAdvantage 18 Index is simply a basket of five indices - weighted 50% in the Eurostoxx 50 index, 25% in the S&P 500 index, 10% in the FTSE 100 index, 10% in the Nikkei 225 index and 5% in the MSCI Emerging Market index at the outset. The performance of the SecureAdvantage 18 Index is re-calculated each trading day by multiplying the performance of the basket by the participation rate of that particular trading day.

#### For example:

- If on a particular day, the basket grew by 2%, and the participation rate on the same day was 50%, then the SecureAdvantage 18 Index would have grown by 1% i.e. 2% X 50%
- If on a particular day, the basket fell by 2% and the participation rate on the same day was 50%, then the SecureAdvantage 18 Index would have fallen by 1% i.e. 2% X 50%.

#### **Details of Capital Security**

Another key benefit of SecureAdvantage 18 is that investors are provided with capital security at the maturity date. SecureAdvantage 18 is designed so that at the end of the term the investors' capital invested in SecureAdvantage 18 is repaid even if the five indices have fallen (including any exposure from currency exchange rate movements).

SecureAdvantage 18 not only gives you the chance of an attractive return, it also provides the comfort of capital security at the end of the investment term.

To provide the capital protection at maturity on your Secure Advantage 18 policy, New Ireland holds a deposit with Bank of Ireland. We are committed to passing on the value of this deposit to your policy on maturity (18th July 2016). However, it is important to note that:

- Your Secure Advantage 18 investment is a life assurance policy with New Ireland (and is not a deposit account<sup>†</sup>).
- In the unlikely event of Bank of Ireland failing to meet is obligations on deposits, you may receive back less than your original investment.
  - <sup>†</sup> Note that the Irish Deposit Protection Scheme, which guarantees deposits of up to €100,000, does not apply to Secure Advantage 18 investors.

#### **Additional Protection**

#### **Averaging**

The actual returns at maturity (18th July 2016) are based on the average value of the SecureAdvantage 18 Index over the period of 17th July 2015 to 18th July 2016 (based on 13 monthly observations from 17th July 2015 to 18th July 2016 inclusive). This averaging protects investors from any last minute falls in markets as investors approach the maturity date. If there is a sudden drop in the value of any of the assets just before maturity, performance to date will be largely protected. However, reducing risk in this way may adversely impact performance should markets rise in the final year before maturity.

#### **6% Fixed Return Fund**

50% of your investment amount will be invested in the 6% Fixed Return Fund. It is a one year term which offers customers an attractive fixed rate of return of 6% p.a. (gross). Investors' money will be invested on 17th August 2011 and the maturity date of the 6% Fixed Return Fund is 17th August 2012, at which date customers will receive 106% (gross) of their investment in the 6% Fixed Return Fund.

#### **Details of Capital Security and Security of Return**

To provide the capital protection and the return at maturity on your 6% Fixed Return Fund policy, New Ireland holds a deposit with Bank of Ireland. We are committed to passing on the value of this deposit to your policy on maturity (17th August 2012). However, it is important to note that:

- Your 6% Fixed Return Fund investment is a Life assurance policy with New Ireland (and is not a deposit account<sup>†</sup>).
- In the unlikely event of Bank of Ireland failing to meet is obligations on deposits, you may receive back less than your original investment.
  - <sup>†</sup> Note that the Irish Deposit Protection Scheme, which guarantees deposits of up to €100,000, does not apply to 6% Fixed Return Fund investors.

### SecureAdvantage 18 and 6% Fixed Return Fund recap

What investors are looking for	What SecureAdvantage 18 and the 6% Fixed Return Fund offer
SecureAdvantage 18 Features:	
Growth*	√ 50% invested with attractive potential return linked to the combined return of five main equity indices from across the globe
A way to invest comfortably despite volatility	✓ Dynamic response to volatility which aims to reduce risk
Protection of their original investment	✓ Capital Security at the maturity date (see page 7 for details)
A way to reduce the impact of negative performance as they approach maturity	✓ Averaging protects investors from any volatility that may arise towards the end of their investment journey. Although, it may adversely impact performance should markets rise during this period
6% Fixed Return Fund Features:	
1 Year Fixed Return*	✓ 50% invested in a one year fixed return policy

<sup>\*</sup> Subject to life assurance tax.

## **NEXT STEPS**

To find out more about SecureAdvantage 18 and 6% Fixed Return Fund please contact:

Your Broker, your New Ireland Financial Advisor or call us on 1890 405 905

To improve our service to you, calls may be recorded.

Warning: The value of your investment may go down as well as up.

Warning: Your SecureAdvantage 18 investment may be affected by changes in currency exchange rates.

<u>Warning</u>: You cannot choose to cash in your SecureAdvantage 18 investment before the maturity date on 18th July 2016.

<u>Warning</u>: You cannot choose to cash in your 6% Fixed Return Fund Investment before the maturity date on 17th August 2012.

Terms and conditions apply. Where relevant, life assurance tax applies.

The details shown above relating to the Funds and their composition are as at the date of this document, and may change over time. If there is any conflict between this document and the Policy Conditions, the Policy Conditions will apply.

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New Ireland Assurance Company plc is regulated by the Central Bank of Ireland and is a member of Bank of Ireland Group.

## SecureAdvantage 18 & 6% Fixed Return Fund

**APPLICATION FORM** 



Please complete in BLOCK CAPITALS and tick (✓) where appropriate

#### 1. Product type

SecureAdvantage 18 and 6% Fixed Return Fund

2. Personal detail	2. Personal details					
	First Life Assured	Second Life Assured				
Title:	Mr Mrs Ms Other	Mr Mrs Ms Other				
Surname:						
First Name:						
Sex:						
Date of Birth:	D D M M Y Y Y	D D M M Y Y Y				
Address:						
Telephone: Home						
Work						
Mobile						
E-mail:						
	Proposer 1 (if other than first life assured)	Proposer 2 (if other than second life assured)				
Title:	Mr Mrs Ms Other	Mr Mrs Ms Other				
Surname:						
First Name:						
Sex:						
Date of Birth:	D D M M Y Y Y Y	D D M M Y Y Y Y				
Address:						

#### 3. Investment details

\*Please note that 50% of this will be invested in SecureAdvantage 18 and 50% in the 6% Fixed Return Fund.

Warning: You cannot choose to cash in your SecureAdvantage 18 investment before the maturity date, on the 18th July 2016.

Warning: You cannot choose to cash in your 6% Fixed Return Fund investment before the maturity date on the 17th August 2012.

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4. Confirmation of Source of Funds and Source of Wealth					
To comply with the requirements of the Criminal Justice (Money Laundering and Terrorist Financing) Act 2010, you are required to provide information to confirm the source of funds and source of wealth in respect of the amount you are saving/investing.					
Please complete the following:					
Source of Funds:					
This section must be completed if payment is NOT a cheque or Direct Debit drawn on the account of the proposer(s).					
Please state the payment method (please tick as appropriate):					
A. Bank Draft:					
B. Cheque / Credit Transfer from Broker Client Account:					
C. Reinvestment of New Ireland Matured Investment Policy No.:					
D. Other – Please Specify:					
If A or B or D above apply, please provide the following additional information detailing the ultimate source of the payment, e.g. details of account from which a draft or payment to Broker Client Account was funded:  Account Holder Name(s):  Bank Name:  Account Number:					
Source of Wealth:					
How have the funds to pay for the policy been accumulated:					
Employment / Self Employment Income Inheritance or Gift					
Investment Income (e.g. rent, dividends)  Matured Investment					
Lump Sum on Retirement Court Award / Litigation Settlement					
Redundancy Payment Divorce Settlement					
Sale of Property Other – please specify below					
5. Signing Authority (applies to investments where there are joint proposers)					
New Ireland Assurance Company plc shall obtain a full and effective discharge for payment of any encashment under the Policy if made in accordance with the instructions of:					
Both Proposers:					
If none of these options are selected, we will require the signature of both Proposers in order to carry out any transaction in respect of the investment.					
For policies written under trust, the signatures of all proposers and trustees are required.					
*Name of Proposers nominated:					
6. Declaration of receipt of disclosure information and policy replacement in respect of each policy proposed					
DISCLOSURE DECLARATION					
Please ensure you complete this section before signing this New Ireland proposal.					
DECLARATION under Regulation 6(3) of the Life Assurance (Provision of Information) Regulations, 2001.  WARNING					
If you propose to take out this policy in complete or partial replacement of an existing policy, please take special care to satisfy					
yourself that this policy meets your needs. In particular, please make sure that you are aware of the financial consequences of					

the proposer has been provided with the information specified in Schedule 1 to those Regulations and that I have advised the proposer as to the financial consequences of replacing an existing policy with this policy by cancellation or reduction, and of possible financial loss as a result of such replacement.

I hereby declare that in accordance with Regulation 6(1) of the Life Assurance (Provision of Information) Regulations, 2001,

replacing your existing policy. If you are in doubt about this, please contact your insurer or insurance intermediary.

**Declaration of Insurer or Intermediary** 

10 Page II of IV

6.	Declaration of receipt of disclosure information and policy replacement in respect of
	each policy proposed continued

Signed:					Date:	D D M M Y Y Y Y
		urance Intermedia	ry			
Declaration of Clie						
I confirm that I hav	e received in v	vriting the informa	ation specified	in the above declaration.		D D M M Y Y Y Y
Signed:					Date:	
	Pro	poser				
Signed:					Date:	D D M M Y Y Y Y
	Pro	poser 2 (if applica	ble)			
7. Declaration	ons/Data	Drotostion (	Cancant			
7. Declaration	UIIS/Dala	Protection	Jonsent			
I understand that 5	0% of the total vill be issued w	amount invested with separate polic	will be investe	d in SecureAdvantage 18 an	d 50% in the 6%	e the basis of the proposed contract(s). % Fixed Return Fund. I also % Fixed Return Fund to reflect the
	nths and that tl	he death benefit p				m of the SecureAdvantage policy of s during the term of the 6% Fixed
I understand that m 17th August 2011. I the 18th July 2016 i	noney received understand th n part or in ful	by New Ireland for at SecureAdvantag l. I understand tha	ge 18 will matu t the 6% Fixed	re on 18th July 2016 and tha	t I cannot choos	n Fund will be invested starting on se to cash in my investment before 112 and that I cannot choose to cash
The "Data Controlle data being collected	in my investment before the 17th August 2012 in part or in full.  The "Data Controller" for the purposes of the Data Protection Acts 1988-2003 is New Ireland Assurance Company plc (New Ireland). The personal data being collected on this form is for the purposes of processing your application and may be disclosed in accordance with and to other parties as identified and consented to in the paragraphs below.					
"Information" means any information including medical and non-medical given by me or on my behalf in connection with this application or any further information which may be given at a later stage either in writing, by email, at a meeting or over the telephone.						
	"Marketing" means direct marketing and cross-selling of the services and/or products provided by New Ireland or arranged by New Ireland with					
<ul> <li>hold and use the the Information t</li> <li>disclose and/or to Ireland and in a r</li> </ul>	one or by lette Information or o third parties ransfer my Info manner compli	r in relation to the n computer file, in for administration ormation to other o ant with applicable	administration any other dem , regulatory, co countries for a e data protection	n (including any contractual aterialised form or in written ustomer care and service puny of the purposes specified, on legislation;	n hard copy on i rposes;	ontract; ts own behalf and may use or pass o have been approved by New
• use my Information to carry out statistical analysis and market research.  I agree that New Ireland or a duly authorised agent of New Ireland may contact me in person, by phone, letter, e-mail or other electronic means if it considers that my financial planning arrangements need to be reviewed, my level of cover needs to be revised, and/or to provide me with general information relating to the contract by						
e-mail or other electronic means with New Ireland at any time.  I agree that the Information may be held and used by New Ireland for Marketing purposes, including Marketing  Yes  No by e-mail or other electronic means.						
I understand that I i	may write to ac	lvise New Ireland	to cease to hol	d and use the Information fo	r Marketing pur	rposes at any time.
Person(s) to be cov	vered					
		First	Life Assured		9	Second Life Assured
	Signature:			Signature	e:	
	Date:	D D M M	Y Y Y	Date:	D D	M M Y Y Y Y
Policy Owner Signa	ature(s) (if oth	er than Life Assu	red)			
,			st Proposer			Second Proposer
	Signature:			Signature	e:	
		D D M M	Y Y Y		D D	M M Y Y Y Y
	Date:	1 1		Date:		

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#### 8. Understanding your Investments

This fact sheet has been written to ensure that you have a clear understanding of your investment in the New Ireland SecureAdvantage 18 and 6% Fixed Return Fund.

#### 8.1 SecureAdvantage 18

- 1. Money received by New Ireland for investment in the SecureAdvantage 18 (50% of your total investment amount) will be invested on 17th August 2011.
- 2. No partial or full encashments may be taken from your policy prior to maturity. The maturity date is 18th July 2016.
- 3. The investment term for SecureAdvantage 18 is 4 years 11 months.
- 4. Provider of the Security

To provide the capital protection at maturity on your Secure Advantage 18 policy, New Ireland holds a deposit with Bank of Ireland. We are committed to passing on the value of this deposit to your policy on maturity (18th July 2016). However, it is important to note that:

- Your Secure Advantage 18 investment is a life assurance policy with New Ireland (and is not a deposit account\*).
- In the unlikely event of Bank of Ireland failing to meet is obligations on deposits, you may receive back less than your original investment.
- † Note that the Irish Deposit Protection Scheme, which guarantees deposits of up to €100,000, does not apply to Secure Advantage 18 investors.

#### 8.2 6% Fixed Return Fund

- 1. Money received by New Ireland for investment in the 6% Fixed Return Fund (50% of your total investment amount) will be invested on 17th August 2011.
- 2. No partial or full encashments may be taken from your policy prior to maturity. The maturity date is 17th August 2012.
- 3. The investment term for 6% Fixed Return Fund is 1 year.
- 4. Provider of the Security

To provide the capital protection and the return at maturity on your 6% Fixed Return Fund policy, New Ireland holds a deposit with Bank of Ireland. We are committed to passing on the value of this deposit to your policy on maturity (17th August 2012). However, it is important to note that:

- Your 6% Fixed Return Fund investment is a Life assurance policy with New Ireland (and is not a deposit account\*).
- In the unlikely event of Bank of Ireland failing to meet is obligations on deposits, you may receive back less than your original investment.
- <sup>†</sup> Note that the Irish Deposit Protection Scheme, which guarantees deposits of up to €100,000, does not apply to 6% Fixed Return Fund investors.

#### 8.3 Taxation

1. Taxation for Personal Customers

Under current legislation a tax will be applied to any investment gains, on the happening of a chargeable event. The current rate of tax payable is 30% (correct as at July 2011). Further information is contained in your policy documents. New Ireland will make these payments from your fund on your behalf. Personal investors resident in Ireland normally have no further liability to Income Tax or Capital Gains Tax on investment returns. We suggest you take independent tax advice if appropriate.

2. Taxation for Corporate Customers

Companies investing in the New Ireland SecureAdvantage 18 and 6% Fixed Return Fund are advised to seek independent tax advice. For corporate investors the application form must be completed in accordance with the company's Memorandum and Articles of Association e.g. signed by two directors.

N		D 1 0 11 1/2 N	
ncy No.:		Broker Consultant's No.:	
nch No.:		Adviser Email:	
instruction is given, stand	ard commission will be assumed.		
cial Instructions:			
	D D M M Y Y Y		
Date Received in Branch:		Money Laundering Check:	Yes No
Date Sent to Head Office:	D D M M Y Y Y Y	Cert. of Ident. Reqd.:	Yes No
Application Checked:	Yes No	Factfind:	Yes No N/A
Section 30 Receipt:	Yes No N/A	Contact Referral Form:	Yes No N/A
		Reason Why Letter:	Yes No N/A



## SecureAdvantage 18 and 6% Fixed Return Fund IMPORTANT INFORMATION

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## SecureAdvantage 18

## **A1** - INFORMATION ABOUT THE POLICY

#### Make sure the policy meets your needs!

Taking out a SecureAdvantage 18 policy as part of your overall investment is an important decision. Before making this decision we want you to fully understand the details of the contract, which you are entering into. This document sets out to provide that information.

Your SecureAdvantage 18 is a Single Premium investment policy. No regular premiums or further Single Premiums are allowed. Your policy has a fixed term of four years and eleven months. It is not a protection policy - if that is what you require then your insurance advisor can recommend another type of New Ireland policy which better suits your needs. The policy provides a death benefit equal to 100.1% of the notional market value of your policy on the next day that the policy is valued after we receive written notification of death. This benefit will be at least equal to the amount you invested in SecureAdvantage 18 if death occurs before the maturity date (in the case of a joint life policy the death benefit is payable in the event of the death of the second to die of the lives insured). The policy will terminate on payment of a death benefit, or on the date of maturity - after 4 years and 11 months.

<u>WARNING</u>: If you propose to take out this policy in complete or partial replacement of an existing policy, please take special care to satisfy yourself that this policy meets your needs. In particular, please make sure that you are aware of the financial consequences of replacing your existing policy. If you are in doubt about this, please contact your insurer or insurance intermediary.

Every care is taken to ensure that the information in this booklet is clear and accurate. However, no responsibility is taken for errors or omissions. If any conflict arises between this booklet and the Policy Conditions, the Policy Conditions will apply. Policy Conditions will be supplied to you when your policy is issued and are available on request.

#### What happens if you want to cash in the policy early?

You cannot encash part or all of your SecureAdvantage 18 policy before 18th July 2016 (subject to the payment of a benefit on death). On this date, your investment will switch into a cash fund. At that time you may avail of further investment options provided to you or you can encash your policy. Following encashment the policy will cease..

## HOW DOES THE SECURE ADVANTAGE 18 TRACKER BOND WORK?

#### Benefits of the SecureAdvantage 18 policy

Your SecureAdvantage 18 policy has a specified term of 4 years and 11 months and it provides you with capital security. To provide the capital protection at maturity on your Secure Advantage 18 policy, New Ireland holds a deposit with Bank of Ireland. We are committed to passing on the value of this deposit to your policy on maturity (18th July 2016). However, it is important to note that:

- Your Secure Advantage 18 investment is a life assurance policy with New Ireland (and is not a deposit account<sup>†</sup>).
- In the unlikely event of Bank of Ireland failing to meet is obligations on deposits, you may receive back less than your original investment.
  - <sup>†</sup> Note that the Irish Deposit Protection Scheme, which guarantees deposits of up to €100,000, does not apply to Secure Advantage 18 investors.

#### **Participation rate**

Your investment in SecureAdvantage 18 will have a variable Participation Rate.

The Participation Rate will vary between 0% and 125%, depending on recent market volatility. The lower the Actual Volatility has been, the higher the Participation Rate will be.

The Target Volatility rate has been set at 13% per annum.

The Actual Volatility is calculated based on the volatility of the Eurostoxx 50, FTSE 100, Nikkei 225, S&P 500 and MSCI Emerging Markets (EEM) indices combined over a period of 50 trading days. Recent days' volatility has a higher weighting in this calculation.

We will compare the Actual Volatility with the Target Volatility each trading day and make subsequent changes within three trading days to the Participation Rate for all changes greater than a specified threshold.

Participation Rate = 
$$\frac{\text{Target Volatility}}{\text{Actual Volatility}}$$
 x 100% (up to a maximum of 125%)

#### For example:

- If the Actual Volatility over a period of time were 26% (annualised), the Participation Rate would then be 13%/26% = 50%
- Based on the market volatility of the five indices combined at the end of May 2011, the Participation Rate (or exposure to equities) would have been approx 120%
- If the combined actual volatility was 20% lower than this, the Participation Rate would have risen to 125% and
- If the combined actual volatility was 20% higher than this, the Participation Rate would have fallen to 100%.

#### **Death Benefit**

Should you die before the maturity date then the benefit payable on death is a sum equal to 100.1% of the notional market value of your SecureAdvantage 18 policy as calculated by the Actuary on the next day that the policy is valued after we have received written notification of death. This sum will be at least equal to 100% of the amount invested in the SecureAdvantage 18 policy (i.e. 50% of your overall investment amount).

In the case of a joint life policy the Death Benefit is payable in the event of the death of the second to die of the lives insured.

#### Compound annual rate

For an initial investment amount of  $\le 100,000$ ,  $\le 50,000$  will be invested in SecureAdvantage 18 and your capital protected amount at maturity would be  $\le 50,000$ . This corresponds to a minimum compound annual rate of return (CAR) of 0% a year.

#### **Averaging**

The returns on SecureAdvantage 18 are based on the average value of the SecureAdvantage 18 Index over the period 17th July 2015 to 18th July 2016 (based on 13 monthly observations from 17th July 2015 to 18th July 2016 inclusive). This averaging protects investors from any last minute falls in markets as investors approach the maturity date. If there is a sudden drop in the value of any of the assets just before maturity, performance to date will be largely protected. However, reducing risk in this way may adversely impact performance should the SecureAdvantage 18 Index rise in the final year before maturity.

#### Dividends

SecureAdvantage 18 is suitable only as a capital growth investment and will not benefit from dividends in the basket of indices.

#### **Currency**

There is a currency risk associated with your SecureAdvantage 18 investment, as the indices include non-Eurozone equities.

## **6% Fixed Return Fund**

## **A2** - INFORMATION ABOUT THE POLICY

#### Make sure the policy meets your needs!

Taking out a 6% Fixed Return Fund policy as part of your overall investment is an important decision. Before making this decision we want you to fully understand the details of the contract, which you are entering into. This document sets out to provide that information.

Your 6% Fixed Return Fund is a Single Premium investment policy. No regular premiums or further Single Premiums are allowed. Your policy has a fixed term of one year. It is not a protection policy - if that is what you require then your insurance advisor can recommend another type of New Ireland policy which better suits your needs. The policy provides a Life Cover benefit equal to 100.1% of the notional market value of your policy on the next day that the policy is valued after we receive written notification of death. This benefit will be at least equal to the amount you invested in the 6% Fixed Return Fund (i.e. 50% of your overall investment amount) if death occurs before the maturity date (in the case of a joint life policy the Life Cover benefit is payable in the event of the death of the second to die of the lives insured). The policy will terminate on payment of a Life Cover benefit. On the maturity date your investment will switch into a cash fund. At that time you may avail of further investment options provided to you or you can encash your policy. Following encashment the policy will cease.

<u>WARNING</u>: If you propose to take out this policy in complete or partial replacement of an existing policy, please take special care to satisfy yourself that this policy meets your needs. In particular, please make sure that you are aware of the financial consequences of replacing your existing policy. If you are in doubt about this, please contact your insurer or insurance intermediary.

Every care is taken to ensure that the information in this booklet is clear and accurate. However, no responsibility is taken for errors or omissions. If any conflict arises between this booklet and the Policy Conditions, the Policy Conditions will apply. Policy Conditions will be supplied to you when your policy is issued and are available on request.

#### What happens if you want to cash in the policy early?

You cannot encash part or all of your 6% Fixed Return Fund policy before 17th August 2012 (subject to the payment of a benefit on death). On this date, your investment will mature and must be encashed.

## HOW DOES THE 6% FIXED RETURN FUND WORK?

#### Benefits of the 6% Fixed Return Fund policy

Your 6% Fixed Return Fund policy is for a term of one year. You will receive the amount invested in this policy (i.e. 50% of your overall investment amount) when your policy matures on the 17th August 2012 plus 6% of your amount invested in the 6% Fixed Return Fund (gross of tax).

To provide the capital protection and the return at maturity on your 6% Fixed Return Fund policy, New Ireland holds a deposit with Bank of Ireland. We are committed to passing on the value of this deposit to your policy on maturity (17th August 2012). However, it is important to note that:

- Your 6% Fixed Return Fund investment is a Life assurance policy with New Ireland (and is not a deposit account<sup>†</sup>).
- In the unlikely event of Bank of Ireland failing to meet is obligations on deposits, you may receive back less than your original investment.
  - † Note that the Irish Deposit Protection Scheme, which guarantees deposits of up to €100,000, does not apply to 6% Fixed Return Fund investors.

#### **Death Benefit**

Should you die before the maturity date then the benefit payable on death is a sum equal to 100.1% of the notional market value of your 6% Fixed Return Fund policy as calculated by the Actuary on the next day that the policy is valued after we have received written notification of death. This sum will be at least equal to 100% of your initial investment amount in the 6% Fixed Return Fund (i.e. 50% of your overall investment amount). In the case of a joint life policy the Death Benefit is payable in the event of the death of the second to die of the lives Insured.

## SecureAdvantage 18 and 6% Fixed Return Fund

## A3 - WHERE DOES MY INVESTMENT GO?

The following tables sets out how your investment amount will be used for your SecureAdvantage 18 and the 6% Fixed Return Fund investment.

Your propo	Your proposed investment of €100,000 will be used, at the date of investment, as follows:				
€88,110	or 88.11%, will be used to secure the promised payment of €53,000 payable after 12 months on the 6% Fixed Return Fund and €50,000 payable after 4 years and 11 months on SecureAdvantage 18. This is equivalent to a promised return of 6% per annum and 5.68% per annum respectively, before tax is deducted.				
€5,750	or 5.75%, will be used to secure the cash bonus on SecureAdvantage 18 which may be payable after 4 years and 11 months.				
€6,140	or 6.14%, will be taken in charges.				
€100,000	TOTAL				

If the cash bonus is zero, the promised payment will represent a return of 0% pa, on your total investment over the period to the date of the promised payment, before any tax is deducted.

## WHAT ARE THE PROJECTED BENEFITS UNDER THE POLICIES?

The illustrative table below shows possible future values for a sample SecureAdvantage 18 policy and the 6% Fixed Return Fund policy.

This illustration is based on the following typical details:

Lives Insured Single Premium

Life 1: Male, aged 35 next birthday €100,000

#### Sample illustrative table of projected benefits and charges:

Year	A Total amount of premiums paid into the policy to date	B Projected investment growth to date	C Projected expenses and charges to date	D Taxation to date	E Projected value of income payments to date after payment of taxation	F Projected policy value after payment of taxation
	€	€	€	€	€	€
1	100,000	5,223	6,140	900	52,100	46,083
2	100,000	7,788	6,140	900	52,100	48,648
3	100,000	10,495	6,140	1,307	52,100	50,949
4	100,000	13,353	6,140	2,164	52,100	52,949
Maturity	100,000	16,112	6,140	2,992	52,100	54,881

The above corresponds to an annual compound growth rate (CAR) of 3.3% before tax.

#### **Important**

The illustration assumes an investment return of 3% per annum in the SecureAdvantage 18 Index. The growth of the SecureAdvantage 18 Index determines the return you will receive on your investment on the fund maturity date. This growth rate is for illustration purposes only and is not guaranteed. Actual investment growth on the SecureAdvantage 18 Index may be more or less than illustrated.

The projected investment growth shown in Column B is determined by the assumed growth of the SecureAdvantage 18 Index and the 6% Fixed Return Fund, the capital security, the participation rate and the effect of averaging. For further details about the capital security, please see below.

The deductions for expenses and charges shown in Column C have the same affect as reducing the assumed investment growth rate by 2.3% p.a.

The Single Premium payable for your policy includes all charges, expenses, and intermediary/sales remuneration. The value shown in column E is after the payment of taxation.

## WHAT INTERMEDIARY/SALES REMUNERATION IS PAYABLE?

The projected remuneration figures below are based on the sample policy described above.

Year	Premium payable in that year €	Projected total intermediary/sales renumeration payable in that year €
1	100,000	3,000
2	0	0
3	0	0
4	0	0
Maturity	0	0

Similar schedules of expected future values and intermediary/sales remuneration, specific to your own proposed policy will be provided automatically when your policy is issued.

#### Are returns secure?

To provide the capital protection at maturity on your Secure Advantage 18 policy, New Ireland holds a deposit with Bank of Ireland. We are committed to passing on the value of this deposit to your policy on maturity (18th July 2016). However, it is important to note that:

- Your Secure Advantage 18 investment is a life assurance policy with New Ireland (and is not a deposit account<sup>†</sup>).
- In the unlikely event of Bank of Ireland failing to meet is obligations on deposits, you may receive back less than your original investment.
  - † Note that the Irish Deposit Protection Scheme, which guarantees deposits of up to €100,000, does not apply to Secure Advantage 18

To provide the capital protection and the return at maturity on your 6% Fixed Return Fund policy, New Ireland holds a deposit with Bank of Ireland. We are committed to passing on the value of this deposit to your policy on maturity (17th August 2012). However, it is important to note that:

- Your 6% Fixed Return Fund investment is a Life assurance policy with New Ireland (and is not a deposit account<sup>†</sup>).
- In the unlikely event of Bank of Ireland failing to meet is obligations on deposits, you may receive back less than your original investment.
  - † Note that the Irish Deposit Protection Scheme, which guarantees deposits of up to €100,000, does not apply to 6% Fixed Return Fund

#### Can the policies be cancelled or amended by the insurer?

New Ireland reserves the right, in the event of changes in taxation or other legislation affecting your policy, to make such amendments as in the Actuary's opinion are necessary to take account of such changes. Under certain circumstances, New Ireland can make changes to the policy charging structure.

## INFORMATION ON TAXATION ISSUES

The premiums payable under the policies do not qualify for any tax relief.

The payment of the Life Cover benefit is a chargeable event i.e. tax may be payable. The rate of tax is currently 30% (as of July 2011) and is payable on the excess, if any, of the policy value over the premiums paid.

At encashment the amount payable is subject to an exit tax which is currently 30% (as of July 2011) and is payable on the excess, if any, of the encashment value over the premiums paid. Any exit tax due will be deducted by New Ireland and remitted to the Revenue Commissioners on your behalf.

An assignment of the policy, except as provided for by legislation (e.g. assigning the policy to a bank or building society for a loan) gives rise to a tax liability and is treated in the same manner as an encashment.

The information in this section is a general summary of the taxation implications of your policy, based on our understanding of current legislation. Owing to the individual nature of each case, we recommend that customers establish all tax implications with their professional advisers.

## ADDITIONAL INFORMATION IN RELATION TO YOUR POLICY

#### If you have second thoughts

If, when you receive either your SecureAdvantage 18 policy and your 6% Fixed Return Fund policy, you feel that it is not suitable for your needs then you may cancel it by instructing us in writing and returning the policy documents to us, provided that the instruction and policy documents are received not later than 30 days after the date of issue of the policy documents. Both policies will terminate immediately on receipt of this instruction at New Ireland's head office. Any single premium remitted to New Ireland will be refunded less an adjustment for any downward movement in prices from the date of policy commencement to the date of cancellation.

NOTE: If you choose to avail of the cooling off option on either SecureAdvantage 18 or the 6% Fixed Return Fund, then both policies will be cancelled.

#### Legislation governing the contract

The laws of Ireland govern this contract.

#### If you have a problem or complaint

New Ireland will try to resolve any complaints fully to your satisfaction. However, in the event of an unsettled dispute the policy allows for the dispute to be referred to arbitration. This arbitration will be governed by the provisions of the Arbitration Act 2010.

An official complaints body exists through the office of the Financial Services Ombudsman. Decisions of the Financial Services Ombudsman are binding on both parties subject to a right of appeal to the High Court.

The Financial Services Ombudsman may be contacted at 3rd Floor, Lincoln House, Lincoln Place, Dublin 2, Telephone: (01) 6620899.

## **B** - INFORMATION ON SERVICE FEE

Occasionally policyholders have an arrangement with their insurance adviser, which involves the payment of a service fee to the adviser. Your adviser should enter details of any such arrangement here.

## C - INFORMATION ABOUT THE INSURER/ INSURANCE INTERMEDIARY/SALES EMPLOYEE

#### **About the Insurer**

Your New Ireland SecureAdvantage 18 and 6% Fixed Return Fund investment is provided by New Ireland Assurance Company plc, a public limited company. New Ireland is part of the Bank of Ireland Group, one of Ireland's largest financial institutions and a quoted company on the Irish Stock Exchange. New Ireland is licensed under the Insurance Act 1936 and authorised under the European Communities (Life Assurance) Regulations 1984 to transact business in the Republic of Ireland.

Any queries to New Ireland head office can be made by writing to:

New Ireland Assurance Company plc., 11-12 Dawson Street, Dublin 2.

By telephone at: 01 617 2000 By fax at: 01 617 2075

By email to: info@newireland.ie

New Ireland Assurance Company plc is regulated by the Central Bank of Ireland and is a member of Bank of Ireland Group.

#### About the Insurance Intermediary/Sales Employee

Name:
Address:
Telephone:
Email Address:
Fax:
Further Information:

# **D** - INFORMATION TO BE SUPPLIED TO THE POLICYHOLDER DURING THE TERM OF THE CONTRACT

During the term of your policies we will provide you with information in a number of circumstances:

- If there is any change in the name, address or legal form of New Ireland
- If there is any alteration to the terms of the Policy Conditions which results in a change to any of the information provided by this document in the section "Additional Information in relation to the policy."

In addition we will provide you with regular statements to keep you informed of the performance of your SecureAdvantage 18 policy.



#### New Ireland Assurance Company plc.

11-12 Dawson Street, Dublin 2. T: (01) 617 2000 F: (01) 617 2075.

**E**: info@newireland.ie **W**: www.newireland.ie

New Ireland Assurance Company plc is regulated by the Central Bank of Ireland and is a member of the Bank of Ireland Group.