



# Mirror funds. Maybe not so cool.

As you would expect, RL360° offers your clients a wide variety of funds from leading investment houses. What we don't do is offer 'mirror' funds.

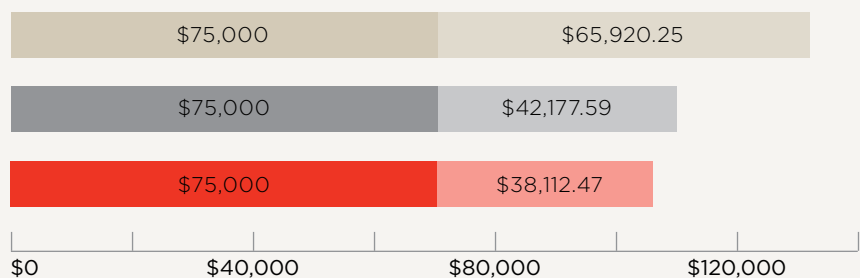
These are used by some other life companies to give access to third party funds through their life insurance policies. However, they typically involve extra fees. So while they are sold as reflecting the underlying performance, don't be fooled by the image. The likeness is far from true.

### It's time to look behind the mirror

To shine a light on mirror funds, we took the case where a client invested \$75,000 into a specified fund (BlackRock World Mining) over 5 years (from November 2008 to November 2013). Here's the result.

To look at it the other way round, Life Company A would have underperformed by \$23,742.66 over the period - and Life Company B would have swallowed up \$27,807.78.

Bar chart showing \$75,000 invested over 5 years



- BlackRock World Mining A2 USD [\$140,920.25]
- Life Company A - BlackRock World Mining USD [\$117,177.59]
- Life Company B - BlackRock World Mining USD [\$113,112.47]

Data provided by Financial Express 2013

**BlackRock World Gold Fund Investment return**

87.89%

Life Company A Investment return

56.24%

Life Company B Investment return

50.82%

Gross Return Bid-Bid chart (from 20 November 2008 to 20 November 2013) from UK Offshore Insurance Universe. Please note this chart only relates to the performance of the funds shown, inclusive of their associated charges, **and does not take account of any product related charges, which may be lower where mirror funds are accessed.**

You can count on us



At a time when fund information is freely available online, it could be difficult to look into a client's eyes and explain why a lagging mirror fund should be chosen over the real deal.

Fortunately, that's easily avoided. With our Oracle policy offering you only genuine third party funds, your judgement will always reflect well on you. Which is cool.

For more information about Oracle, please read the literature suite, available to download from:

[www.rl360adviser.com/Oracle](http://www.rl360adviser.com/Oracle)

**Important notes**

For financial advisers only. Not to be distributed to, nor relied on, by retail clients.

RL360° is not authorised to provide investment advice and the inclusion of information in this leaflet relating to any fund or fund manager does not constitute a recommendation for investment.

Please remember that past performance may not be repeated and must not be used as a guide to future performance.

We know that mirror funds don't always show a true reflection... so we'd rather not use them.