

1 smart investment solution with  
access to 1,000s of funds, looked after  
in a place with 1,037 years of political  
stability could make for 1 happy client  
flying high at 24,000 feet  
and rising...





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## The 360° advantage

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360° perfectly describes our global business model and vision to provide superior investment, protection and tax-planning solutions. Headquartered on the Isle of Man, we are a genuine worldwide business helping clients in Asia, Africa, the Middle East, Latin America and the UK. RL360° is part of the RL360° Group, which currently employs around 300 members of staff and looks after some \$10 billion in assets for its 60,000 policyholders\*.

### **Isle of Man location**

Our offshore base on the Isle of Man, one of the world's leading offshore financial jurisdictions, brings our international clients much greater scope for tax efficiency. This is combined with an outstanding reputation for investor protection and supervision, resulting in an Aa1 rating from Moody's (as at September 2015).

### **Matching vision with precision**

While we take a global approach to providing well-rounded financial solutions, we've also earned a reputation for creating highly flexible, bespoke plans with some very fine and distinctive points. We like to think our people are rather fine and distinctive too; taking personal responsibility for delivering all-encompassing premium administration and support.

All of which helps explain why we don't aim for just a degree of outperformance, but for 360 degrees of excellence.

\* Source: RL360°, as at 1 December 2015.

# Introduction

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This brochure aims to provide an overview of the features of PIMS and some of the potential benefits.

Before applying for PIMS you should speak to your financial adviser and also read the rest of our literature suite in full, including:

- *The Facts*
- *Key Features*
- *Guide to Investment*
- *Terms and Conditions* (a specimen is available on request)

Your financial adviser will be able to advise you on suitable features, the charging structure and potential investments.

You can access the complete suite of PIMS product literature from our website [www.rl360.com/pims](http://www.rl360.com/pims).

## Personal Investment Management Service (PIMS)

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One of life's great satisfactions is financial security and peace of mind. Of course we know that fulfilling those aspirations can be challenging.

As an investor, deciding what product to choose, which investments to opt for, and who should manage those investments are decisions that are critical to achieving your financial objectives.

Today there is an answer.

PIMS is an offshore bond that allows you to build an investment portfolio in a tax efficient environment (through its structure and offshore nature, as demonstrated in the following sections) that is dedicated to meeting your needs.

You may be an individual, a trustee or even a company, and as long as you meet our availability criteria, as shown in *The Facts*, we should be able to accept your application.

PIMS is designed to provide you with a truly flexible solution and is available in 2 versions - PIMS Focused and PIMS Flexible. Better still, PIMS Focused and PIMS Flexible can be issued on either a Life Assurance or Capital Redemption basis.

PIMS Focused allows you to choose from a carefully selected range of investment funds which covers a wide and diverse variety of investment styles. All the funds in this range offer discounted initial charges.

PIMS Flexible allows you to invest in an almost unlimited array of investments, including the investment funds making up the Focused range, inclusive of their discounts. PIMS Flexible not only offers access to standard investments such as unit trusts, but also more specialised boutique investments such as hedge funds and company shares. There is no restriction on the number of investments you can choose for your PIMS policy, making it easy to combine the expertise of numerous investment managers. Each investment manager is likely to have a specialist knowledge of different market sectors and individual regions which could allow them to deliver the performance that matches your objectives.

Both versions of PIMS provide charging structures that can be adapted to suit your personal requirements, making it easy for your financial adviser to find or design an appropriate structure that suits you. The charging structure is described in detail in *The Facts*.

By choosing PIMS, you and your financial adviser can focus on accomplishing your financial objectives, whilst we focus on the administration.

## Offshore stability and tax benefits

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### Stability and security

We are incorporated and licensed in the Isle of Man – a British Crown dependency that has enjoyed the stability of its own government for over 1,000 years, with one of the oldest established parliaments anywhere in the world.

Over the last 25 years, the Isle of Man has developed into one of the largest offshore insurance and investment centres in the world, renowned as a leading base for international life assurance business due to extensive financial regulation. It is from here that we have built a strong reputation in the international and expatriate markets. Our licence in the Isle of Man ensures professional and sound management and strict insurance regulations help ensure that the interests of investors are protected.

### Tax efficient growth

PIMS benefits from the tax efficient treatment enjoyed by offshore bonds issued in the Isle of Man.

As a PIMS investor, all your investments are held within a single wrapper, so you have the freedom to switch investments at any time without having to worry about an immediate tax charge (apart from any withholding tax that may be deducted at source on income arising from investments held in some countries, that cannot be reclaimed by us). The effect of this is a greater potential for growth, and is commonly referred to as “Gross roll-up”, this is illustrated further in the *Guide to Investment*.

You should remember that you may have a personal liability to tax, depending on the tax regime in your country of residence and we are unable to provide you with individual tax advice. We would always recommend that you speak to your financial adviser or tax professional about your tax situation before applying for, or taking action on, your PIMS policy.

## Freedom from paperwork

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As an investor in PIMS, you will be relieved of the everyday burdens associated with running a directly held investment portfolio.

You will have the comfort of knowing that, regardless of how many different investments you hold within PIMS, you will receive a consolidated valuation statement every 6 months, issued in line with your policy start date, free of charge. Alternatively, if you prefer, you can choose to receive your valuation statements on 2 specific dates during the year.

As well as 2 paper-based valuations, we know that you may like to keep an eye on your policy more frequently. That is why you can set up access to our online services from where you can view your policy information and value online at any time. This makes keeping track of your investments within PIMS simple, straightforward and accessible from wherever you might be in the world.

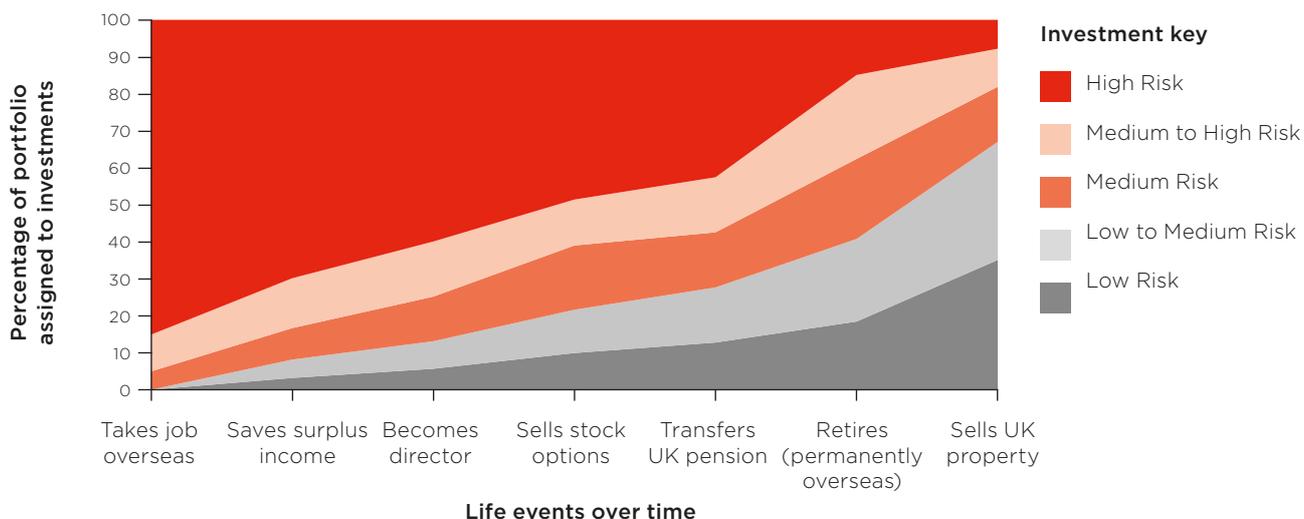
An essential part of your PIMS policy is the cash account. This is where our fees and any withdrawals will be taken from. When investments linked to your PIMS policy are sold, the cash proceeds will be paid into the cash account. If you appoint a discretionary manager to your policy, they will hold a separate cash account. More details about the cash account and discretionary management can be found in *The Facts* and the *Guide to Investment*.





### Example 1 – Tailoring your investment portfolio

This graph shows how you might choose to vary investments within your PIMS policy to meet your attitude to risk over time and in line with life events.



This example only illustrates how your investments might change over time. We are not authorised to provide investment advice and we would always recommend that you consult a professional before making investment decisions.

## Tailoring your investment portfolio

To allow you to construct a truly tailored portfolio, PIMS is available in 2 versions, PIMS Focused and PIMS Flexible.

PIMS Focused provides access to a defined menu of over 1,000 investment funds. These have been carefully selected to incorporate a broad range of investment styles and varying degrees of risk.

Charges for PIMS Focused are lower, due to the defined menu, when compared to PIMS Flexible. This could make PIMS Focused the ideal vehicle where you simply require access to conventional investment funds and recognised management houses. But should you require access to an even broader range of investments in the future, you can simply convert your PIMS Focused policy to Flexible for a one-off fee. Details of our fees can be found in *The Facts*.

PIMS Flexible is fully open-architecture and investors are able to access the investment funds within the Focused range plus any other investments acceptable to us. The beauty of this is that you can choose investments with varied geographic focus, for instance the UK, USA, Europe or BRIC (Brazil, Russia, India and China). You can also choose investments with a specific sector focus such as financial, healthcare, energy or telecommunications, to name just a few. Above all you have the freedom to choose what you want, when you want. Whether bespoke, boutique, world renowned, they are all available to you through PIMS Flexible. Further details can be found in the *Guide to Investment*.

Whether you opt for PIMS Focused or PIMS Flexible, by choosing different combinations of investments, you are in control of the level of risk and potential returns you can expect from your PIMS policy.

If you need additional help to manage the investments within your PIMS policy, you can appoint a dedicated investment adviser or discretionary manager. These options are explained in the *Guide to Investment*, but suffice to say, they can help advise you on the investments linked to your policy, or even take control of them on your behalf.

As your needs change, PIMS can change with you. An example of how PIMS may adapt to suit your changing lifestyle is shown in Example 1 above. Your portfolio is likely to comprise of differing investments as your objectives and risk profile alter over time.

## Adapting around you

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PIMS is designed to be held over the medium to long term, but there is the added comfort of knowing that your capital can be accessed in the short term.

You just never know what is around the corner, and you may well find yourself requiring access to your money held within PIMS, perhaps for a special occasion. In these situations, you can rest easy knowing that you can conveniently access your PIMS policy by taking a cash withdrawal.

Withdrawals can be taken on a regular basis over a period of time, or as a single lump sum. Regular payments can start and stop whenever you require and may be taken as a fixed amount or as a percentage of your initial/additional investments paid. Payments can be made by cheque or Telegraphic Transfer. For further flexibility you can choose to take your regular withdrawals monthly, quarterly, half-yearly or yearly.

You should be aware that certain minimums apply and depending on how often you take withdrawals certain payment methods may not be available. Please read *The Facts*, which provides more information.

## Features of PIMS

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### Currencies

As an offshore investor we appreciate that you may require the flexibility to hold PIMS in a currency that suits you.

For that reason, PIMS is available in a choice of 7 different policy currencies. These are Pounds Sterling (GBP), US Dollar (USD), Japanese Yen (JPY), Euro (EUR), Swiss Franc (CHF), Australian Dollar (AUD) and Hong Kong Dollar (HKD).

Your PIMS valuation statement will be provided in the policy currency. However, premiums can be paid in, or investments transferred to PIMS, in any freely convertible currency. In addition, the investments linked to your PIMS policy can be denominated in any major currency. We will take care of all currency transactions (exchange charges will be passed on to your policy) where necessary.

### Life assurance or capital redemption

PIMS can be issued on either a life assurance or capital redemption basis. Your adviser can explain when it may be appropriate to use one over the other, but in general, the capital redemption basis is more likely to suit trustee and corporate investors. This is because the PIMS policy does not come to an end on the death of a named individual (the "life assured"), as there are no lives assured and the policy simply continues until its maturity in 99 years time.

#### Life assurance

A PIMS policy on a life assurance basis can be set up in one of two ways:

- Single life - There is only 1 life assured and when they die the PIMS policy comes to an end.
- Joint life last death - There can be up to 6 lives assured on the PIMS policy, and the policy comes to an end when the last life assured dies.

#### Capital redemption

A PIMS policy on a capital redemption basis will remain in-force for a total of 99 years at which point it will mature and we will pay out the surrender value plus a guaranteed amount of GBP100 (or currency equivalent).

For further information please refer to *The Facts*.

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### **Sub-policies**

PIMS can be structured in up to 100 sub-policies. This is for added flexibility and may provide tax advantages depending on your location. Your financial adviser can help explain how these could provide you with tax advantages in the future.

### **Charging elements**

The PIMS charging structure comprises of a number of elements that can be used singularly or in conjunction to craft the ideal charging solution for you. The actual fees are described and explained further in *The Facts*. Your financial adviser can guide you as to the most suitable arrangement of elements to suit your requirements.

### **Free dealing transactions**

As a way of saying thank you for choosing RL360°, we will waive the first 10 dealing fees on your policy.

### **Investment transfer and exchange**

We can transfer any investments that are acceptable to us directly into your PIMS policy (sometimes known as a “share exchange”). Alternatively, we can sell your existing investments such as stocks and shares and use the proceeds to fund a PIMS policy. Further information can be found in *The Facts*.

### **Trust range**

We can provide a range of draft trust documentation that may assist with any estate planning you intend to undertake, either now or in the future. This may be of interest to you if you are looking to preserve wealth for future generations. Your financial adviser can explain the potential benefits of using a trust in more detail.

## Excelling in service

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We realise excellent customer service is a vital component when it comes to you making your decision of who to invest with. That's why we place service at the centre of everything we do.

### **Our technology**

PIMS offers the technology to make the administration of your policy really straight-forward. We then back this up with quality personal, technical and administrative support.

Taking advantage of our online servicing capabilities, both you and your adviser can benefit from a fast and efficient service. It's a breeze to get started, all you need to do is complete the relevant section in the *PIMS Application* (it's only a couple of questions) and once we have set-up your policy, we'll send you an activation code by email. You are then just a couple of clicks away from viewing your policy. Benefits to you include:

**Convenience** – Online is easy. From the comfort of your own home, or on the go via desktop, laptop, tablet or phone, you can view your policy details with a quick click, pinch or swipe.

**Unlimited access** – Access is available 24 hours a day, and 7 days a week, apart from those occasions on which we're improving the system and adding new features!

**Secure service** – Security of your data is of the upmost importance to us and you'll only ever be able to access your policy via a secure and encrypted link.

**Comprehensive valuations** – Quickly see how all of the investments held within your PIMS policy are performing, line by line, with no need to phone up and wait for it to be delivered in the post.

**Online dealing** – That's right, don't like how one of your investments is performing, we can set you up with online dealing access. This means you can instruct changes to us without the hassle of paper forms and faxes.

### **Our people**

At RL360° we will always strive to deliver a consistent and dependable service for our customers.

So, if you or your financial adviser wants to speak to someone about your policy, we will ensure everything that can be done, will be done, to answer queries quickly and efficiently.

## Applying for PIMS

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By choosing PIMS, you will be investing through a company that is dedicated to making your customer experience superior. We pride ourselves on providing a quality service and an extensive investment choice. Our dedicated staff are here to focus on the important administrative tasks so you don't have to.

To apply, just follow the 4 simple steps below.

### Step 1

As long as you are over the age of 18, have a minimum premium of GBP50,000 (or currency equivalent as shown in *The Facts*) and are resident in an acceptable country, you can apply for PIMS.

### Step 2

Read the PIMS literature suite in full and discuss it in detail with your financial adviser. If required your financial adviser can request a Personal Illustration.

### Step 3

Complete the appropriate PIMS *Application* and arrange for your initial premium to be sent to us via an appropriate method as detailed in the *Application Form*. Your financial adviser will also need to sign the application before sending it to our new business team or appropriate regional office (addresses provided on the back of this *Brochure*).

### Step 4

Once we have all the necessary documentation we will confirm your successful application by sending you a further copy of the *Key Features, Terms and Conditions*, a cancellation notice and a Policy Schedule.

Features such as the appointment of an investment adviser or discretionary manager will require your signature on some additional forms. The checklist in our application will indicate the additional forms that you need to complete.

## Important information

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PIMS is available exclusively in association with financial advisers. Your financial adviser can provide a final recommendation as to whether or not PIMS is suitable for you.

Owners of policies issued by RL360 Insurance Company Limited (RL360°) receive the protection of the Isle of Man Compensation of Policyholders protection scheme, which covers an amount equal to 90% (subject to the provisions of the scheme) of RL360°'s liability where it is unable to meet its financial obligations. RL360° reserve the right to adjust the returns to cater for any levy or charge made on it under the regulations or similar legislation.

The information contained in this *Brochure* is based on our understanding of Isle of Man legislation as at February 2016. Whilst every care has been taken to ensure the information is correct, we cannot accept responsibility for its interpretation or any subsequent changes to legislation. This *Brochure* is not intended as a substitute for legal or tax advice.

PIMS is governed by Isle of Man law. This *Brochure* gives a brief guide to the policy. Full details are contained in the *Terms and Conditions*, and together with your *Application Form* and Policy Schedule, form the legally binding contract between you and RL360 Insurance Company Limited.



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