

Important information for customers with a unitised life policy

This leaflet gives you important information to help you understand your unitised life policy statement. You should read this document carefully together with your policy statement and then keep it safe for future reference.

Your investment with Phoenix Life Limited

Your unitised life policy may be split between Phoenix Life Limited's unit linked funds and the Phoenix Life Limited Britannic With-Profits Fund ('the with profits fund').

Questions and answers about the with profits fund

How do you manage the with profits fund?

We included a copy of our guide, 'How we manage the Phoenix Life Limited Britannic With-Profits Fund' ('the guide') with your statement last year. If you need another copy, please contact us using the details shown in the 'How to contact us' section of this leaflet.

The guide is also available on our website. To obtain a copy go to www.phoenixlifegroup.co.uk and then:

- under 'Do you have a with profits policy?';
- select 'Follow this link for a quick guide to how we manage our with profits funds';
- then 'Phoenix Life Limited - Britannic With-Profits Fund'; and
- choose the guide for type of policy 'Ordinary Branch Unitised With Profits'.

What has happened to bonus rates for unitised life policies?

We have indicated over the last couple of years that we are unlikely to add further annual bonuses to unitised life policies. Instead, we will add any growth in excess of that required to meet the value of guaranteed benefits to policies as a final bonus at maturity or in the event of a death claim.

The guaranteed benefits are the with profits units and bonus units we have added to date. We guarantee to pay these at maturity or in the event of a death claim.

Although investment returns for 2007 were poor, we have continued to increase final bonus rates and those for January 2008 are higher than those for January 2007. Over the last few years, we have increased final bonus rates as set out in the table below.

| Year units purchased | Final bonus rates as a percentage of with profits units purchased | | | |
|----------------------|---|----------|----------|----------|
| | Date final bonus paid | | | |
| | Jan 2008 | Jan 2007 | Jan 2006 | Jan 2005 |
| 1990 | 138% | 118% | 100% | 60% |
| 1991 | 100% | 84% | 70% | 45% |
| 1992 | 92% | 78% | 65% | 30% |
| 1993 | 64% | 51% | 40% | 5% |
| 1994 | 58% | 46% | 35% | 0% |
| 1995 | 53% | 42% | 33% | 0% |
| 1996 | 38% | 29% | 20% | 0% |
| 1997 | 21% | 13% | 6% | 0% |
| 1998 | 10% | 2% | 0% | 0% |
| 1999 | 7% | 1% | 0% | 0% |
| 2000 | 11% | 4% | 0% | 0% |
| 2001 | 18% | 11% | 5% | 0% |
| 2002 | 32% | 25% | 18% | 0% |
| 2003 | 37% | 29% | 22% | 0% |
| 2004 | 28% | 21% | 14% | 0% |
| 2005 | 16% | 9% | 0% | |
| 2006 | 5% | 1% | | |

The table shows that in January 2005, we were only paying final bonus on with profits units purchased before 1994. However, in January 2008, we were paying final bonuses on all with profit units.

When do you pay these final bonuses?

We pay final bonuses when your policy matures or in the event of a death claim. However, the rates of final bonus may be different to those shown in the table.

What about with profits guarantees?

The with profits guarantee is that we will value with profits and bonus units at 100.00p on maturity or in the event of a death claim and we will not apply a market value reduction. If you surrender your policy we do not guarantee the with profits unit price will be 100.00p and we may apply a market value reduction. You can find further details in your policy documents.

What happens if I surrender my policy?

If you surrender your policy, we may reduce the final bonus and we may apply a market value reduction. These reductions vary from policy to policy. We apply market value reductions to ensure we treat all policyholders fairly whenever they surrender their policy. On 1 January 2008, we were only applying market value reductions in a few cases, whereas three years ago, we would have made some form of reduction to a large number of unitised life policies. Investment markets showed significant falls in early 2008 and has caused us to increase the reductions in final bonus and apply market value reductions to more policies.

What is a market value reduction (MVR)?

We use a market value reduction (MVR) to make sure that any amounts paid to those policyholders who surrender their policies or switch their funds, reflect how the with profits fund has performed up to that point. If we use a market value reduction, policyholders who surrender their policies may receive less than any surrender value previously quoted. We apply market value reductions to ensure the fair treatment to all policyholders whenever they surrender their policy. In the above the term surrender includes switching funds.

It is important to remember that we only apply market value reductions to your unitised life policy in certain circumstances. Please note that we will not apply a market value reduction:

- on death; or
- on maturity.

You can find further details in your policy documents.

What about annual bonuses?

We are currently focussing on final bonuses, as we said we would, and we are not adding any annual bonuses. We take this approach because it makes sure that all with profits policyholders receive a fair share of any available profits.

How are bonus rates calculated?

When deciding whether we should add an annual bonus, we look at the current financial position of the with profits fund and estimate how we expect this to change in the future. We also compare the guaranteed benefits with the underlying value of policies. We will add annual bonuses only if we are confident that the underlying value of policies will be enough to enable us to pay these bonuses when they become due, even if future investment returns or other factors become unfavourable.

The underlying value of policies reflects the premiums paid and the investment performance of the with profits fund over the lifetime of the policies, after allowing for factors, such as expenses and charges. This is explained in more detail in the guide.

If the underlying value of the policies is more than the value of their guaranteed benefits, we will add a final bonus. However, if the value of the guaranteed benefits is more than the underlying value of the policies, we will not add a final bonus.

The investment return we achieved for the with profits fund for 2007 was poor. Furthermore, when we combine this with the returns over previous years and compare it to the level of guaranteed benefits already provided, it means that we can declare final bonuses but we are currently unable to reintroduce annual bonuses for unitised life policies.

So what about the future?

We do not guarantee final bonuses and we may change them at any time. We will continue to focus on final bonuses in 2008. If investments perform well, then we will pay higher final bonuses. Poor future market conditions will however, have the opposite effect on final bonuses. Investment markets showed significant falls in early 2008 and unless they recover, we will have to reduce future final bonuses.

Because we guarantee annual bonuses once they are added to your policy, we need to see the financial markets enter a period of prolonged stable growth before we can be confident about future levels of annual bonuses. The first step towards reintroducing annual bonuses is the declaration of final bonus rates more widely and this has been achieved. However, investment markets showed significant falls in early 2008 and unless they recover, this will reduce our ability to restore annual bonuses in the near future.

How is the with profits fund invested?

The with profits fund consists of a wide range of assets with the aim of providing good growth potential over the medium to long term. On 31 December 2007, the split of assets supporting unitised life policies was:

| | |
|-----------------------|-----|
| Company Shares | 40% |
| Fixed Interest Stocks | 47% |
| Property | 8% |
| Cash | 5% |
| Other | 0% |

How much we put into each type of investment will change over time. We aim to make sure that the with profits fund can always meet the guarantees we have given to policyholders. Subject to this, we aim to get the highest possible investment return while balancing this with the degree of risk being taken. We currently hold some higher risk investments which we expect to provide a higher return, such as company shares (equities) and property. The rest are lower risk investments such as fixed interest stocks (bonds, types of loan usually issued by the Government or companies) and cash.

The return we achieved on the investments in the with profits fund for 2007 was 2.5%.

By keeping around 50% of the with profits fund invested in company shares (equities) and property, we believe that we are well placed to benefit from any growth due to stock market or property price increases, whilst still protecting the long term security of the fund.

Questions and answers about the unit linked funds

How can I get up to date unit linked prices?

You can follow the performance of the funds your policy invests in by looking at the unit prices we publish regularly on our website. To obtain the latest prices go to www.phoenixlifegroup.co.uk and then:

- under 'Fund prices';
- select 'Follow this link to look at our latest fund prices, which are regularly updated'; and
- then select 'ex-Britannic Unit Linked Assurance (BULA) originally sold through Britannic Assurance'.

How do you work out unit linked prices?

We have produced a guide to how we work out our unit prices. If you would like a copy, please contact us using the details shown in the '**How to contact us**' section of this leaflet. The guide is also available on our website. To obtain a copy go to www.phoenixlifegroup.co.uk and then:

- under 'Fund prices';
- select 'Follow this link to see our guide to how we work out our unit prices'.

How can I get information about the unit linked funds?

We have produced fund summary leaflets which give more information about the unit linked funds. These are available in the Fund prices section on the website. If you would like a copy, please contact us using the details shown in the '**How to contact us**' section of this leaflet.

Other questions and answers

Who can give me financial advice?

It is important that you review your financial arrangements on a regular basis and we recommend that you speak to your financial adviser.

If you do not have a financial adviser or would like to know more about the financial products and services that we now offer, please contact our Customer Care Team on 0845 938 0515.

Further information

Your personal data

Here is an update on how we process the personal data you have previously provided to us.

Your personal data is held in our systems to provide the product or service for which you applied, and may be used for the:

- purpose of fraud prevention;
- purposes of identity verification via electronic credit reference systems; and
- marketing of further products and services offered by the Resolution group of companies (“Resolution Group”) or carefully selected third parties by telephone, post or other electronic means.

Your personal data may be shared with other members of the Resolution Group, its agents and their subcontractors, and other parties where there is a legitimate reason to do so.

Your personal data may be processed in countries outside the European Economic Area. This processing will be carried out by experienced and reputable organisations and only on terms which safeguard the security of your personal data and comply with the requirements of the Data Protection Act 1998.

A full copy of our data protection statement can be obtained from our Customer Helpline on 0845 938 0547.

If you would prefer not to be contacted in connection with the marketing of further products and services, and have not already expressed this preference, please get in touch with us at the address opposite.

How to contact us

If you would like to contact us, please use one of the methods given below:

By post:

Customer Services
Phoenix Life Limited
1 Wythall Green Way
Wythall
Birmingham
B47 6WG

By phone:

0845 938 0547, 8.30am to 5.30pm, Monday to Friday

By fax:

0845 002 0347

Website:

www.phoenixlifegroup.co.uk

If you would like this information in large print, in Braille or on cassette or CD, please call 0845 938 0547.