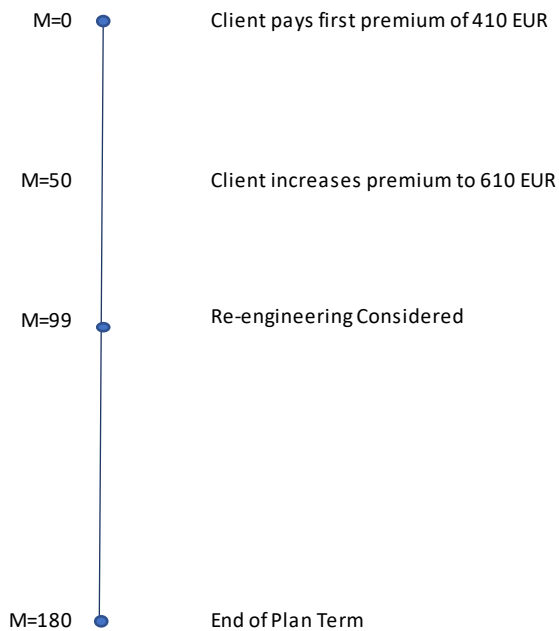


Consultant: Craig Rice
Prepared for Ketevani Aphridonidze



Current plan details

- Utmost Vision - Signed up in April 2013, premium paying
- Current Market Value – € 56,622.84
- Premium – € 610
- 15 Year plan with 6 years and 9 months to maturity
- Surrender Value – € 48,132.65
- Max Partial Surrender Value - € 46,782.65

Client Details

- Risk Profile –Balanced
- The client has invested a total € 49,980 of premiums into the plan and is currently at € 56,622.84 is at a growth rate of 6.15% p.a.. The client is paying regularly into the plan and is expected to end the plan term (**Year 15**) at **€ 139,237**. based on the current growth rate. The total costs paid by the client on the remaining term of the plan amount to be **€ 21,793.01**. If the client were to halt premiums, they would reach end plan value of **€ 75,775**.

Re-engineering Option: Praemium

- Term: 6 years and 9 months
- Admin Charge = 0.3% p.a.
- Dealing Charge = EUR 4 per trade
- Advisor Fee = 1% p.a.
- Initial Fee = 5%
- Balanced Bespoke Model Portfolio Growth Rate of 25.05% p.a.

Scenario 1 : Max Partial Surrender and Reengineer

In Scenario 1, the client’s regular will undergo a max partial surrender and the proceeds will be invested in a different set of funds which are recommended for the platform. This scenario assesses the practicality of reengineering based upon product attributes and investment performance.

Recommendation – Reengineer

If the client does a max partial surrender today, she will receive € 46,782.65 which can be reinvested onto the Praemium platform with a Balanced Portfolio. The client still maintains the Utmost plan that will be aggressively invested into a portfolio (assuming a conservative 9% p.a. growth). This scenario assumes that the client halts premium payments. In this case, the end value that the client receives at the end of 6 years and 9 months will be € 79,506 (from both accounts). This is based on an investment performance of 7% p.a. on the Praemium platform. This is higher than what the client would receive if they were to remain in the Vision Plan.

Scenario 2 : Surrender and Reengineer

In Scenario 2, the client’s regular will be surrendered and the proceeds will be invested in a different set of funds which are recommended for the platform. This scenario assesses the practicality of reengineering based upon product attributes and investment performance.

Recommendation – Do not Reengineer

If the client fully surrenders today, she will receive € 48,132.65. This scenario also assumes that the client halts premium payments. If these funds were to be moved onto the Praemium platform with a platform portfolio (Bespoke Reg model), the client would reach an end plan value of € 67,260. This factors a growth rate of 7% p.a.. This scenario comes out to be lower than the Actual Plan (i.e. the current Vision plan) and Scenario 1.

