



HANSARD INTERNATIONAL LIMITED

Universal Retirement Programme

E N G L I S H



Hansard International Limited is authorised under the Isle of Man Insurance Act 1986 and its activities are regulated by the Isle of Man Government Insurance and Pensions Authority.

Hansard International Limited's registered office is Harbour Court, Lord Street, Box 192, Douglas, Isle of Man, IM99 1QL, British Isles.

No liability can be accepted for any country's tax or other statute that may affect the contract described in this brochure. Please ensure that you understand the taxation rules, currency controls and insurance regulation prevailing in your country of residence and the country in which you plan to receive benefits in the future. In particular, please satisfy yourself that under such legislation in your current country of residence, you are allowed to effect this offshore, regular and/or single contribution, unit-linked life assurance policy. Such legislation may affect the amount or form of benefits received. Please note, legislation may change between the start of the contract and its maturity or surrender. The effect of such amendments cannot be foreseen.

This brochure contains detailed information about the Universal Retirement Programme and you may safely rely on this information. Hansard International Limited cannot, however, accept any responsibility for or be bound by any contradictory or supplementary information about the Universal Retirement Programme provided to you by any third party.



Hansard International Limited

Hansard International Limited, based in the Isle of Man, is an established international life assurance company. The majority of Hansard International Limited's contract holders are expatriates, although local professionals around the world are increasingly recognising the opportunities available to them through life assurance products offered by Hansard International Limited.

Hansard International Limited and Tax

Hansard International Limited's aim is to provide products which are tax-efficient and flexible enough to cope with changes in circumstances. Hansard International Limited is zero-rated for tax in the Isle of Man. This results in your contributions growing virtually free of corporation, income and capital gains tax. In addition, no Isle of Man tax is deducted when a Hansard International Limited contract is surrendered or when withdrawals are made from a contract.

The Isle of Man - A Secure Location

The Isle of Man is one of the world's leading international financial centres and has the only statutory compensation scheme of any offshore centre, incorporated in the Life Assurance (Compensation of Policyholders) Regulations 1991. These regulations provide for contract holders to receive up to 90% of the amounts due under their contracts in the unlikely event that an Isle of Man life assurance company were to become unable to meet its liabilities.

A Confidential Environment

Aside from the security provided by the regulatory framework, dealings in the Isle of Man are conducted in an environment that respects the right of individuals to carry on their business affairs in private. Unless otherwise required by law, Hansard International Limited will not release any details of your affairs to third parties.





Universal Retirement Programme

A Planned Retirement Programme for the International Investor

Hansard International Limited has designed the Universal Retirement Programme to satisfy your need for long-term financial planning and to enable you to provide for your pension needs in a tax-efficient and convenient manner all within a life assurance contract.

The performance of your Universal Retirement Programme is determined by the performance of the fund links chosen by you.

Key Features of the Universal Retirement Programme

- ❑ Programmes can be tailored to suit personal requirements.
- ❑ Contributions accumulate virtually free of tax*.
- ❑ Contributions may be made and your Programme denominated in any one of a number of major currencies.
- ❑ 100% of contributions allocated to units – 105% after ten years' level, regular contributions.
- ❑ 101% allocation for single contributions over £50,000.
- ❑ Bonus units are allocated to regular contribution contracts.
- ❑ At the selected retirement age you may choose to take the maturity proceeds as a tax-free lump sum.
- ❑ Enjoy the security of a major international financial institution.
- ❑ Access to over 120 professionally managed fund links.
- ❑ The fund link choice may be reviewed and altered at any time.
- ❑ Award-winning fund links available.
- ❑ Additional life cover available.
- ❑ Waiver of contribution protection available.

* does not apply to the Isle of Man residents



How your Universal Retirement Programme Works

At the commencement of your Universal Retirement Programme you select your retirement date. This can be as little as ten years from outset or to a maximum of your 65th birthday; you decide.

Whilst your Universal Retirement Programme is designed for long-term provision of retirement benefits, it does offer flexibility in the event of changes in your circumstances. After making regular contributions for at least two years, you may alter your regular contribution and, should your circumstances require it, you may even cease contributions for a short time (up to 12 months), provided there are accumulator units to the value of £500 allocated to your contract. Any increase in contributions is normally directed to a new contract.

To increase the future value of your retirement plan you may make additional lump sum contributions to your Universal Retirement Programme at any time. Each such contribution will be applied to set up a separate contract with no additional service charge, provided the regular contribution contract remains in force.

Once invested, your contributions will accumulate in a virtually tax-free environment and, when you retire, you may take a lump sum payment without deduction of Isle of Man tax.



Currencies and the Universal Retirement Programme

Universal Retirement Programmes may be denominated and contributions made in any one of a number of currencies, including US dollars, Pound sterling, Swiss francs, Japanese yen and euro.

Fund links for the Universal Retirement Programme are available in a number of major currencies and can be selected from the full range of Hansard International Limited's fund links.

Where the contract currency differs from that of the contributions or the fund links chosen, Hansard International Limited will arrange the currency conversion at the company exchange rates then prevailing. Details of these rates are available on request. You should note that losses or gains can arise as a result of exchange rate fluctuations.



Universal Retirement Programme

Your Choice of Fund Links



The Hansard International Limited fund link range consists of over 120 fund links, chosen to cover the majority of the world's investment markets. The range includes single country, regional and industry fund links, Deposit fund links and Fixed Interest fund links.

Hansard International Limited has also built an enviable reputation for innovation in the design of fund links. Available exclusively to Hansard contract holders, our range of Protected fund links offer actively managed exposure to global stock markets. A continuous profit lock-in feature ensures that the unit price of any investment will always be at least 80% of the highest value reached by the fund link at any point over its life, regardless of market performance.

Universal Retirement Programme contributions can be split among the fund links available. Furthermore, the investment strategy can be changed at any time either by switching existing holdings from one set of fund links to another, or by directing future contributions to a new choice of fund link(s).

The performance of the Universal Retirement Programme is determined by the performance of the investments underlying the fund links chosen by you. This performance is measured by the unit price; unit prices can fall as well as rise.

Further information regarding all the fund links available can be obtained from your independent financial advisor. A careful review of the fund links available should always be carried out before a choice of fund links is made.

Tax and the Universal Retirement Programme

Hansard International Limited is zero-rated for Isle of Man tax. Your contributions grow free of Isle of Man income tax, and proceeds are paid without deduction of tax by the Isle of Man Government.

Some of the available fund links invest in countries that levy withholding tax on investment income. These taxes are deducted at source and cannot be reclaimed.

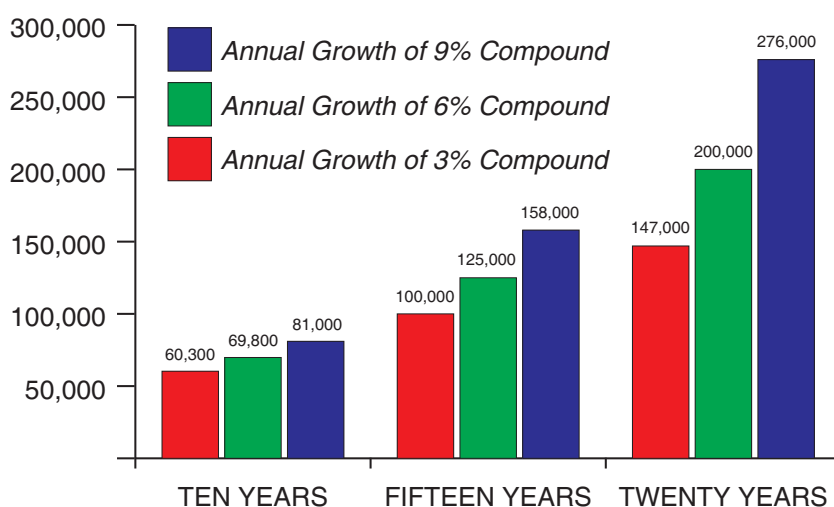
You should seek professional advice regarding tax matters, especially your personal tax position vis-à-vis the Universal Retirement Programme.



Monitoring the Performance of your Investment

Keeping track of your Universal Retirement Programme is simple. Reports will be sent on an annual basis, but the easiest way to keep in touch with its progress is via a secure Internet facility that enables you to view key information on it virtually 24 hours a day, 7 days a week.

Illustrative Returns from the Universal Retirement Programme



The bar chart above shows the possible maturity benefits from an investment of £500 per month in a regular contribution Universal Retirement Programme with alternative terms of 10, 15 and 20 years. The compound accumulator unit price growth rates used of 3%, 6% and 9% are net of fund link-related charges.

You are advised to obtain from your independent financial advisor a personal illustration which relates to your own circumstances. Such illustrations include important explanatory notes concerning the basis used. Please note that the price of units can fall as well as rise. The figures shown are correct at the date of publication of this brochure.



Description

The Universal Retirement Programme, available from Hansard International Limited, is a regular contribution unit-linked contract designed for retirement benefit planning. Once contributions have been made for two years, future contributions may be increased or reduced. Any increase in contribution will normally be directed to a new contract. A single contribution version of the Universal Retirement Programme is also available.

Eligibility

Applicants must be at least 18 years of age. The Universal Retirement Programme can be written on a single-life or joint-lives first-death or second-death basis. Applications cannot be accepted from residents of the United States of America and most European Union member states.

Minimum Contributions

Regular contributions may be made at any level from £150 per month or £1,200 per year. Regular contributions may also be made quarterly or half-yearly if required. The minimum single contribution is £10,000, or £1,000 if a regular or single contribution Universal Retirement Programme contract has already been established. You may make contributions in most freely convertible currencies, with the minimum contribution level being set at the date the contract is put into force by converting the Pound sterling limit to the chosen contract currency. Once agreed, the term cannot be reduced.

Currencies

The Universal Retirement Programme contract can be denominated in any one of a number of major currencies. You may change the currency denomination of the contract at any time, at the exchange rate, then prevailing.

Retirement Date

The retirement date, when the contract matures, must be agreed at outset for regular contribution contracts. Normally there should be at least ten years between the start of the contract and retirement; however, shorter periods are available. The term for Universal Retirement Programmes cannot extend beyond your 65th birthday. Terms should be a complete number of years.

The single contribution Universal Retirement Programme is a whole-of-life contract and there is thus no minimum term.

Standard Sum Assured

On death before the agreed retirement age, the standard sum assured due on regular contribution contracts is 101% of the value of the initial, accumulator and bonus units. The value is calculated using the appropriate unit bid prices.

For single contribution contracts, the sum assured is 101% of the value of the units. Where the life assured (or the first life assured to die for a joint-lives first-death contract, second life assured to die for a joint-lives second-death contract) was aged 75 or over at the start of the contract, the sum assured is restricted to 101% of the surrender value.

Guaranteed Minimum Sum Assured Option

This optional facility enables you, subject to satisfactory underwriting, to fix the minimum sum assured on a Universal Retirement Programme regular contribution contract in the event of a valid death claim before the end of the term.

A range of guaranteed minimum sum assured options is available. The sum assured can be expressed as a multiple of the scheduled contributions to the contract, as a multiple of the projected maturity value of the contract or it can be a specific monetary amount. The level of cover can be altered at any time. Any increase will be subject to satisfactory underwriting at the time



of alteration. The cost of any life cover is met by a monthly charge based on the difference between the agreed minimum sum assured and the contract value. The benefit payable on death is the greater of the standard sum assured and the guaranteed minimum sum assured.

Through discussion with your independent financial advisor, you can select the amount of guaranteed minimum sum assured most suited to your particular needs.

If this option is not selected, the standard sum assured will apply.

Optional Waiver of Contribution Benefit

This optional benefit is only available on regular contribution contracts where you are also a life assured.

In the case of a joint-life contract the benefit can only apply to one life assured, and selection of the relevant life assured must be made at outset.

The benefit ensures that in the event of the relevant life assured's inability to work due to illness or accident, regular contributions continue to be made. The benefit begins once the relevant life assured has been unable to work for 180 continuous days following the incidence of the qualifying disability and continues until the earliest of regaining the ability to work, the relevant life assured attaining the age 60 or the contract ceasing due to either maturity or a death claim.

Unit Allocation

Units are allocated to regular contribution contracts at the appropriate unit offer price for 100% of all the contributions received. Once contributions have been made at a constant level for a continuous ten-year period units are allocated for 105% of future contributions made at this level. For an initial period, initial units are allocated. Initial units can be redeemed only at the agreed retirement date or prior death. Prior to this date, initial units have no value on surrender. The initial period, in months, is calculated as $(0.6n + 9)$ rounded up, where 'n' is the Universal Retirement

Programme term in years. The minimum initial period is 15 months and the maximum is 24 months. Accumulator units are allocated thereafter.

For single contribution Universal Retirement Programmes accumulator units are allocated at the appropriate offer price for 100% of all the contributions received. The allocation rate rises to 101% for single contributions of £50,000 and above.

Bonus Units

Bonus accumulator units are earned at the rate of 0.75% per year for all accumulator units allocated to regular contribution contracts and previously allocated bonus units, provided that regular contributions are maintained. Bonus units are allocated at each contract anniversary and are redeemable only at the agreed retirement date or prior death. Otherwise, bonus units have no value on surrender.

Fund Links

These are chosen by you from the full range available.

Clustering

Increased flexibility can be achieved by issuing a Universal Retirement Programme in a cluster. With a clustered contract, the contributions received are split equally among a number of identical, legally free-standing contracts. The Universal Retirement Programme can consist of up to ten such 'mini-contracts' provided that a contribution of £20 per month (£200 per year) is made to each mini-contract.

For single contribution Universal Retirement Programmes, at least £200 must be directed to each mini-contract.

This facility must be chosen at the start of the contract, if required.

Switching

A switch transaction is the exchanging of units in one or more fund links for units in one or more other fund links.



Fund link switching is possible at any time on a bid-to-bid basis. For regular contribution contracts, the first five switch transactions in any contract year are free; subsequent switches attract a charge per fund link switch, subject to a minimum charge per switch transaction. For the purposes of this charge, the number of switches in a transaction is taken to be the higher of the number of fund links switched out of or into. Future regular contributions can be redirected to a different choice of fund link(s) at any time without charge.

For single contribution contracts, all switches are currently free of charge. Hansard International Limited reserves the right to apply a charge in certain circumstances.

Maturity Value

At the end of the selected term the proceeds of a regular contribution Universal Retirement Programme will be the value of the initial and accumulator units plus the value of any bonus accumulator units allocated, calculated at the applicable unit prices.

Surrender and Withdrawal Values

Regular Contribution

Universal Retirement Programme

The full value of accumulator units is paid on early withdrawal or full surrender of, a regular contribution Universal Retirement Programme contract but only after payment of the first two years' contributions. Following a withdrawal, the contract must have an accumulator unit value of not less than £2,500.

The value is calculated using the appropriate unit bid prices. Initial and bonus units are redeemable only on maturity or prior death. Where you elect to surrender the contract before the maturity date, initial and bonus units will, therefore, have no value. The minimum partial withdrawal at any time is £100.

Surrender and Withdrawal Values

Single Contribution

Universal Retirement Programme.

Withdrawals can be made at any time, for the value of units sold, less the balance of the year's management charge (on the amount realised).

The value is calculated using the appropriate unit bid prices determined at the next subscription day following the receipt of a valid surrender or withdrawal request. Units relating to single contributions which have been invested for less than 3 complete years are subject to an additional charge on surrender or withdrawal. This charge is 3% of the value of units sold where the related contribution has been invested for up to one year, reducing by 1% for each complete year of investment.

The minimum withdrawal at any time is £500. On full surrender the balance of the year's service charge and annual management charge will be applied.

Paid-Up Value

The regular contribution Universal Retirement Programme may be made paid-up (i.e. contributions to date remain invested but no further contributions are made) at any time after two years, provided that the contract has an accumulator unit value of not less than £2,500. In this event the sum assured reverts to the standard level and the service charge increases slightly. A paid-up contract may allow contributions and death benefits to resume at former levels, at any time prior to maturity, subject to satisfactory underwriting and Hansard International Limited's agreement.

Charges

All of the available fund links have a bid-to-offer spread of approximately 7.5%. There is an annual management charge deducted continuously through the year, currently 1% per year for accumulator units and 8% per year for initial units. Fund managers apply their own charges in addition, which may vary at any time. These management charges are taken into account in the unit price.



The allocation of bonus units effectively reduces the 1% annual management charge for accumulator units to 0.25% for regular contribution contracts. There is a charge for the Guaranteed Minimum Sum Assured Option and the Waiver of Contribution Benefit, if selected, applied by unit deduction.

An annual service charge is deducted monthly. When you hold both a single contribution and a regular contribution Universal Retirement Programme, the service charge is charged only on the regular contribution Universal Retirement Programme.

In the early years of the contract, charges are carried forward, without interest, until there are sufficient accumulator units to meet them.

Monetary charges are expressed in Pound sterling and may be increased each year, normally in July, to reflect inflation, in accordance with the contract Terms and Conditions. For the charges applicable to this contract, please refer to the relevant Product Profile which your independent financial advisor should give to you.

Short-Term Programmes

The regular contribution Universal Retirement Programme is also available for terms of between five and nine years. The minimum contribution remains £150 per month (£1,200 per year) and the initial period

(see Unit Allocation on page 9) is as described in the table below:

Term (Years)	Initial Period (Months)
5	7
6	7
7	8
8	8
9	9

Lower Contribution Variant

Regular contributions from £100 per month (£600 per year) upwards will be accepted where the term of the Universal Retirement Programme is at least ten years.

Variation in Contract Conditions

The conditions under which single contributions are accepted under the single contribution Universal Retirement Programme may vary at any time.

Who Will Advise Me Before I Invest?





Before investing, you should secure the services of an independent financial advisor who will discuss whether this product is suitable for your needs. Your independent financial advisor may also be able to provide advice on a contribution level and fund link selection appropriate for your circumstances.

Hansard International Limited's life assurance products are available only through independent financial advisors and on the basis that the independent financial advisor is, in all cases, acting as your agent and has no authority to make any statement binding on Hansard International Limited.

Written illustrations of benefits are available which demonstrate the possible returns from this contract on specified assumptions. Your independent financial advisor will be able to provide such an illustration.

How Do I Establish A Universal Retirement Programme?

Having decided that the Universal Retirement Programme is a suitable and appropriate contract for your requirements, you should:

-  Decide the amount you wish to contribute.
-  Decide the period over which you wish to invest, remembering that, if you cease making contributions earlier than agreed, your benefits may be significantly reduced.
-  Choose your fund links (initially a maximum of 20 applies but subsequently there is no limit), and decide how your contributions are to be split among the fund links chosen.
-  Choose the currency in which your contract should be denominated.

Then, complete the application form and send it to your independent financial advisor, or to Hansard International Limited, together with your preferred method of contribution, made payable direct to "Hansard International Limited". If additional life cover and/or the Waiver of Contribution option is chosen, an Underwriting Application Form should also be completed.

Hansard International Limited is required by law to ensure that it does not receive contributions connected with any illegal activity. Certain enquiries may therefore be necessary to ascertain the source of the contribution and the identity of applicants.



Can I Exchange My Current Investments?

If you hold shares or other assets that can readily be sold on an exchange, Hansard International Limited can usually arrange to sell them on your behalf.

If you are considering surrendering existing life insurance or pension policies to effect this contract, you should discuss the implications – and in particular, any financial penalties – with your independent financial advisor before arranging the surrender.





Universal Retirement Programme – Important Notes

This brochure does not constitute an offer.

This Contract is valued on the basis of the performance of the fund links that are chosen by you. Fund link performance is measured by the progress of the unit price, movements of which may give rise to losses, especially in the short term. It should also be noted that the effect of fluctuations in currency exchange rates may be positive or negative. Furthermore, it cannot be guaranteed that all fund link sales or purchases can be effected immediately on receipt of instructions.

Hansard International Limited is not liable for:

- (i) any tax or other statute enacted in any jurisdiction that may affect the contract; as the contract holder you must ensure that you understand the taxation rules, currency controls and insurance legislation prevailing in the country in which you are resident and the country in which you plan to receive benefits in the future. It is particularly important that you ensure that your country of residence is one that permits this type of contract; statutes may be amended at any time between the inception of the contract and its termination; the effects of such amendments cannot be foreseen;
- (ii) any supplementary information concerning this product provided by any third party;
- (iii) the suitability or otherwise of your choice of product, since the company does not provide investment advice. The product is available only through independent financial advisors and on the premise that the independent financial advisor represents the contract holder in all relevant matters.

The relevant product terms set out all the details of the contract between the contract holder and Hansard International Limited; these terms should be read before the application form is filled in.

This contract is covered by the terms of the Isle of Man Life Assurance (Compensation of Policyholders) Regulations 1991. Hansard International Limited reserves the right to adjust the returns from investments to cater for any levy or charge made on it under these regulations or any similar legislation.

If you become resident in the United States of America, Hansard International Limited may not be able to accept any further contributions or any instruction to vary the fund link choice until after you cease to be resident in the United States of America.

Monetary costs are expressed in Pound sterling and may be increased each year, normally in July, to reflect inflation in accordance with the Contract Terms and Conditions.

It is Hansard International Limited's policy to respond to and resolve all complaints made by you promptly. Complaints that are not resolved can be referred by you to the Isle of Man Financial Services Ombudsman.



Financial Planning With Flexibility

The Universal Retirement Programme is designed particularly for those wanting to accumulate wealth in a disciplined manner. The Universal Retirement Programme can help you achieve that while offering a high degree of flexibility as your circumstances change.

☞ Extra 5% Allocation

Every contribution after ten years is automatically enhanced if contributions have been made at a constant level.

☞ Bonus Units

Bonus units can begin to accumulate within two years and effectively reduce the 1% annual management charge to 0.25%. Bonus units crystallise only on the Maturity Date or on prior death.

☞ Varying Contributions

Having established a pattern of regular contributions for two years, you are free to vary contributions as your remuneration increases or personal circumstances change.

☞ Contribution Holiday

Once the programme has been established for at least two years, and there are accumulator units to the value of at least £500, contributions can be suspended for up to twelve months.

☞ Life Cover

Protect your family's future. The Programme offers a range of valuable life cover options that provide a minimum guaranteed benefit most suited to your needs in the event of untimely death.

☞ Sickness Cover

The Programme's protection options will ensure that your contributions continue to be made if you become unable to work through illness or disability.

☞ Accessibility

After two years' contributions have been received you can, in the event of an emergency, access your accumulator units without penalty (provided at least £2,500 worth of accumulator units are left in the Universal Retirement Programme contract).



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Registered No. 32648
Regulated by the Isle of Man Government Insurance and Pensions Authority

H-0542-O 05/03/10

