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4 July 2013

Dear Investment adviser

IMPORTANT NOTIFICATION WHICH REQUIRES YOUR ATTENTION. YOU NEED TO TAKE SOME ACTION. PLEASE ENSURE THIS LETTER IS PASSED TO THE ADVISER WHO LOOKS AFTER THE POLICY LISTED BELOW

Closing to subscriptions – Renaissance Sub-Saharan fund

Product - <enter Product>

Policyholder name - <enter Policyholder name>

Policy number - <enter Policy number>

We write to you in your capacity of investment adviser to the above policy. We have been informed by Renaissance Asset Managers (RAM) that they intend to 'hard' close their **Renaissance Sub-Saharan fund**, as the fund has almost reached capacity at a fund size nearing US\$200 million.

What this means in practice is that Renaissance Asset Managers will stop accepting subscriptions into the fund.

As this policy invests in this 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 open to invest in, the Sub-Saharan fund will be formally removed from the <enter Product> fund range with immediate effect. We will no longer accept premiums from new investors for this fund, however existing investors (such as this policy) will be given a period of time to choose an alternative fund to invest in.

We will be replacing the removed fund in the <enter Product> range with the **Renaissance Pan-African fund** which is managed by the same investment manager, Sven Richter, who has been with RAM since January 2011. Prior to joining RAM, Sven spent over 16 years at Templeton Investments managing a number of their Emerging and Frontier market portfolios.

The Renaissance Pan-African fund, with a fund size of over \$70m, invests across the African continent – from 'Cape to Cairo' – on a totally unconstrained basis. This fund is the top-performing African fund since it was launched in 2010*. The fund offers significant exposure to the economies of Nigeria and East Africa.

Launched at the same time as the Sub-Saharan fund (October 2010), the Pan-African fund has experienced a very similar performance pattern.

*Source: Renaissance Asset Managers

Fund objectives

For your information, below are the fund objectives for the closing Sub-Saharan fund and the replacement Pan-African fund.

Renaissance Sub-Saharan fund

The fund will invest in companies listed on a Regulated Market in, domiciled in, or exercising the predominant part of their economic activity in Sub-Saharan Africa.

The annual management charge is 2.00%

Renaissance Pan-African fund

The fund will invest in securities of companies listed on a Regulated Market in, domiciled in, or exercising the predominant part of their economic activity in the African Continent. Investments in securities not listed on a Regulated Market remain possible within the limits provided by applicable laws and regulations.

The annual management charge is 2.00%

What effect does the 'hard' closure have on this policy?

As an existing investor in the Sub-Saharan 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 and/or your client with time to consider which alternative fund you would like to switch into. We will need to know which fund you have chosen before 3 September 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 3 September 2013. Any regular premiums paid into the Sub-Saharan 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 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 hard closure and any recommended course of action.

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

Should we not receive your alternative instructions by 3 September 2013 we will automatically transfer the policy holding and also redirect any regular premiums from the Sub-Saharan fund into the Renaissance Pan-African fund.

However, please note that you can change the policy's fund choice at any time free of charge if you are not happy with this course of action, by returning a completed *Fund Switch* form or completing a switch online.

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. While you are there please also take the time to read through our ever expanding range of fund manager articles, keeping you up-to-date with expert market commentaries, news and views from around the world.

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 so, 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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