

## CanInvest Select Account FIG Technical Guide

### Helping you to understand the numbers

This guide is to help you understand the differences between the performance scenarios shown on the Fund Information Guide (FIG) and the projected figures contained in your Select Account Personal Example.

Your Personal Example reflects your own circumstances and figures across the two documents will be different due to the following factors:

	Select Account Personal Example	Fund Information guide
<b>Investment amount</b>	The actual amount you want to invest	£10,000
<b>Funds</b>	Includes all the funds you have chosen	Specific fund only
<b>Adviser fees</b>	Includes any adviser charge payments which you have asked Canada Life to pay to your professional adviser	Does not include any adviser charge payments
<b>Withdrawals</b>	Includes any chosen withdrawals	Does not include withdrawals
<b>Growth rates</b>	Uses a forward-looking estimate of the return based on underlying assets	Past performance is used to work out what you might get back in the future
<b>Growth rate caps</b>	Rates are capped so that the middle rate is never more than 4.5%	No restriction

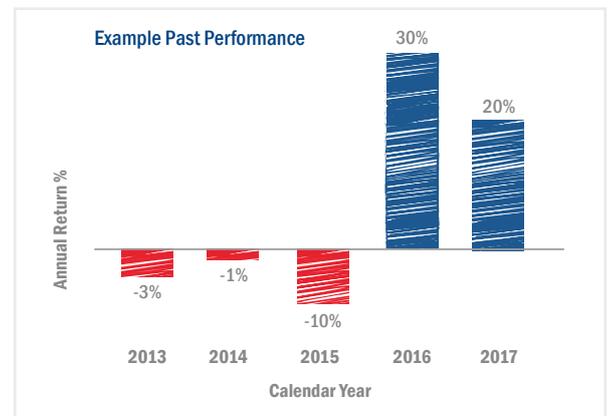
Note: there are also small differences in how costs are projected in the calculations

#### FIG scenario warning

As the FIG scenarios are based on past performance they may lead to unrealistic outcomes. This is particularly the case for more recently launched funds. The FIG requires at least two (and a maximum of five) years of past performance. Each fund sits in a fund sector and if the fund is less than two years old, then performance for the sector will be added to give two years' total performance.

The shorter the period of past performance used, the higher the likelihood that the scenarios could give an overly optimistic or pessimistic view (and much higher or lower figures when compared to the Personal Example).

This example sector has had three years of losses followed by two years of growth. The average annual return over the five year period is 6.6% but 25% over the last two years.



For a recently launched fund, the moderate scenario in the FIG would be based on the 25% average return. For the £10,000 investment, a projected value in 10 years' time of over £92,000 would be calculated.

Age of Fund	FIG Projection Moderate Scenario	Personal Example
1 year	£92,000	£16,000
5 years	£18,000	£16,000

If a similar fund was launched five years ago, the moderate scenario would be based on the 6.6% average return. In this case, the projected value in 10 years' time would be about £18,000. However, the Personal Example would provide the same return for both funds.

This example shows you that the different ages of two funds with similar recent performance can result in very different projected figures within both the FIG and Personal Example.

**We strongly encourage you to speak to your professional adviser who will help you to interpret the information in the FIG, the Select Account Key Information Document and the Select Account Personal Example. If you do not have a professional adviser, details of those in your area can be found on the adviser search website [www.unbiased.co.uk](http://www.unbiased.co.uk).**