

Fund Guide

# Prudential Pension Funds (Pre Series A)

# Introduction to this guide

We know that choosing which fund may be best for you isn't easy – there are many options and everyone's different so there's no "one way" to invest.

So we offer a range of options to help you meet your investment goals.

We've produced this guide to help you and your financial adviser understand more about our funds. If there's information or terminology included that you'd like to discuss, then please contact your financial adviser.

The funds in this guide are available for the following Prudential Pre Series A products:

- Exempt Capital Investment Bond
- ExtraPension
- FlexiPension (excluding Series 1)
- Group IndePension
- IndePension
- Individual Pension Arrangement
- MaxiPension
- OmniPension
- Personal Retirement Investment Plan
- Section 32 Buy Out (Individual)
- Trustee Investment Plan

## Some important notes we'd like you to read:

- We'd like everyone to find it easy to deal with us. Please let us know if you need information about our plans and services in a different format.
- All our literature is available in audio, large print or braille versions. If you'd like one of these please contact us on 0345 640 2000 and we'll send these out to you.
- The types of assets a fund invests in will have a significant effect on its performance. Generally, the higher the potential returns, the higher the risk.
- A fund's name isn't indicative of the risk it may take.
- The information in this guide is correct as at 30 June 2020, unless another date is shown.
- This guide doesn't take account of current market conditions or other short-term fund specific changes. Up to date information on each fund can be found at [pru.co.uk/funds](https://pru.co.uk/funds)
- All views are Prudential's.
- For important decisions it's always good to talk to experts who can help you, that's why we recommend that you discuss fund selection with your financial adviser.

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# Risk and potential reward

## Asset class risk types

### Learn more about asset classes and their risk

You should read this section to find out more about the different types of assets, or types of things funds invest in, and the risks that they have.

We've included this as later in the guide we'll show which asset types and associated risks are applicable to different funds we offer.

Funds can invest in different types of assets. There are many types of risks but generally, the higher the potential returns, the higher the risk.

Some funds can invest in more than one asset type to try to reduce the risk of losing money. So they're not relying on the performance of an individual asset or assets of the same type. We call this diversification.

See pages 14 to 15 for how the following asset class risk types relate to individual funds.

### Equity

Equities are commonly known as 'shares'. When a fund buys an equity, it's investing in a company and, in exchange, receives a share of the ownership of that company. Equities give two potential investment benefits:

- equity prices normally increase if the value of the company increases, although the value of equities can go down and up a lot.
- companies may pay dividends – regular payments made to shareholders based on how well the company is doing.

Over the longer-term, equities can offer greater growth potential than many other asset types.

Funds investing in equities tend to carry a higher risk of capital loss than funds investing in fixed interest securities or money market investments (we'll talk about these later in this section).

The financial results of other companies and general stock market and economic conditions can all affect a company's share price, and as a result the value of any fund investing in that company.

Where a fund invests in equities, we've rated the fund as having a risk type of "Equity".

### Fixed Interest and Index-Linked Securities

Fixed interest securities, or "bonds", are loans issued by companies or by governments in order to raise money. Bonds issued by companies are called Corporate Bonds, those issued by the UK government are often called Gilts or UK Government bonds and those issued by the US government are called Treasury Bonds. In effect all bonds are IOUs that promise to pay you a sum on a specified date and pay a fixed rate of interest along the way.

Index-linked securities are similar but the payments out are normally increased by a prices index. For example, for UK government index-linked securities, payments out go up in line with the UK Retail Prices Index.

On the whole, investing in government or corporate bonds is lower-risk than investing in equities. To date, no UK government has ever failed to pay back money owed to investors. (Source: Debt Management Office, December 2019.)

However, it's possible for a government bond to default. And with corporate bonds there's a risk that the company may not be able to repay its loan or that it may default on its interest payments.

You can reduce the risks related to investing in bonds if you invest through a bond fund. When a fund manager selects a range of bonds, you're less reliant on the performance of any one company or government. If the fund reinvests the bond income it generates, it can provide attractive levels of growth. But there's a risk you might not get back the amount you invest and the income you receive is neither fixed or guaranteed.

Corporate and government bonds are sensitive to interest rate trends. An increase in interest rates is likely to reduce their value, and the value of any fund investing in them.

Where a fund could be exposed to these types of risk, we've rated the fund as having a risk type of "Fixed Interest".

## Commercial Property

Commercial property investment generally means the fund is sharing in the returns from the ownership of some buildings (for example, offices and shopping centres). The value of the property may go up and tenants may pay rent to the owners of the building.

Investment in property can be done either directly (eg owning physical property) or indirectly (eg owning shares in a property company as part of a diversified range of assets).

The return from investing in property is a combination of rental income and changes in the value of the property; which is generally a matter of a valuer's opinion rather than fact. With think property is lower risk than equities, but higher risk than bonds over the long-term.

But, commercial properties can be difficult to buy and sell quickly. Fund managers may have to delay withdrawal of money by customers from a property fund until they can sell some of the buildings the fund invests in. It may take a number of months to sell commercial property.

The actual value of a property is what someone is prepared to pay for it – an actual sale value. As sales are infrequent, interim valuations are based on a valuer's opinion and can change from time to time. This can affect the value of a fund invested in commercial property, with the value possibly fluctuating significantly.

All of this means there are a number of risks for funds investing in property:

- Cash could remain uninvested as property assets can be difficult to buy, leading to lower returns than expected.
- The value of the fund may be reduced if a large number of withdrawals are requested and it's necessary for properties to be sold at reduced prices.
- There may be delays removing your money from the fund if property is proving difficult to sell.

- Property fund valuations may change periodically, upwards or downwards.
- Rental income isn't guaranteed. Defaulted rent and unoccupied properties could reduce returns.
- If the size of the fund falls significantly, the fund may have to hold fewer properties, and this reduced diversification may lead to an increase in risk.
- In some circumstances we may suspend one or more of our Property funds to protect the interests of our investors. If this happens we'll write to investors to let them know.

Where a fund could be exposed to these risks, we've rated the fund as having a risk type of "Property".

## Currency Risk and Overseas Investments

Overseas investments allow you to take advantage of the growth potential of markets outside of the UK. But currency changes can affect the value of overseas investments. Because the value of overseas investments is converted from local currency into pounds (Sterling), the Sterling value can fall if the local currency weakens against Sterling, independent of the performance of the asset itself.

Where a proportion of a fund is invested in non-Sterling assets, we've rated the fund as having a risk type of "Currency".

## Smaller Companies and Emerging Markets

In comparison to larger companies, shares of smaller companies may be harder to trade and short-term performance may be more volatile. There may also be more chance the companies will become insolvent. Funds which invest in small companies can have volatile returns and a greater risk of capital loss.

Some investments are in markets which are less developed than the UK market. In such markets, the ability to trade, and the safe keeping of assets on behalf of the fund, and especially regulation may all be poorer than in well-developed markets. This means increased risk for your investment.

Where a fund could have these types of risk, we've rated it as having a risk type of "Smaller Companies and Emerging Markets".

## Financial Instruments

Fund managers can use several financial arrangements with the aim of improving fund performance. Some of the most common are:

**Derivatives:** These cover products such as futures and options which are generally an arrangement to buy or sell a standard quantity of a specified asset on a fixed future date at a price agreed today. This type of investment may carry a higher risk of capital loss than funds investing in other assets.

Derivatives usually rely on a counterparty – the person or company with which the fund manager has made the agreement about future deals. If the counterparty gets into financial difficulty, it may be difficult to obtain a price for valuations or for the investment manager to dispose of the asset – that creates risk to the value of the fund. There's a risk of capital loss in the event of the counterparty to the derivative becoming insolvent or suffering other financial difficulties. In such circumstances the derivative may have no value.

**Geared Assets:** Funds that are geared or borrow assets or which use short-selling (where a stock is borrowed then sold and bought back before being returned to where they were borrowed from) are likely to be more volatile than other funds and there's a higher risk of capital loss.

Where a fund could be exposed to these types of risk, we've rated it as having a risk type of "Financial Instruments".

## Alternative Investments

These include non-traditional, complex or specialist investments, such as hedge funds, private equity and complex derivative based strategies. Alternative investments can be more difficult to value and can take longer to buy or sell.

Where a fund could be exposed to these types of risk, we've rated it as having a risk type of "Alternative Investments".

## Other

We've rated a number of funds as having a risk type of "Other".

In addition to the risks and characteristics of the individual asset types, specialist investments have other features that are unique to where they invest.

### Specialist funds

Specialist funds invest in particular markets or geographical areas. Because they invest in a smaller range of asset types, they tend to be more risky than non-specialist funds, but can deliver greater returns.

### Ethical funds

Ethical funds are restricted from investment in certain companies and asset types due to the criteria used to select investments for the fund. This may mean that the returns from the fund are more volatile than funds which don't have these restrictions.

### **Small number of holdings**

The fund may have investment concentrated in relatively few individual assets. So, returns from the fund can be significantly influenced by the performance of a small number of individual holdings and may be more volatile than funds with a wider spread of underlying assets.

### **Low risk assets**

Some funds keep a proportion of your money in cash deposits and other money market investments. Over the long-term, money market investments may offer the lowest risk of all asset types but also the lowest potential returns. Some funds hold money market investments because they're aiming for security more than substantial growth. Others hold just enough in cash deposits to make sure money is available for customer withdrawals. Over the long term, money market investments can be a low risk asset type but may also produce low returns compared to other asset types.

A money market investment is at risk if any of the banks, building societies or other financial institutions with whom the fund's money is deposited becomes insolvent or suffers other financial difficulties. If this happens, the money deposited with that institution may not be returned in full. Some money market investments will be affected if interest rates rise, leading to a drop in value of any fund holding them.

### **Protected/guaranteed funds**

Where available, some funds may offer some form of protection from downside risks (ie the potential for falls in value) for which there will be a charge and which will normally have an impact on long-term returns. The protection may be provided through the use of derivative contracts and this may give rise to counterparty risk (see earlier 'Derivatives' explanation) and liquidity problems. Please note, PruFund Protected Funds are currently unavailable to new investments.

The provision of the guarantees may result in a significant proportion of the fund being invested in cash and other lower risk investments.

**Where a fund could be exposed to these types of risk, we've rated it as having a risk type of "Other".**

## **Further information**

If you're looking for more information on these risks then please speak to your financial adviser.

# Risk and potential reward

## Risk and Potential Reward Indicator

### Learn how we rate the risk of the funds

We've included this so you can understand what the different numbers next to each fund, in the next few pages, mean.

Investing is about balancing the risk you're comfortable with alongside the potential rewards that you want to achieve and your capacity for loss. Your attitude to investment risk is personal to you and may change in the future.

The table on the next page can help illustrate this concept. It's not exhaustive, but covers a wide range of funds and investments and shows the general principle that, as the level for potential higher returns goes up so does the level of risk. On pages 14 to 15 you can see how these risk and potential reward indicator numbers relate to our funds.

Some key things to think about:

- The value of your investment can go down as well as up so you might get back less than you put in.
- We've developed these rating categories to help provide an indication of the level of risk and potential reward that's attributable to a fund based on the type of assets which may be held within the fund.
- These risk rating categories shouldn't be considered generic to the fund management industry as other companies might use different descriptions.

- We regularly review these risk rating categories and so they might change in the future.
- We may amend a risk rating as a result of a material change in our view of the level of risk for the fund. For example due to a significant change to the assets held by the fund or in the way the fund is managed. If we do this, we'll provide information on the new risk rating.
- We strongly recommend that before making any fund choice you ensure you understand the appropriate risk ratings. You'll find helpful information in this fund guide, along with further information at [pru.co.uk/funds](https://pru.co.uk/funds)

For details of material fund changes then please visit [pru.co.uk/fundchanges](https://pru.co.uk/fundchanges)

Information is normally shown for one year.

You should also consider discussing your decision with your financial adviser. It's important to also note that your adviser may make their own assessment of the risk rating of funds when considering your needs and objectives, and this may differ from Prudential's own internal assessment.

The information included in this guide is correct as at 30 June 2020, unless another date is shown.



## Risk and Potential Reward Indicator

		Types of Fund*			
6	Higher	Single Country Equity Funds, International Equity Funds		Higher	
5		Flexible Investment Funds, Global Property Funds			
4	Potential Rewards	Mixed Investment 40-85% Shares Funds, Direct Property Funds, Global High Yield Funds		Risks	
3		Mixed Investment 20-60% Shares Funds, Distribution Managed Funds, Sterling High Yield Funds, Global Fixed Interest Funds, With-Profits Funds			
2		Mixed Investment 0-35% Shares Funds, Sterling Fixed Interest Funds, Corporate Bond Funds, Protected/Guaranteed Funds			
1	Lower	Deposit & Treasury Funds, Money Market Funds		Lower	

### \* Types of Fund

These are mostly based on sector classifications by the Association of British Insurers (ABI). The description used may match an individual ABI sector name or be a Prudential suggested description for a grouping of similar sectors. The only exception to this is "With-Profits" which isn't classified by the ABI. Where a fund is classified by the ABI then we'll use the sector it's in as a starting point to think about its appropriate position in the scale above. But please note that each fund is considered individually and membership of an ABI sector doesn't automatically imply a particular risk and potential reward indicator number.

### Further information

If you're looking for more information, including the latest version of this fund guide and details of changes to our funds, then please visit [pru.co.uk/funds](https://pru.co.uk/funds). You'll also find an explanation of each of the ABI sector classifications on [pru.co.uk/abi](https://pru.co.uk/abi)

# Fund information

## Explanations we think you should read

### Learn about what can impact your fund value and about charges and costs

This section can help you understand a bit more about the factors that can impact funds and what we mean by fund charges and further costs.

#### Unit Pricing Basis for Unit-Linked Funds

When we determine the basis to be used for calculating the unit price, it's important to think about how much money is either going into or is being taken out of either Prudential's fund or the underlying investment. The unit price is then used to determine the value of individual policyholders' investments in the fund.

If more money is being paid into the fund than is being taken out, then the fund will need to purchase assets. If this is the case then the amount that's needed to buy assets for the fund (i.e. the purchase price) will be more relevant than the amount obtained for selling the assets (i.e. the sale price) in determining the unit price of the fund.

If more money is being taken out of the fund than is being paid in then the fund will need to sell assets. If this is the case, the sale price of the underlying assets will be more relevant when calculating the unit price.

Sales prices are generally lower than purchase prices. The size of the difference depends on the cost of either purchasing or selling the assets the fund invests in. These costs tend to be largest for funds investing in property, smaller companies and emerging markets so will have the largest impact on the change in price.

If there's a switch from a purchase price to a sales price then the unit price could go down. If there's a switch from a sales price to a purchase price then the unit price could go up. In both cases the movement in price can be frequent, significant and will happen straight away.

You can find details of how we manage our Unit-Linked funds at [pru.co.uk/ppfm/ul](https://pru.co.uk/ppfm/ul)

You'll also find there a shortened customer friendly version, our "Customer Guide", which explains briefly:

- how the Prudential unit-linked funds work.
- our current approach to managing them.
- the standards and practices we use to manage the funds.

Principally, this Customer Guide will explain:

- the nature and extent of the decisions we take to manage the funds, and
- how we treat customers and shareholders fairly.

## The Fund Value

The value of your investment can go down as well as up so you might get back less than you put in.

For investments in the With-Profits fund, the value of the plan depends on how much profit the fund makes and how we decide to distribute it. If you're unsure how the With-Profits Fund works, please speak to a financial adviser.

## How Funds Invest

Some of the Prudential funds listed in this guide may invest in 'underlying' funds or other investment vehicles. Have a look at a fund's objective and that will tell you where it invests – including if that's in an underlying fund or funds.

If the Prudential fund is investing in just one underlying fund then it's what's known as a 'mirror' fund, as the performance of the Prudential fund broadly aims to reflect the performance of the underlying fund it invests in. The performance of our Prudential fund, compared to what it's invested in won't be exactly the same. The differences between the underlying fund and our fund can be due to:

- additional charges,
- cash management (needed to help people to enter and leave our fund when they want),
- tax,
- timing of investments (this is known as a fund's dealing cycle, it varies between managers and can be several days).

## Fund Charges and Further Costs

### Annual Management Charge

We take an Annual Management Charge (AMC) for looking after your investment, from each of the funds you invest in. Any further costs shown are expenses which are borne by the fund. Together they add up to the Yearly Total (%). These are shown on pages 14 to 15. We might change our charges in future.

In general the AMC is taken by the deduction each day of 1/365th of the applicable Annual Management Charge, from the relevant investment-linked fund.

This differs slightly for With-Profits.

The annual charge, further costs and charges to cover the cost of guarantees, are already taken into account when we calculate the bonus rates for our With-Profits Fund. To find out more about charges for this fund, please refer to your Key Features Document and other plan documentation, including your annual statement, or speak to your financial adviser.

## Further costs

In addition to our annual charges, there may be further costs incurred. Where these are applicable, they're paid for by the fund and will impact on the overall performance. Some examples of what these further costs might include are shown below. These aren't listed in order of importance, they won't necessarily apply to all funds, and this isn't an exhaustive list.

Name	What this means	Where applicable, are they included in the further costs figures we show in this fund guide and/or illustration?
Miscellaneous fund administration fees and costs	There can be a number of different administration fees and costs associated with funds. These can include, for example, audit fees, custody fees, infrastructure costs, registrar fees, regulatory fees, stock lending fees, and trustee fees.	Yes.
Performance fees	In some funds the fund managers are paid a fee depending on how they perform.	No, but if they're applicable they will impact on the performance of a fund.
Property expenses	For funds that invest in property, either directly (i.e. the fund owning physical property) or indirectly (i.e. owning units in a property fund or shares in a property company) there are costs incurred for managing these properties. These can include costs for development, maintenance, oversight and renovation of the properties held, collecting rents, and managing tenants, as well as running costs that cannot be passed onto tenants.	No, for unit-linked funds*, unless they're for property investments that are managed by M&G, which are disclosed. Yes, for the With-Profits fund.
Transaction costs	When a fund manager trades the investments in a fund (for example, makes a decision to sell one holding and buy another) there are associated costs, for example taxes.	No, but if they're applicable they will impact on the performance of a fund.

\* Currently these are rebated back by Prudential to the fund, so they won't impact the fund performance, and aren't disclosed. We reserve the right to not rebate them in the future.

Further costs might be incurred by a Prudential fund or, where it's applicable, any fund our fund invests in (see the 'Investment strategy' for information on where a fund might invest).

Your illustration will show the AMC and further costs applicable to your chosen fund(s). To get an up to date illustration, please ask your financial adviser.

Fund charges and further costs may vary in future and they may be higher than they are now. We'll write to you if an AMC goes up for a fund you're invested in. As it's normal for further costs to vary over time we won't contact you when they change. If fund charges and further costs exceed the return earned, the fund will go down in value.

The further costs listed in this guide are indicative, based on the current levels of costs, and are correct as at 30 June 2020, unless another date is shown.

## Further Information

If the taxation treatment of the funds changes, we reserve the right to change the arrangements for the investment of the underlying assets of the fund.

If you have any questions about this product, your fund choice or the fund charges and further costs applicable then we recommend you speak to your financial adviser.

For any fund, there may be a delay in buying, selling or switching of units. These delays will only apply in exceptional circumstances. We wouldn't expect delays to be longer than six months for units that invest in property or land and one month for units that invest in other funds. However, we can't guarantee that we'll never delay longer than these timescales. If these delays apply to you, we'll let you know.

## Compensation

The Prudential Assurance Company Limited (PACL) is covered by the Financial Services Compensation Scheme (FSCS). If we get into financial difficulties, you may be able to make a claim. The FSCS is an independent body set up by Government to provide compensation for people where their authorised financial services provider gets into financial difficulties and becomes unable, or unlikely to be able, to pay claims against it. This circumstance is referred to as being 'in default'.

Losses, which may result from poor investment performance, are not covered by the FSCS.

### Where does FSCS protection apply?

There is full FSCS coverage if PACL is 'in default'.

- Your pension is protected up to 100% of the value of your claim.
- Any funds you choose to hold in your pension will be included in the value of your claim in the event that PACL is declared 'in default'.
- If you hold the Prudential With-Profits fund in your pension, it is protected 100% in the event of the default of PACL.

**All the other funds we offer, apart from those mentioned above, are unit-linked, and invest in other funds managed by non-PACL fund managers. FSCS cover does not apply if the non-PACL fund manager were to be 'in default'.**

- There is no FSCS cover for unit-linked funds investing with non-PACL fund managers if that manager were to be 'in default'.
- See 'How funds invest' for further information on these types of fund (often called 'mirror' funds).

You can find out more information on the FSCS at [pru.co.uk/fscs](http://pru.co.uk/fscs), or you can call us.

Information is also available from the Financial Services Compensation Scheme.

Visit their website: [fscs.org.uk](http://fscs.org.uk)

Or write to: The Financial Services Compensation Scheme, PO Box 300, Mitcheldean GL17 1DY

Or call the FSCS: Telephone: 0800 678 1100

### Where FSCS coverage does not apply, then other factors can come in

As explained in the 'Where does FSCS protection apply?' section, the FSCS doesn't cover every situation. For example unit-linked funds that invest in the funds of non-PACL fund managers (often called 'mirror' funds).

But, where FSCS protection does not apply, there are other factors that could help if the worst happened and a provider was 'in default'. For example, the use of custodians or depositories to provide protection for fund assets, where there is separate legal ownership of assets and legal entities that aren't liable for any losses of a fund manager. In so doing, the intention is that the underlying fund will not be liable for any losses the underlying fund management company incurs.

PACL would aim to recover any money invested in an underlying fund where the fund manager has been declared 'in default', but PACL would not be liable for any loss incurred from the default of the non-PACL fund manager.

## Further information

For more information on the above, please refer to your Policy Conditions.

# Fund information

Funds, ABI sectors, asset class risk types, risk and potential reward indicators and fund charges and further costs

## Learn about the funds available to you

We've included this information to help you quickly see the range of funds we offer and the risks they have.

Funds	ABI Sector	Asset Class Risk Types								Fund Charges and Further Costs			
		Equity	Fixed Interest	Property	Currency	Smaller Companies and Emerging Markets	Financial Instruments	Alternative Investments	Other	Risk and Potential Reward Indicator	Annual Management Charge (%)	Further Costs (%)	Yearly Total (%)
Prudential Cash	Deposit & Treasury		✓						✓	1	0.875	0.00	0.875
Prudential Equity	UK All Companies	✓	✓		✓			✓	✓	6	0.875	0.01	0.885
Prudential European	Europe ex UK Equities	✓	✓		✓			✓	✓	6	0.875	0.03	0.905
Prudential International	Global Equities	✓	✓		✓			✓		6	0.875	0.05	0.925
Prudential Japanese	Japan Equities	✓	✓		✓			✓	✓	6	0.875	0.03	0.905
Prudential M&G Episode Growth*	Mixed Investment 40-85% Shares	✓	✓		✓			✓	✓	4	0.875	0.08	0.955
Prudential M&G Gilt and Fixed Interest Income	UK Gilts		✓		✓			✓	✓	4	0.875	0.02	0.895
Prudential M&G Property Portfolio	UK Direct Property			✓				✓	✓	4	0.875	0.68	1.555

\* Not available to the Personal Retirement Investment Plan.

Funds	ABI Sector	Asset Class Risk Types									Fund Charges and Further Costs		
		Equity	Fixed Interest	Property	Currency	Smaller Companies and Emerging Markets	Financial Instruments	Alternative Investments	Other	Risk and Potential Reward Indicator	Annual Management Charge (%)	Further Costs (%)	Yearly Total (%)
Prudential M&G Smaller Companies	UK Smaller Companies	✓				✓	✓	✓	✓	6	0.875	0.01	0.885
Prudential Managed	Mixed Investment 40-85% Shares	✓	✓	✓	✓		✓		✓	4	0.875	0.08	0.955
Prudential North American	North America Equities	✓	✓		✓		✓		✓	6	0.875	0.01	0.885
Prudential Pacific Markets	Asia Pacific ex Japan Equities	✓			✓	✓				6	0.875	0.13	1.005
Prudential With-Profits <sup>^</sup>	Unclassified	✓	✓	✓	✓	✓	✓	✓	✓	3	†††	Pre Ser A - before Oct 1997: 0.12 Pre Ser A - after Sep 1997: 0.18	N/A

<sup>^</sup> Not available to the Personal Retirement Investment Plan.

††† The annual charge, further costs, and charges to cover the cost of guarantees are already taken into account when we calculate the bonus rates for our With-Profits Fund. To find out more about the charges for this fund please refer to your Key Features Document and other plan documentation, including your annual statement.

## Further information

If you're looking for more information on these funds, for example fact sheets, then visit [pru.co.uk/funds](https://pru.co.uk/funds)

You'll also find an explanation of each of the ABI sector classifications on [pru.co.uk/abi](https://pru.co.uk/abi)

# Fund information

## Investment strategies

### Learn about the investment strategies of our funds

We've included this information so you can understand what each of the funds aim to do and where your money might be invested.

The following funds have been selected and made available to you by Prudential.

The choice of funds covers a range of different assets and types of funds which could be right for you at different times. Some of the funds are managed by Prudential whilst others are managed by external fund managers.

The following funds are all Prudential pension funds. For the externally managed funds the Prudential fund will invest in the fund manager's own fund or collective investment scheme, as explained in the following investment strategies, unless otherwise stated.

### Prudential Cash<sup>1</sup>

Objective: The fund aims to provide a return consistent with investing in unsecured interest bearing deposits and/or reverse repurchase agreements and/or short-term UK Government bonds.

### Prudential Equity

Objective: The investment strategy of the fund is to purchase units in the LF Prudential UK Growth Qualified Investor Scheme Fund – the underlying fund.

Underlying Fund Objective: The fund aims to achieve capital growth over the longer term from a range of mostly UK securities (up to 20% of the property of the Trust may be invested overseas).

### Prudential European

Objective: The investment strategy of the fund is to purchase units in the LF Prudential European Qualified Investor Scheme Fund – the underlying fund.

Underlying Fund Objective: That fund aims to achieve capital growth through investment in a range of European (excluding UK) securities, mainly equities.

### Prudential International

Objective: The investment strategy of the fund is to provide long term capital growth by investing mainly in a spread of equity markets throughout the world, predominantly through collectives managed by M&G, Eastspring and PPMA.

### Prudential Japanese

Objective: The investment strategy of the fund is to purchase units in LF Prudential Japanese Qualified Investor Scheme Fund – the underlying fund.

Underlying Fund Objective: The fund aims to achieve long-term capital growth through investment in a range of Japanese securities.

### Prudential M&G Episode Growth

Objective: The investment strategy of the fund is to purchase units in the M&G Episode Growth Fund – the underlying fund.

Underlying Fund Objective: The fund aims to deliver a higher total return (the combination of capital growth and income), net of the Ongoing Charge Figure, than that of a composite index comprising two thirds global equities and one third global bonds, over any five-year period. The fund is a multi-asset fund that invests across a range of asset classes, including equities, fixed income securities,

<sup>1</sup> This fund has a guarantee that the bid value of units in the Fund will not fall.



convertibles, cash and near cash. Exposure to these assets may be gained either directly or indirectly via collective investment schemes or derivatives. The fund may also invest indirectly via collective investment schemes or derivatives in other asset classes such as property and gold. The currency exposure of the fund will be actively managed, seeking to enhance returns, with a minimum of 25% of the fund exposed to sterling and a minimum of 50% in developed market currencies (including sterling). Derivatives may be used for investment purposes, efficient portfolio management and hedging.

## Prudential M&G Gilt & Fixed Interest Income

Objective: The investment strategy of the fund is to purchase units in the M&G Gilt & Fixed Interest Income Fund – the underlying fund.

Underlying Fund Objective: The fund aims to provide income and capital growth. At least 70% of the fund is invested in short, medium or long-dated gilts according to the fund manager's view at any given moment of the likely course of interest rates and trend of the gilt market. The fund's exposure to gilts may be gained through the use of derivatives. Derivatives may also be used for efficient portfolio management. The fund may also invest in collective investment schemes, other transferable securities, other debt instruments, cash, near cash, other money market securities, warrants and other derivative instruments.

## Prudential M&G Property Portfolio

Objective: The investment strategy of the fund is to purchase units in the M&G Property Portfolio – the underlying fund.

Underlying Fund Objective: The fund aims to carry on Property Investment Business and to manage cash raised from investors for investment in the Property Investment Business. In so doing, the fund aims to maximise long term total return (the combination of income and growth of capital) through investment mainly in commercial property.

## Prudential M&G Smaller Companies

Objective: The investment strategy of the fund is to purchase units in M&G Smaller Companies Fund – the underlying fund.

Underlying Fund Objective: The fund aims to deliver a higher total return (the combination of capital growth and income) than the Numis Smaller Companies Index (excluding Investment Companies), net of the Ongoing Charge Figure, over any five year period. At least 80% of the fund is invested in the UK smaller companies. These are UK listed companies which, at the initial time of purchases, are:

- in the bottom 10% (by market capitalisation) of the FTSE All-Share Index, or
- in the Numis Smaller Companies Index (excluding Investment Companies), or
- listed on the Alternative Investment Market.

The fund may also invest in collective investment schemes and other transferable securities. Cash and near cash may be held for ancillary purposes and derivatives, including warrants, may be used for efficient portfolio management and hedging purposes.

## Prudential Managed

Objective: The investment strategy of the fund is to provide medium to long-term growth (the combination of income and growth of capital) by investing mainly in a broad spread of Prudential's investment-linked funds and collective investment schemes. The fund will typically have exposure to a range of asset types, including UK and overseas equities, fixed interest and commercial property.

## Prudential North American

Objective: The investment strategy of the fund is to purchase units in the LF Prudential North American Qualified Investor Scheme Fund – the underlying fund.

Underlying Fund Objective: The fund aims to achieve long-term capital growth by investing in North American securities.

## Prudential Pacific Markets

Objective: The investment strategy of the fund is to purchase units in the LF Prudential Pacific Markets Trust – the underlying fund.

Underlying Fund Objective: That trust aims to produce capital growth through investment of at least 80% of the property of the Scheme in eastern markets excluding Japan. Investment will primarily be in major markets such as Australia, Hong Kong, Singapore and Thailand, but to a lesser extent this Scheme may invest in emerging markets such as The Philippines, Taiwan and South Korea.

## Prudential With-Profits<sup>2</sup>

Objective: The fund aims to maximise growth over the medium to long term by investing in shares, property, fixed interest and other investments. The fund currently invests in UK and international equities, property, fixed interest securities, index-linked securities and other specialist investments.

There are currently two types of bonuses:

### Regular bonus

This is added during the term of your Plan. When we decide the rates of regular bonus, one of the main things we consider is the return we expect our investments to earn in future. We hold back some of this return with the aim of paying a proportion of the proceeds as final bonuses.

We can change the rate of future regular bonus at any time without prior notice. We don't guarantee that a regular bonus will be added each year, but once added to your Plan it increases the guaranteed minimum payout – this is a minimum amount we guarantee you'll get back if you move out of our Fund at particular times, for example on normal retirement date for pensions, or if you die.

### Final bonus

This is an additional bonus, which we expect to pay when you take money from your Plan. If the investment return has been low over the lifetime of your Plan, a final bonus may not be paid. Final bonus may vary and isn't guaranteed.

If all, or any part of your Plan is invested in the With-Profits Fund, and the pension is transferred, switched to another fund or early retirement is taken, we may apply an adjustment called a Market Value Reduction (MVR). If an MVR applies you may not receive any final bonus, or the full value of the regular bonus and you may even get back less than you had invested. But the amount you get back from your Plan won't be less than the current market value of the assets underlying your Plan. MVRs are designed to protect investors not taking their money out of the Fund.

Full details of our current practice of applying an MVR can be found in the Key Features Document and "MVR – a clear explanation" (document reference PRUS6165).

<sup>2</sup> The Fund aims to protect investors against some of the extreme highs and lows of short-term investment performance using "smoothing" mechanisms.

## Further information

If you're looking for more information on these funds then visit [pru.co.uk/funds](https://pru.co.uk/funds)

# Lifestyle options

Available for all products noted in this fund guide, except the Individual Pension Arrangement, the Personal Retirement Investment Plan, and all Trustee Investment Plans (including the Exempt Capital Investment Bond).

A lifestyle option is an investment option that is basically made up of two phases. The first (or "growth") phase aims to grow members' pension savings by more than inflation – to provide a 'real return'. The second (or "defensive") phase uses funds to prepare those pension savings for retirement. Those funds depend on the sort of benefit the member plans to take. The move from growth to defensive begins as the member gets closer to their Selected Retirement Age (SRA).

Prudential offers four new lifestyle options. Our Lifetime Investment Profiles help savers take advantage of the benefits brought by pension freedoms.

All contributions will be invested in the growth funds that you choose. If you do not make a choice then they will be invested in the default fund chosen by Prudential. Your contributions will be moved from your growth funds during the defensive stage. The following illustrations show the default fund and describe the defensive phase of each lifestyle option.

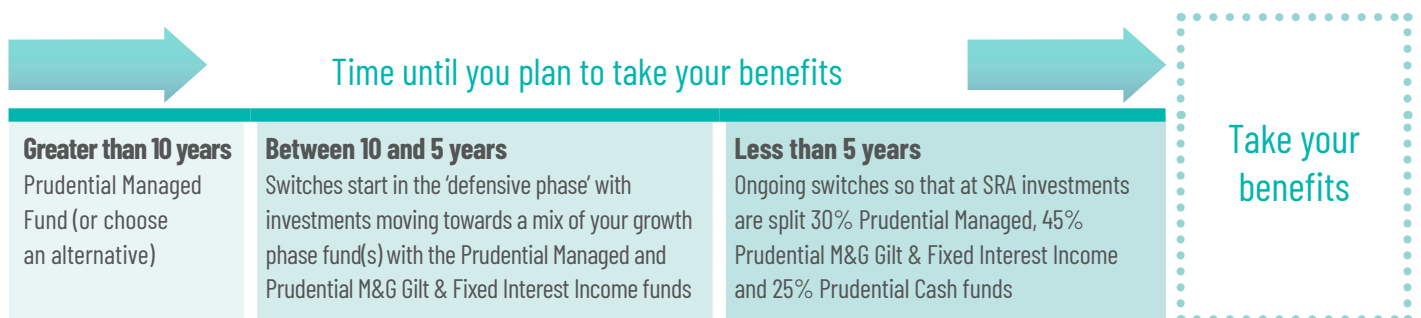
There are four Lifetime Investment Profiles with different aims in line with how you might want to take your benefits.

These are:

- Get a guaranteed income for life (also known as an annuity)
- Take cash in stages or cash in your whole pension all at once
- Take flexible cash or income (also known as drawdown)

And the fourth profile is designed for those who prefer to make up their mind at a later date (if they're not sure what to do just yet), so keeping their retirement options open.

## Lifetime Investment Profile targeting retirement options



## Lifetime Investment Profile targeting an annuity



### Lifetime Investment Profile targeting 100% cash



### Lifetime Investment Profile targeting drawdown



The risk profile of funds can be judged in different ways and may change. Our lifestyle options, from time-to-time, may not match to our Prudential risk ratings, in terms of the movement from higher to lower risk, as our Prudential risk ratings may change.

Prudential reserves the right to change the terms of any type of lifestyle option, subject to certain restrictions in respect of existing investments in the option. When switching an existing investment to follow the appropriate strategy, 100% of the savings invested (excluding savings invested in the With-Profits Fund) will automatically be switched. Completion of an additional form will be required to authorise the switch of savings from the With-Profits Fund to the lifestyle option. Prudential reserves the right to withdraw or change the funds available at any time, subject to certain restrictions. New funds may also be made available.

### Further information

To find out more about the advantages and disadvantages of Lifestyling then please visit [pru.co.uk/lifestyling](http://pru.co.uk/lifestyling)

# Some useful investment terms

## Learn about some investment related terms

This is a high-level guide to some useful investment terms. It's not meant to cover every term you may come across. Please speak to your financial adviser if you need help or want to know more about terms used around investments.

### “Blue Chip” Companies

Companies which are large, and considered to be reputable and financially sound.

### Bonds (and Fixed Interest Securities)

All bonds are really just IOUs that promise to pay an amount of money on a specified date and pay a fixed rate of interest along the way. Companies and governments can issue bonds, when they want to raise money. Bonds issued by companies are called corporate bonds. Bonds issued by the UK government are called gilts and those issued by the US government are called treasury bonds.

### Collective Investment Schemes

A way of pooling investment with others within a single investment fund. Once you've joined the scheme, you can have access to a wider range of investments than if you were investing individually. You'll also share the costs and benefits. Collective Investment Schemes, OEICs, Unit Trusts, Mutual funds, usually either target investments in geographic regions (like emerging market countries) or specific themes (like technology or property).

### Corporate Bonds

Loans to companies where the buyer of the corporate bond lends money in return for regular interest payments and the promise that the initial sum will be repaid on a specified later date.

### Derivatives

These refer to products such as futures and options which are generally an arrangement between different parties to buy or sell a standard quantity of a specified asset on a fixed future date at a price agreed today.

### Equities

Equities are also known as shares or stocks. They are a share of the ownership of a company. Shares have two potential benefits. Firstly, the share price moves as the value of the company changes. Also, regular payments, called dividends, may be made to the owner of the share. These are based on how well the company is doing.

### Financial Times Stock Exchange (FTSE)\*

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## Floating Rate Notes

Short-term loans to financial companies, such as banks. The investor receives interest payments, which may go up or down, and at the end of an agreed period the company has to repay the loan.

## Government Bonds

Loans to the government where the buyer of the government bond lends money to the government. In return, they get regular interest payments and the promise that the initial sum will be repaid on a specified later date.

## Hedging

A way of trying to reduce or limit risk. Hedging involves making a deal in one market in order to try to protect against possible losses in another. Often used by Hedge Funds.

## Index-Linked Securities

Are similar to fixed interest securities but the payments to the investor are normally increased in line with a measure of inflation.

## Investment Grade

An agency (e.g. Standard and Poors) can give a rating to a corporate or government bond. The rating indicates the agency believes that the bond issuer has a relatively low risk of not paying what it owes the buyer of the bond. Bonds with credit ratings of AAA, AA, A or BBB are considered investment grade. Low rated bonds with ratings of BB or below are often called Junk Bonds.

## Money Market Investments

These are cash and investments similar to cash such as bank deposits, certificates of deposits, fixed interest securities or floating rate notes. They usually have a life of less than a year.

## OEIC (Open Ended Investment Company)

An open collective investment scheme. Like all such schemes, an OEIC has no fixed amount of capital. The total value of the OEIC is equally divided into shares which will vary in price and in the number issued. When you invest new money, new shares or units are created to match the share price. When you take money out (redeem your shares), the assets are sold at the share price.

## Preference Shares (also called Preferred Stock or Preferred Shares)

Shares in a company which give their holders a right to a fixed dividend payment. Some carry voting rights.

If you hold preference shares, you may get preferential treatment over common shareholders. You'll get a dividend before them and, in the event of bankruptcy, you'll be paid from company assets before common shareholders (but after debt holders).

## Shares

See Equities.

## Smaller Companies

Companies that you can find on a recognised exchange that have lower value than blue chip companies. In the UK, smaller companies are usually defined as those with market values below the top 350 companies in the FTSE All-Share Index.

## Undertakings for Collective Investment in Transferable Securities (UCITS)

Collective investments, such as OEICs and SICAVs, which can be sold across national borders within the EU.

## Units/Unit Linked

Unit linked funds are divided into units and the investors hold a number of units representing the money they have invested. The price of units changes daily to reflect the value of the assets held in the fund and so the investor's fund value at any point depends on the price of the units.

## Further information

If you're looking for more information then please speak to your financial adviser.

[pru.co.uk](https://pru.co.uk)

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