



New Heights



FRIENDS PROVIDENT
INTERNATIONAL



USD202 billion under management*

2.5 million customers

more than 170 funds

ONE company

Friends Provident

** As at 31 December 2006*

Welcome to Friends Provident International

It gives me great pleasure to welcome you to Friends Provident International.

The aim of this brochure is to give you some information about our company, our wide range of modern and flexible financial solutions and the high-quality service that we offer.

Our parent company Friends Provident has been trading since 1832. The vast experience of our parent has given us a solid base on which to develop our international business.

Friends Provident International today is a major provider of sophisticated financial solutions to a global audience.

Providing a superior level of customer service is key to everything we do and we are determined to provide a service to which others in our industry aspire.

The Friends Provident Group is committed to developing its international business. We are continually looking to provide bespoke propositions for markets in new territories.

On behalf of Friends Provident International, I look forward to working with you and to helping you achieve your financial goals.



Paul Tunncliffe

Director, International Operations





“We are determined to provide a service to which others in our industry aspire.”

Friends Provident International

– a major player

Friends Provident International is part of the Friends Provident Group, one of the UK's major financial services institutions and listed on the FTSE100 Index of leading UK companies. The Group employs almost 5,000 people and takes care of the financial needs of more than 2.5 million customers worldwide.

In 2006 the Friends Provident Group featured, for the first time, in the *Fortune Global 500*, a listing of the world's largest companies.

In terms of gross revenues, Friends Provident is ranked ahead of several household names including Nike, Apple and Kodak.

The Friends Provident Group has USD202 billion – GBP107 billion, EUR159 billion – in funds under management*.

Standard & Poor's[†] has awarded Friends Provident a rating of A+. This signifies a company with '...very strong financial characteristics'.

Moody's[†] rates Friends Provident as A1. This rating is given to companies offering '...a stable outlook'.

At Friends Provident International we have been providing investment, savings and protection solutions to expatriates, local nationals and the internationally mobile for more than 28 years.

Today we have sales and marketing operations in Dubai, Hong Kong and Singapore. We also have offices in the Isle of Man and the UK and employ almost 400 staff around the world.

* As at 31 December 2006.

† Standard and Poor's and Moody's are independent ratings agencies, who assess the financial strength of companies.

A fast growing International business

Friends Provident's international operations contributed more than 40% of the Group's total new business in 2006. This figure is likely to increase over the coming years as we develop our business in new territories.

At Friends Provident International, we are committed to providing our customers with the best possible financial solutions, combined with high-quality customer service.

To achieve this, we recruit and develop high-quality people, who speak a wide range of languages including English, French, German, Spanish, Swedish, Icelandic, Urdu, Swahili, Mandarin, Sinhala and Cantonese.

We offer bespoke solutions for the international marketplace and cater for a range of different needs such as retirement planning, education funding, family and business protection and wealth management.

Our technical team provides expertise and insight into local conditions, helping our clients and their advisers to structure their investments to maximum effect.

Whether you are a financial adviser, a partner company or a customer of Friends Provident International, your requirements are always at the forefront of our thinking.

A good example of this is the Friends Provident International Extranet, which has been developed to provide an online servicing capability for financial advisers, giving them access to information they need, such as current and historic valuations and premium history.

In addition, our website is constantly updated to ensure the latest information on our propositions is readily available.

“Our vision is to build a dynamic, multi-national and multi-cultural business by turning opportunities and ideas into reality.”



“With a history of such excellence you can recommend us to your clients with confidence.”



Key markets and jurisdictions

The markets in which Friends Provident International operates are fast-growing, well regulated and include both expatriates and local customers.

Our business is written from jurisdictions that are best suited to meeting clients' needs in different parts of the world.

Both Moody's and Standard & Poor's rate the Isle of Man as a 'triple A' jurisdiction. The island combines world-class standards of regulation, transparency and telecoms infrastructure with extremely beneficial rates of direct taxation. Our Isle of Man operation was established more than 28 years ago. The Isle of Man has an enviable reputation for stability and protection. By taking advantage of the island's 'offshore' status, we are able to offer tax-efficient investment solutions.

Our main markets comprise Asia, the Middle East, Europe, Africa, the UK and Latin America.

We are currently strengthening our range of UK-based solutions, predominantly focused on markets in Europe.

Key European markets include Germany, Sweden and Iceland where we have developed bespoke solutions to cater for the savings and protection needs of local people.

We are working in partnership with several prestigious organisations to deliver tailor-made financial solutions for their customers, and are constantly seeking new opportunities to grow our business.

Our partners' local knowledge has proved invaluable when designing new products and systems and has enabled us to deliver dynamic, tax-efficient and cost-effective solutions for the international marketplace.

For example, in 2006 we launched three innovative personal pension products, for the growing German pensions market.

Our expertise is well suited to designing solutions for clients of financial institutions, such as banks and other insurance companies, where we have developed a number of relationships.

Global insight

At Friends Provident International we offer you unique expertise in life and pension solutions in order to help you grow your business.

Propositions for the UK and Europe...

UK

'The UK Sales team is committed to helping Friends Provident International remain the offshore provider of choice in the highly competitive, service-orientated UK wealth management market.

Our primary objective is to help our clients achieve their financial objectives by developing and enhancing customer-focused solutions using our state-of-the-art, competitive product range - coupled with Inheritance Tax initiatives and a broad range of trusts.

My vision for the UK market is for my team to deliver a level of service by which other providers are judged. We offer a high level of technical expertise for the high net worth market in the UK who require an offshore solution'.



David Thompson

Regional Sales Director, UK

Europe

'Friends Provident International has made significant progress within Europe over recent years. Our growing reputation has developed from our commitment to provide competitive, fully tailored investment, pension and protection solutions for customers in our chosen markets.

We have successful local propositions throughout the European Economic Area. We will continue to seek new opportunities within the region and to build on the solid foundations established with a wide range of distributors'.



Ian Sturgeon

Regional Sales Director, Europe

A truly International perspective

...Asia...

Hong Kong

'The Hong Kong Office, today employing 33 permanent staff, is the sales and servicing hub for Friends Provident International's operations in the region and supports a wide range of sophisticated insurance and wealth management solutions.

This local presence gives Friends Provident International the opportunity to work to maximum effect with the market. Being closer to our customers and distribution partners gives us an invaluable insight into their requirements, and enables us to develop bespoke financial solutions to meet their needs.'



David Knights

Regional Sales Director, Asia



Constantly evolving

...and the most recent additions

Dubai

'Our vision is to build a dynamic, multi-national and multi-cultural business by turning opportunities and ideas into reality. We are looking to broaden our proposition within the Middle East to offer financial solutions for expatriates of all nationalities.'

The history and pedigree of the Friends Provident Group are highly regarded within the region. Having an established local operation allows us to better understand the various markets and to offer support to our partners within the local time zones and working week.'



Matthew Waterfield

Regional Sales Director, Middle East

Singapore

'As part of its ongoing expansion plans in the Asia region, Friends Provident International has established an office in Singapore, a respected and well-regulated centre for private banking and wealth management in South East Asia. This is a dynamic territory with rapid growth being experienced in many local economies.'

Our target market will be mass-affluent and high net worth individuals. Having a base in the region allows us to react quickly and to support our business partners in turning opportunities into new business.'



Chris Gill

Regional Sales Director, Singapore

Award-winning service, technology and products

Service is at the heart of everything we do. We are committed to providing a service unrivalled in our industry.

In recognition of our commitment to develop and deliver state-of-the-art financial solutions, we have received several prestigious industry awards. Some of the recent awards are shown below:

Awards 2006



5 Star Service Award – Life and Pensions

5 Star Service Award – Investment

E-Commerce Provider of the Year – Life and Pensions

E-Commerce Company of the Year

Financial Adviser Practiv Service Awards 2006



**Triple E for Life Protection and Critical Illness
Double E for Income Protection**

Financial Technology Research Centre
E-Excellence ratings 2006



Triple E for Group Personal Pensions and Triple E for Group Stakeholder

Financial Technology Research Centre
E-Excellence ratings 2006



Life Insurer of the Year 2006

The British Insurance Awards



Customer Care Award 2006

The British Insurance Awards

Worldwide investment solutions

Friends Provident International offers a range of investment options. In addition to providing access to virtually any collective investment fund - or even real assets such as stocks and shares - under our portfolio bonds, our plans offer access to a more focused range of more than 170 funds, from world-class asset management companies such as:



EAST CAPITAL



Morgan Stanley



The range of funds offered by these prestigious companies – and many others – has been carefully selected by Friends Provident International for their potential to achieve the best possible return on investment.

We offer funds suitable for any investment philosophy, from the very cautious to the more adventurous investor.

Full details of the funds available are on our website www.fpinternational.com

Helping you achieve your business goals

Friends Provident International's history of providing sophisticated financial solutions, combined with an extensive range of funds, innovative use of the latest technology and outstanding customer service means that you can recommend us to your clients with confidence.

To find out more about what Friends Provident International can offer you, please visit our website at www.fpinternational.com, or contact us at one of the following offices:



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Cautionary Notes

The information contained in this brochure is based on Friends Provident International's current understanding of law and tax practices in the UK, Guernsey and Isle of Man. No liability can be accepted for any personal tax consequences or for future tax or legislative changes. This information is correct at the time of printing.

Friends Provident International does not provide legal, taxation or investment advice to investors. In all circumstances we strongly recommend investors seek advice from a financial adviser, who will ensure that the advice provided is directly relevant to your personal circumstances, within your country of residence.

The rules and regulations made by the UK Financial Services Authority under the Financial Services and Markets Act 2000 for the protection of investors, will not normally apply to persons resident outside the United Kingdom.

For policies issued by Friends Provident Life and Pensions Limited, if the policyholder is resident in the UK, Channel Islands or Isle of Man at policy commencement, they will be afforded the protection of The UK Financial Services Compensation Scheme (FSCS).

For policies issued by Friends Provident Life Assurance Limited, if the policyholder is resident in the UK, Channel Islands, Isle of Man or an EEA member state at policy commencement, they will be afforded the protection of The UK Financial Services Compensation Scheme (FSCS). Policyholders resident in other countries at the date of policy commencement will not have any protection under the FSCS.

Holders of policies issued through our Isle of Man operation will receive the protection of the Life Assurance (Compensation of Policyholders) Regulations 1991 of the Isle of Man.

For more information visit our website
www.fpinternational.com

Friends Provident International is the trading name of Friends Provident Life and Pensions Limited and Friends Provident Life Assurance Limited for business conducted outside the United Kingdom.

Registered & Head Office: Pixham End, Dorking, Surrey RH4 1QA England
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Friends Provident Life and Pensions Limited. Registered number 4096141
Friends Provident Life Assurance Limited. Registered number 782698

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Friends Provident International is the trading name of Friends Provident International Limited. Authorised by the Isle of Man Insurance and Pensions Authority and regulated by the Financial Services Authority for the conduct of investment business in the UK. Provider of life assurance and investment products.

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