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21 August 2013

Dear Adviser

Important notification that requires your attention – you need to take some action

Subject - Closure of the HSBC Amanah Global Equity fund link

Product - <insert Product>

Policy number - <insert Policy number>

We write to you in your capacity of investment adviser to the above policy. We have been informed by HSBC Global Asset Management that following a strategic review HSBC intend to focus their Islamic finance offering on customers solely in Malaysia and Saudi Arabia. As a result of this, and having reviewed its product offering, they have taken the decision to remove the HSBC Amanah funds from all third party wholesale distributors by the end of August 2013, which includes Royal London 360°.

As this policy invests in the HSBC Amanah Global Equity fund we are writing to let you know what this means with respect to the policy.

What happens now?

As the fund will no longer be available to Royal London 360° policyholders, the fund will be formally removed from the <insert Quantum/Oracle/Paragon> fund range with immediate effect. We will no longer accept premiums from new investors for the fund, however existing investors will be given a period of time to choose an alternative fund to invest in.

As an existing investor in the HSBC Amanah Global Equity fund this policy will be allowed to continue investing in the fund for a further 60 days from the date of this letter, providing you with time to consider which alternative fund you would like to switch into. We will need to know your alternative fund choice before 21 October 2013.

Information for the fund range available to this policy, can be found in the downloads section of our website at: **www.rl360.com/row/downloads/products.htm**

Here you will find a product specific *Investment Guide* detailing the current menu of funds available and a *Switch Form* which will require completing with your new fund choice and returning to us by 21 October 2013. Any regular premiums the policy pays into the HSBC Amanah Global Equity fund will also need to be redirected into an alternative fund. Please also complete this on the *Switch Form*.

Alternatively, if you are a registered user of our Online Service Centre and fund switching facility, you can now conduct switches online fast and efficiently, and make changes to the direction of regular premium payments.

Please note that as investment adviser, you are receiving the correspondence in this instance and no written communication has been issued to the policyholder. Please therefore contact your client as appropriate to discuss the details of the fund link closure and any recommended course of action.

What if I miss the deadline for my alternative fund choice?

Should we not receive your switch instructions by 21 October 2013 we will automatically transfer the policy holding and also redirect any regular premiums from the HSBC Amanah Global Equity fund into an alternative Shariah compliant global equity fund from the current fund range; the BNP Paribas Islamic Equity Optimiser fund.

However, please note you can change the fund choice at any time by returning a completed *Fund Switch* form or completing a switch online. All switches are free of charge.

Fund objectives

For your information, the fund objectives for both the HSBC fund and the BNP fund are as follows:

HSBC Amanah Global Equity fund

This fund aims to generate capital appreciation over the long term through the implementation of an active management strategy. The investments will consist of a diversified portfolio of global equity securities that comply with Islamic investment principles.

Annual Management Charge is 1.50%

BNP Paribas Islamic Equity Optimiser fund

The fund seeks medium to long term capital gain by mostly investing in 30 equities selected from the component of the Dow Jones Islamic Market Titans 100 Index. These stocks are the ones which have distributed the dividend having the highest yield over the previous year (September).

Annual Management Charge is 1.50%

What if I have a query?

For general queries on this policy our Customer Service Team can be contacted by telephone on +44 (0)1624 681682 or by email csc@rl360.com and will be pleased to assist you further. Don't forget to visit our 'Fund updates' page on a regular basis. This page can be found on our dedicated adviser website www.rl360adviser.com/news/fund.htm where you will find the latest information about fund range changes and corporate actions that could impact your client's policy.

Kind regards,



Natalie Hall
Director of Marketing

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Could you benefit from being able to manage all of your clients' policy portfolio's online, at any time, from anywhere in the world with just a couple of clicks or tablet gestures? If you haven't already, you should register for our Online Service Centre where you can do just that. Using our online service you can quickly, easily and securely alter the balance of your clients investment mix at any time – so no more hand written switch forms and the need to fax within office hours – you can take control whenever you need.

In addition you can keep tabs on policies using our adviser dashboard and policy health checker – preventing potential issues before they arise. You will also be able to view a policy at a glance with our summary screen, print valuations, and see full transaction histories including premium payments, withdrawals, charges and switches.

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