

YOUR GUIDE TO OUR FUNDS



NFU Mutual
INSURANCE | PENSIONS | INVESTMENTS

It's about time®

YOUR GUIDE TO OUR FUNDS

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This guide is intended to introduce you to our funds and help you decide which ones may be suitable for you to invest in. We don't offer all of the funds on all of our products. The individual fund pages in this guide show for which products they are offered.

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This guide helps you decide your attitude to investment risk and explains any risks that are specific to an individual fund. **You must also read the Key Features Document for the product you're buying together with the document entitled 'Understanding Investment Risk'**. These documents describe the product's aims, what you're committing to, any risks involved and how it works.

You may not be familiar with some of the words we use in the guide, so we've included a jargon buster at the back of the guide to help you.

You can get information about daily fund prices on our website nfumutual.co.uk. Fund prices for the With-Profits Fund aren't available on the website, for details you can contact us on **0800 622323**.

THIS GUIDE COVERS THE FOLLOWING PRODUCTS:

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Investments

- Flexibond
- Capital Access Bond
- Shrewd Savings Plan ISA

Pensions

- Additional Voluntary Contributions Plan
- Group Personal Pension
- Managed Fund Plan
- Personal Pension Account
- Stakeholder Pension Plan
- Trustee Investment Plan

This guide doesn't cover, the N.F.U. Mutual Unit Managers Limited Stocks and Shares ISA and Portfolio Investment Plan, or the NFU Mutual Select Investments Limited Select ISA and Select Investment Plan.

If you would like information about any of these products, please ask your NFU Mutual Financial Adviser.

Or you can:

 call us on 0800 622 323.

 write to us at:
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HOW DO I DECIDE WHICH FUNDS TO INVEST IN?

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The funds you choose will depend on your attitude to risk and return. Quite simply, the more risk you're willing to take, the greater your potential for higher returns, but there's also a greater chance of losing money or seeing a change in any income you receive.
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- Your fund choice will also depend on whether you want growth on your investment or income from your money. For example you may want a regular investment income to top up your income if you no longer receive a wage.
- The length of time you plan to invest for should influence your attitude to risk, and therefore your potential return. For example, if you wish to invest for 25 years you may be willing to take on more risk for a potentially higher return. But if you're only looking to invest for 5 years, you may be looking for a lower risk investment.
- In the following pages we will help you decide which risk category you fit into. The aim is to help you decide how you look at risk and your goals for investing your money. It's important that you think carefully about the different risks outlined and decide which risk category best suits your circumstances.
- Each of the funds covered in this guide fits into one of the 6 risk categories. Throughout the guide we've grouped the funds into their corresponding risk categories, starting off with the lowest risk level 1 category and moving on to the high level 6 risk category.
- We review the risk categories of our funds from time to time. It's possible that a fund could move to a higher or lower risk category in the future.
- Your own circumstances will also change over time. It's important to review your investments regularly, to make sure they remain compatible with your aims and your attitude to risk.

It's a fact that the potential for higher returns is usually accompanied by a higher level of risk. Although there are no totally 'risk-free' investments available, some are safer than others. These range from lower risk cash deposits to higher risk Emerging Market Equity Funds and individual stocks and shares. It's important to remember that any investment involves some form of risk.

UNDERSTANDING INVESTMENT RISK

Which of the following risk levels best describes your attitude towards investing?

RISK LEVEL ONE

- 1** You are not willing to make investments where you could risk losing money.
- 2** What does this mean for potential investment growth?
- 3** You accept the potential for growth is low and also that the growth may not keep pace with inflation.
- 4** Keeping your initial monetary value, rather than exposing it to the risks of financial markets, is likely to be your priority.
- 5**
- 6** How long do you intend to invest for?
You might need to access any investment within five years, possibly at short notice.

What type of investment would you make?

Share investment is not suitable for you because values can fall and you could lose money.

What level of investment knowledge do you need?

An investor in this risk level is typically someone who does not need knowledge of investments.

RISK LEVEL TWO

- 1** You are prepared to take some risk when investing but will choose investments where the amount of any losses would be small.
- 2**
- 3** What does this mean for potential investment growth?
- 4** You want to have the potential to outperform bank and building society accounts over the longer term generally meaning more than 5 years. You would prefer to have the potential for slower investment growth with limited exposure to shares.
- 5**
- 6** How long do you intend to invest for?
You can invest for the longer term, say five years or more, and do not expect you will have to sell your investments earlier.

What type of investment would you make?

You are comfortable putting around a third of your investment into shares of large, established companies and the rest in lower risk investments such as cash and bonds.

What level of investment knowledge do you need?

An investor in this risk level is typically someone who has some knowledge of the most popular types of investments.

RISK LEVEL THREE

- 1** You are prepared to put money at risk and accept that values can fall, but will try to avoid any investments that could lead to a large loss.
- 2**
- 3** What does this mean for potential investment growth?
- 4** You want to have the potential for growth significantly higher than that typically on offer with deposit accounts, but accept that high returns are unlikely. You accept that other investments may provide the potential for better returns by taking a greater risk.
- 5**
- 6**

How long do you intend to invest for?

You can invest for the longer term, say five years or more, and do not expect you will have to sell your investments earlier.

What type of investment would you make?

You are comfortable putting around two thirds of your investments into shares of companies in well-established markets, and the rest in lower risk investments such as bonds and cash.

What level of investment knowledge do you need?

An investor in this risk level is typically someone who has a good level of knowledge of the most popular types of investments.

RISK LEVEL FOUR

1 You are prepared to put money at risk and accept that values can fall, but will try to limit the risk of significant losses.

2 What does this mean for potential investment growth?

3 You wish to have the potential to significantly outperform bank or building society accounts. Investments like this will rise and fall in value more than investments associated with lower risk levels.

4 How long do you intend to invest for?

You can invest for the longer term, say five years or more, and do not foresee needing to sell your investments earlier.

5 What type of investment would you make?

You are comfortable putting around three quarters of your investments into shares of companies in well-established markets, and the rest in lower risk investments such as bonds.

6 What level of investment knowledge do you need?

An investor in this risk level is typically someone who has a good level of knowledge of stock market investments.

RISK LEVEL FIVE

1 You are prepared to risk putting money into investments that can fall sharply in value and lose money.

2 What does this mean for potential investment growth?

3 You are looking for significant returns on your investment and are willing to accept a higher level of risk than our lower risk levels. You accept the possibility of large changes in the value of investments. You accept you could lose some of your money and understand the consequences this may have on your objectives.

4 How long do you intend to invest for?

You can invest for the longer term, say five years or more, and do not foresee needing to sell your investments earlier.

5 What type of investment would you make?

You are comfortable investing wholly into the shares of a wide range of companies, including some in emerging markets, but may want to hold some lower risk investments such as bonds.

6 What level of investment knowledge do you need?

An investor in this risk level is typically someone who has a high level of knowledge or experience of stock market investments

RISK LEVEL SIX

1 You are prepared to risk putting a significant proportion of your money into investments that can fall sharply in value and lose money.

2 What does this mean for potential investment growth?

3 You are looking for maximum returns on your investment and are willing to accept a high level of risk, with the possibility of extreme changes in the value of your investment. You accept that you could lose some or all of your money and understand the consequences this may have on your objectives.

4 How long do you intend to invest for?

You can invest for the longer term, say five years or more, and do not foresee needing to sell your investments earlier.

5 What type of investment would you make?

You are comfortable investing wholly into shares of a wide range of companies, including small or new companies and those in emerging markets.

6 What level of investment knowledge do you need?

An investor in this risk level is typically someone who has very good knowledge or experience of stock market investments.

DEPOSIT FUND – RISK LEVEL ONE

1

INVESTMENT OBJECTIVE

To maintain capital stability by investing in secure UK money market accounts. The fund is an ideal temporary haven for your money while you're deciding where to invest it for the longer term. The fund isn't intended as a long-term investment.

2

3

INVESTMENT POLICY

To place money on short-term deposit in the UK money markets to get competitive rates of interest. The return will reflect the short-term interest rates in the money markets.

4

5

FUND SPECIFIC RISKS

Charges risk

6

When interest rates are low, the charges can be higher than the growth.

Inflation rate risk

When inflation is greater than the returns achieved by the Fund the purchasing power of your capital can be eroded.

Interest rate changes risk

Changes in interest rates will affect interest paid on deposits in UK money market accounts. When interest rates are low, the returns generated by the fund may be less than the fees and charges associated with the product you are invested in and the value of your investment could decline.

Money market insolvency risk

The fund invests in money market assets, which includes deposits in banks and other financial institutions. If any of these get into financial difficulties or become insolvent, they may not pay back some or all of the amount invested in them. This could mean that you might not get back the full value of your investment.

PRODUCTS OFFERING THIS FUND

Investments

- Flexibond

Pensions

- Additional Voluntary Contributions Plan
- Group Personal Pension Plan
- Managed Fund Plan*
- Personal Pension Account
- Stakeholder Pension Plan
- Trustee Investment Plan

* Only accepts additional investments from investors into their existing bond/plan.

CAPITAL ACCESS BOND – RISK LEVEL ONE

1 INVESTMENT OBJECTIVE

Capital Access Bond is a with-profits investment. We aim to increase the value of your investment by adding regular bonuses.

2 INVESTMENT POLICY

3 We invest your money, together with that of all our Capital Access Bond policyholders, mainly in **cash** and **floating rate securities**. Whilst the mix of assets may change over time, it is likely that the assets will continue to be mainly invested in low risk assets.

5 BONUS POLICY

6 Every day we add an interim bonus to your investment. The bonus added will depend upon the return on the assets we invest in less the costs of selling and administering the policies. Once a year we review the interim bonuses and add a final bonus that replaces all the interim bonuses for that year. Normally the final bonus is the sum of all the interim bonuses but it can be lower (for example if the performance of the assets is not as we expected). Once we have added a final bonus it cannot be taken away. No terminal bonus is payable.

Larger policies may receive higher bonus rates than smaller policies because the administration costs associated with larger policies are a smaller proportion of the investment compared to smaller policies. The bonus rate will always be greater than or equal to zero. The latest bonus rates are available on our website, nfumutual.co.uk

FUND SPECIFIC RISKS

Because the Capital Access Bond is a low risk investment, the return on your investment may not keep pace with inflation.

You will always get your full investment back when you want to access your money. There are no penalties. You will get back the amount you have paid, plus any final bonuses added and any interim bonuses added since the last final bonus date, less any withdrawals you have made.

The Capital Access Bond is a stand-alone product.

More information

There's more detail on how we manage our with-profits business in the Principles and Practices of Financial Management available on our website, nfumutual.co.uk

INDEX LINKED FUND – RISK LEVEL TWO

1 INVESTMENT OBJECTIVE

To provide a return from a portfolio investing predominantly in index-linked bonds.

2 INVESTMENT POLICY

The fund will invest at least 95% of its portfolio in index-linked UK government or, other government backed securities denominated in sterling or hedged back to sterling. The fund aims to achieve a total return related to inflation linked income and redemption payment.

3 FUND SPECIFIC RISKS

4 Credit risk

The risk that issuers of **index-linked securities** may default on their payment obligations.

5 Inflation rate risk

While the fund's returns may keep pace with inflation over the long term, this is not guaranteed.

6 Interest rate changes risk

Index-linked securities held by the fund will be affected by general changes in interest rates. When interest rates fall the value of the fund's investments in **index-linked securities** can be expected to rise, and when interest rates rise the value of those investments can be expected to fall.

Market movements risk

The value of assets held in the fund may go down if investment markets fall.

PRODUCTS OFFERING THIS FUND

Pensions

- Additional Voluntary Contributions Plan
- Group Personal Pension Plan
- Managed Fund Plan*
- Personal Pension Account
- Stakeholder Pension Plan
- Trustee Investment Plan

* Only accepts additional investments from investors into their existing bond/plan.

FIXED INTEREST FUND – RISK LEVEL TWO

1 INVESTMENT OBJECTIVE

To provide a return from a portfolio investing mainly in gilts and investment grade corporate bonds.

2 INVESTMENT POLICY

The fund will invest in a portfolio of bonds and other fixed and floating rate securities denominated mainly in sterling and issued by governments, government agencies, supra-national and corporate issuers (including preference shares).

4 FUND SPECIFIC RISKS

5 Credit risk

The risk that the issuers of fixed and floating rate securities may default on their capital repayment and/or interest payment obligations. In addition to the risk of the issuer defaulting on payment, the potential or actual downgrading of the credit rating of an issuer may increase the level of perceived risk, and may impact the performance of the fund.

Inflation rate risk

The fund's investment returns may not keep pace with inflation.

Interest rate changes risk

Changes in interest rates may have a significant impact on the performance of the fund. When interest rates fall the value of the fund's investments in fixed interest rate securities can be expected to rise, and when interest rates rise the value of those investments can be expected to fall.

Market movements risk

The value of assets held in the fund may go down if investment markets fall.

PRODUCTS OFFERING THIS FUND

Investments

- Flexibond

Pensions

- Additional Voluntary Contributions Plan
- Group Personal Pension Plan
- Managed Fund Plan*
- Personal Pension Account
- Stakeholder Pension Plan
- Trustee Investment Plan

* Only accepts additional investments from investors into their existing bond/plan.

WITH-PROFITS FUND – RISK LEVEL THREE

INVESTMENT OBJECTIVE

- 1 We invest your money with the aim of achieving long-term growth. Returns on your investment are smoothed out over time, as we keep back some of the growth from good years to boost returns in poor years. This is achieved through the way we apply bonuses to the with-profits investments. Although returns are smoothed, values can still change sharply so it's not suitable as a short-term investment.
- 2 A minimum 10 year investment is required for the Personal Pension Account and a minimum 5 year investment is recommended for other products.

INVESTMENT POLICY

- 3 We invest your money, together with that of all of our with-profits policyholders, in a wide range of investments including **shares**, commercial property, **cash**, **fixed interest rate and index-linked securities**. Higher risk assets, such as **shares** and property, offer the potential for higher returns over the long term than lower risk assets such as **cash** and **bonds**. Currently we invest a significant proportion of the With-Profits Fund in **shares** and property in order to try and increase returns for our with-profits policyholders. The mix of assets is managed and regularly monitored by our investment team. Our With-Profits Committee set the minimum and maximum amounts that can be invested in each type of asset.

BONUS POLICY

At least once a year we decide whether we can add an annual bonus, and if so how much. We don't guarantee the size of future bonuses because they depend on any future profits we might make. We may have to cut bonus rates in future and there is no guarantee that an annual bonus will be added each year.

If we decide to add an annual bonus, for Flexibond, Shrewd Savings Plan ISA and the Personal Pension Account, we increase the price of the With-Profits Fund units. For the Additional Voluntary Contributions Plan and the Group Personal Pension Plan, we add bonus units to your pension plan.

The latest annual bonus rates are available on our website, nfumutual.co.uk

When you cash in units, take pension benefits or transfer some of your investment from the With-Profits Fund, we may add a final bonus to reflect the overall growth in your share of the fund.

The level of final bonus can go up and down and there is no guarantee that any final bonus will be added. Currently we set final bonus levels twice a year, or more often if investment conditions change significantly from what we were expecting.

FUND SPECIFIC RISKS

Important information about the market value reduction (MVR)

When you take money out of the With-Profits Fund or transfer into one of our other funds, we may have to reduce the value of your With-Profits Fund units by applying an MVR. The aim of the MVR is to ensure that people who leave their money invested in poor years do not lose out because other people take their money out of the With-Profits Fund.

WITH-PROFITS FUND – RISK LEVEL THREE (continued)

For example, an MVR might be applied:

- after a large fall in the stock market.
- after a sustained period of low investment returns.
- when the stock market is at a low level relative to when your investment was made.

If you have a guarantee that no MVR will apply on your policy on a certain date, the minimum amount you will receive is the value of your With-Profits Fund units including all regular bonuses that have been added to your policy. You may not receive the full value of your With-Profits Fund units at other times.

For the Flexibond we guarantee that the MVR will not apply:

- for single life bonds, on the death of the person whose life is insured.
- for joint life bonds, after the deaths of both people whose lives are insured.
- on regular withdrawals of up to 10% (of the original investments) per policy year.

For the Shrewd Savings Plan ISA, we guarantee that the MVR will not apply:

- on your death.

For the Personal Pension Account we guarantee that the MVR will not apply:

- on your target pension date. This date is specified in the schedule to the policy document as the date on which benefits become payable.
 - your target pension date must be at least ten years after the date you last invested a lump sum payment, started or increased a regular payment, redirected or switched money into the With-Profits Fund. If you change your target pension date, the change must occur at least one year ahead of your new target pension date.
 - you can change your target pension date at any time – however, the new earlier pension date must be at least ten years after the date you last invested a lump sum payment, started or increased a regular payment, redirected or switched money into the With-Profits Fund. If you change your target pension date, the change must occur at least one year ahead of your new target pension date.
 - if you decide not to take your pension benefits when you reach your target pension date, we will automatically extend your target pension date by one year and the MVR won't apply on your new later target pension date.
- on your early retirement before age 55 due to serious ill health.
- on switching out of the With-Profits Fund as part of lifestyle switching.
- on your death.
- to pay deductions for any charges.

If you buy your pension income, switch money out of the With-Profits Fund or transfer your plan in the three years before your target pension date and the MVR applies at that time, it's our current practice to smooth in the MVR. This has the effect of gradually reducing the amount of MVR that is applied, from 100% of the standard MVR at three years before your target pension date to nil on your target pension date. This is so that you have some protection from the MVR as you get close to your planned retirement.

WITH-PROFITS FUND – RISK LEVEL THREE (continued)

For the Additional Voluntary Contributions Plan and the Group Personal Pension Plan we guarantee that the MVR will not apply:

- on your death.
- on your target pension date. This date is specified in the schedule to the policy document of a unitised with-profits pension policy, as the date on which benefits become payable. You can change your target pension date at any time – however, if you are invested in the With-Profits Fund, the new retirement date must be at least 5 years after the date the change is made. For an Additional Voluntary Contributions Plan your employer may have selected the target pension date and can insist you can only take the plan benefits at the same time as you take benefits from the employer’s scheme.

If you buy your pension income, switch money out of the With-Profits Fund or transfer your plan in the three years before your target pension date and the MVR applies at that time, it’s our current practice to smooth in the MVR. This has the effect of gradually reducing the amount of MVR that is applied, from 100% of the standard MVR at three years before your target pension date to nil on your target pension date. This is so that you have some protection from the MVR as you get close to your planned retirement.

WITH-PROFITS FUND – RISK LEVEL THREE (continued)

How does the MVR work?

When you invest in the With-Profits Fund we create two types of unit for you.

With-Profits Fund units – the value of With-Profits Fund units may grow by bonuses being added.

Shadow Fund units – these represent your share of the With-Profits Fund after the charges applied to your policy. The value of these units goes up and down with the value of the underlying investments.

Our aim when setting final bonus rates is to pay out, on average, the value of the Shadow Fund units when monies leave the With-Profits Fund.

However if no final bonus is payable and if the value of your Shadow Fund units is lower than the value of your corresponding With-Profits Fund units then, if we pay the full value of the With-Profits Fund units, we would have paid you more than your underlying investment is really worth. The MVR ensures we don't pay out too much to people who cash in at such times, so that people who remain invested in the With-Profits Fund do not lose out.

We don't currently use the MVR unless the value of your Shadow Fund units is less than 90% of the value of your corresponding With-Profits Fund units.

If the value of your Shadow Fund units is 85% or less than the value of your corresponding With-Profits Fund units, we will pay you the value of the Shadow Fund units.

If the value of your Shadow Fund units is between 85% and 90% of the value of your corresponding With-Profits Fund units, we will pay you an amount between the value of the Shadow Fund units and the value of the With- Profits Fund units.

We can change the 'trigger points' of 85% and 90%. We will notify you as soon as reasonably practical after we make the change.

Each lump sum payment, or series of regular payments, you make is treated separately for this calculation.

The following examples apply to Flexibond and Shrewd Savings Plan ISA:

Example 1:

Value of With-Profits Fund units = £100,000

Value of Shadow Fund units = £90,000

We will not use the MVR in this example, as the value of the Shadow Fund units is not less than 90% of the value of the With-Profits Fund units. So we would pay you £100,000 if you cashed in your With- Profits Fund units.

Example 2:

Value of With-Profits Fund units = £100,000

Value of Shadow Fund units = £85,000

We will use the MVR in full in this example, as the value of the Shadow Fund units is 85% of the value of the With-Profits Fund units. So we would pay you £85,000 if you cashed in your With-Profits Fund units.

Example 3:

Value of With-Profits Fund units = £100,000

Value of Shadow Fund units = £87,500

The value of the Shadow Fund units is half way between 85% and 90% of the value of the With-Profits Fund units, so the effect of the MVR is reduced by half: $\frac{£12,500}{2} = £6,250$. We would pay you £93,750 if you cashed in your With-Profits Fund units.

For the pension plans offering this fund (Personal Pension Account, Additional Voluntary Contributions Plan, Group Personal Pension Plan) the above examples apply more than 3 years from your target pension date and the cash values represent the amount available to buy your pension benefits.

WITH-PROFITS FUND – RISK LEVEL THREE (continued)

The following example is for pension plans within 3 years of your target pension date:

Example 4 – 18 months from your target pension date

Value of With-Profits Fund units = £100,000

Value of Shadow Fund units = £87,500

Effect of standard MVR = £6,250

Actual reduced MVR as 18 months from target pension date = £3,125

Value after MVR = £96,875

We will use a reduced MVR in this example, as this is within 3 years of your target pension date.

The effect of the MVR is reduced by half because 18 months is half way through the 3 year period:
 $£6,250/2 = £3,125$. So the amount available to buy your pension benefits would be £96,875.

OTHER RISKS

A with-profits policy shares in the profits and losses of the With-Profits Fund. As well as depending upon investment returns, the performance of the With-Profits Fund is also affected by other risks. These risks may change over time but currently the other major risks facing the With-Profits Fund as a whole are:

- The cost of guarantees made on some with-profits policies being greater than expected.
- Losses on our non-profit business (such as claims being more than expected).
- Expenses being higher than planned.

Our Board of Directors is responsible for actively managing any risks to the With-Profits Fund.

The **estate** will normally absorb any profits or losses that arise from the risks the With-Profits Fund runs. However as a mutual organisation, with no shareholders, any losses (or profits) may ultimately be borne by (or credited to) the with-profits policyholders.

PRODUCTS OFFERING THIS FUND

Investments

- Flexibond
- Shrewd Savings Plan ISA

Pensions

- Personal Pension Account
- Additional Voluntary Contributions Plan
- Group Personal Pension Plan

More information

There's more detail on how we manage our with-profits business in the Principles and Practices of Financial Management available on our website, nfumutual.co.uk

MIXED PORTFOLIO 20-60% SHARES FUND – RISK LEVEL THREE

INVESTMENT OBJECTIVE

- 1 The investment objective of the NFU Mutual Mixed Portfolio 20-60% Shares Fund is to generate long-term capital growth and stable income.

INVESTMENT POLICY

- 3 To invest in a combination of our other funds, to maintain a spread across types of investment. The mix of funds is managed and regularly monitored by our investment team. The fund will be exposed to the world's investment markets.

- 4
- 5 The Mixed Portfolio 20-60% Shares Fund invests in the NFU Mutual Portfolio Funds **OEIC** Mixed Portfolio 20-60% Shares Fund, managed by N.F.U. Mutual Unit Managers Limited. The Fund will invest principally in other funds managed by N.F.U. Mutual Unit Managers Limited with the balance invested in third party funds with compatible objectives. It is intended that through N.F.U. Mutual Unit Managers Limited funds and these other funds, the fund will gain exposure to a mix of UK and International **shares, fixed income stocks**, cash and property. The fund will typically maintain 25%-35% exposure to UK companies and a similar proportion in **fixed income stocks** with the balance in International **shares**, property and **cash**.
- 6

The charges and tax for the Mixed Portfolio 20-60% Shares Fund are different to those for the NFU Mutual Portfolio Funds **OEIC** Mixed Portfolio 20-60% Shares Fund. This means that the prices quoted in the press or marketing literature will be different. However, the amount you will receive is directly linked to the performance of the NFU Mutual Portfolio Funds **OEIC** Mixed Portfolio 20-60% Shares Fund.

The NFU Mutual Portfolio Funds **OEIC** Mixed Portfolio 20-60% Shares Fund will invest in assets that are subject to trustee and safe custody fees, and may also have annual management charges. The effect of these fees/charges, which may change over time, is reflected in your illustration and is currently estimated to be 0.18% per year.

FUND SPECIFIC RISKS

Credit risk

The risk that the issuers of **fixed income stocks** may default on their payment obligations.

Currency exchange rates risk

Values can go up and down due to changes in currency exchange rates.

Interest rate changes risk

The fund will be affected by general changes in interest rates. When interest rates fall the value of the fund's investments in **fixed income stocks** can be expected to rise, and when interest rates rise the value of those investments can be expected to fall.

Inflation rate risk

The fund's investment returns may not keep pace with inflation.

Investment in emerging markets risk

Investment values can move sharply down or up, as emerging markets tend to be smaller, less liquid, less regulated and less developed.

MIXED PORTFOLIO 20-60% SHARES FUND – RISK LEVEL THREE (continued)

Market movements risk

The value of assets held in the fund may go down if investment markets fall. The fund may invest up to 60% in UK and International Shares.

Property risk (bricks and mortar)

Sometimes properties aren't easy to sell, so we may need to delay cashing in or switching units for up to 12 months. The value of property depends on the individual views of the valuers.

Investment in smaller companies risk

The market for these is smaller than for larger companies, and they may be less liquid so price changes may be greater.

PRODUCTS OFFERING THIS FUND

Investments

- Flexibond

Pensions

- Managed Fund Plan*
- Personal Pension Account
- Trustee Investment Plan

* Only accepts additional investments from investors into their existing bond/plan.

MIXED PORTFOLIO 40-85% SHARES FUND – RISK LEVEL FOUR

1 INVESTMENT OBJECTIVE

To achieve balanced long-term growth.

2 INVESTMENT POLICY

To invest in a combination of our other funds, to maintain a spread across types of investment. The mix of funds is managed and regularly monitored by our investment team. The fund will be exposed to the world's investment markets.

4 FUND SPECIFIC RISKS

5 Credit risk

The risk that the issuers of fixed interest rate or index-linked securities may default on their payment obligations.

6 Currency exchange rates risk

Values can go up and down due to changes in currency exchange rates.

Inflation rate risk

While the fund's returns may keep pace with inflation over the long term, this is not guaranteed.

Interest rate changes risk

Gilts and corporate bonds held by the fund will be affected by general changes in interest rates. When interest rates fall the value of the fund's investments in fixed interest rate securities can be expected to rise, and when interest rates rise the value of those investments can be expected to fall.

Investment in emerging markets risk

Investment values can move sharply down or up, as emerging markets tend to be smaller, less liquid, less regulated and less developed.

Market movements risk

The value of assets held in the fund may go down if investment markets fall.

Investment in smaller companies risk

The market for these is smaller than for larger companies, and they may be less liquid so price changes may be greater.

PRODUCTS OFFERING THIS FUND

Investments

- Flexibond

Pensions

- Additional Voluntary Contributions Plan
- Group Personal Pension Plan
- Managed Fund Plan*
- Personal Pension Account
- Stakeholder Pension Plan
- Trustee Investment Plan

* Only accepts additional investments from investors into their existing bond/plan.

UK EQUITY INCOME FUND – RISK LEVEL FIVE

1 INVESTMENT OBJECTIVE

To achieve income in excess of the FTSE All Share Index with some capital growth by investing primarily in shares of UK companies.

2 INVESTMENT POLICY

3 The UK Equity Income Fund invests in the NFU Mutual OEIC UK Equity Income Fund managed by N.F.U. Mutual Unit Managers Limited. The fund will invest primarily in shares of companies which are domiciled in the UK or which have a significant part of their activities in the UK but which are domiciled or quoted on a market outside the UK.

4 The fund may also invest in other transferable securities, money market instruments, collective investment schemes, deposits, cash and near cash. The fund may use financial derivatives but only for hedging or efficient portfolio management purposes.

5 The charges and tax applied to the NFU Mutual UK Equity Income Fund are different to those applied to the NFU Mutual OEIC UK Equity Income Fund. This means that the prices quoted in the press or marketing literature will be different. However, the amount you receive is directly linked to the performance of the NFU Mutual OEIC Equity Income Fund.

6 The NFU Mutual OEIC UK Equity Income Fund will invest in assets that are subject to trustee and safe custody fees. The effect of these fees/charges, which may change over time, is reflected in your illustration and is currently estimated to be 0.05% per year.

FUND SPECIFIC RISKS

Inflation rate risk

While the fund's returns may keep pace with inflation over the long term, this is not guaranteed.

Market movements risk

The value of assets held in the fund may go down if investment markets fall.

Investment in smaller companies risk

The market for these is smaller than for larger companies, and they may be less liquid so price changes may be greater.

PRODUCTS OFFERING THIS FUND

Investments

- Flexibond

Pensions

- Managed Fund Plan*
- Personal Pension Account
- Trustee Investment Plan

* Only accepts additional investments from investors into their existing bond/plan.

UK EQUITY FUND – RISK LEVEL FIVE

1 INVESTMENT OBJECTIVE

To provide long term growth by investing in UK Quoted Company Stocks and Shares.

2 INVESTMENT POLICY

The portfolio invests predominantly in blue-chip companies.

3 FUND SPECIFIC RISKS

4 Inflation rate risk

While the fund's returns may keep pace with inflation over the long term, this is not guaranteed.

5 Market movements risk

The value of assets held in the fund may go down if investment markets fall.

Investment in smaller companies risk

The market for these is smaller than for larger companies, and they may be less liquid so price changes may be greater.

PRODUCTS OFFERING THIS FUND

Investments

- Flexibond

Pensions

- Additional Pension Contribution Plans
- Group Personal Pension Plan
- Managed Fund Plan*
- Personal Pension Account
- Stakeholder Pension Plan
- Trustee Investment Plan

* Only accepts additional investments from investors into their existing bond/plan.

PROPERTY FUND – RISK LEVEL FIVE

1 INVESTMENT OBJECTIVE

To provide long-term growth by investing in property related shares and/or property.

2 INVESTMENT POLICY

To invest in a selection of UK property and property related shares. The valuation will reflect UK property and stock market values. However, the fund does not currently invest directly in property.

4 FUND SPECIFIC RISKS

Concentrated portfolio risk

5 The fund may invest in a small number of stocks from a limited number of companies, or may invest heavily in specific types of companies, sectors or regions. This is riskier than investing from a wider range of companies, sectors or regions.

Interest rate changes risk

Property company share values will move significantly with major changes in interest rates, as expectations of future profitability vary.

Inflation rate risk

While the fund's returns may keep pace with inflation over the long term, this is not guaranteed.

Liquidity risk

Although the fund will invest in readily saleable investments, there's no guarantee the fund will be able to sell such investments quickly, or at a price which reasonably reflects the underlying value of the investments.

Market movements risk

The value of assets held in the fund may go down if investment markets fall.

Property risk (bricks and mortar)

Sometimes properties aren't easy to sell, so we may need to delay cashing in or switching units for up to 12 months. The value of property depends on the individual views of the valuers.

Investment in smaller companies risk

The market for these is smaller than for larger companies, and they may be less liquid so price changes may be greater.

PRODUCTS OFFERING THIS FUND

Pensions

- Additional Voluntary Contributions Plan
- Group Personal Pension Plan
- Managed Fund Plan*
- Personal Pension Account
- Stakeholder Pension Plan
- Trustee Investment Plan

* Only accepts additional investments from investors into their existing bond/plan.

MIXED PORTFOLIO MAX 100% SHARES FUND – RISK LEVEL FIVE

INVESTMENT OBJECTIVE

1 To provide long-term capital growth from a portfolio generally invested in UK and International Equities.

INVESTMENT POLICY

2 The Mixed Portfolio 100% Shares Fund will be generally invested in other NFU Mutual funds. The funds invested in will provide exposure to UK and International Equities, but may also invest in other types of investment such as fixed income bonds, cash and money market instruments. The funds portfolio will typically be invested between 60% – 100% in equities.

FUND SPECIFIC RISKS

Currency exchange rates risk

6 Values can go up and down due to changes in currency exchange rates.

Inflation rate risk

While the fund's returns may keep pace with inflation over the long term, this is not guaranteed.

Investment in emerging markets risk

Investment values can move sharply down or up, as emerging markets tend to be smaller, less liquid, less regulated and less developed.

Market movements risk

The value of assets held in the fund may go down if investment markets fall.

Investment in smaller companies risk

The market for these is smaller than for larger companies, and they may be less liquid so price changes may be greater.

PRODUCTS OFFERING THIS FUND

Investments

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Pensions

- Managed Fund Plan*
- Personal Pension Account
- Stakeholder Pension Plan
- Trustee Investment Plan

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INTERNATIONAL FUND – RISK LEVEL FIVE

1 INVESTMENT OBJECTIVE
To provide long-term growth by investing overseas.

2 INVESTMENT POLICY
To invest in a number of stocks throughout the world. The fund is biased towards the world's major stock markets. Investments can also be made in the smaller markets, which can be more unstable, but can also produce good returns.

3
4 FUND SPECIFIC RISKS

5 Currency exchange rates risk
Values can go up and down due to changes in currency exchange rates.

6 Inflation rate risk
While the fund's returns may keep pace with inflation over the long term, this is not guaranteed.

Investment in emerging markets risk

Investment values can move sharply down or up, as emerging markets tend to be smaller, less liquid, less regulated and less developed.

Market movements risk

The value of assets held in the fund may go down if investment markets fall.

Investment in smaller companies risk

The market for these is smaller than for larger companies, and they may be less liquid so price changes may be greater.

PRODUCTS OFFERING THIS FUND

Investments

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Pensions

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- Trustee Investment Plan

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GLOBAL EMERGING MARKETS FUND – RISK LEVEL SIX

1 INVESTMENT OBJECTIVE

To achieve long-term capital growth primarily through diversified exposure to emerging markets of the world.

2

INVESTMENT POLICY

3

The Global Emerging Markets Fund invests in the NFU Mutual OEIC Global Emerging Markets Fund, managed by N.F.U. Mutual Unit Managers Limited. The fund will primarily invest directly or indirectly in companies that are incorporated in emerging markets or companies which have a significant part of their activities in or derive the majority of their revenue from emerging markets.

4

5

The fund will invest primarily in equity securities either directly or indirectly through collective investment schemes. The fund may also invest in other transferable securities, money market instruments, collective investment schemes, deposits, cash and near cash. The fund may use financial derivatives but only for hedging or efficient portfolio management purposes.

6

The charges and tax for the NFU Mutual Global Emerging Markets Fund are different to those for the NFU Mutual OEIC Global Emerging Markets Fund. This means that the prices quoted in the press or marketing literature will be different. However, the amount you receive is directly linked to the performance of the NFU Mutual OEIC Global Emerging Markets Fund.

The NFU Mutual OEIC Global Emerging Markets Fund will invest in assets that are subject to trustee and safe custody fees, and may also have annual management charges. The effect of these fees/charges, which may change over time, is reflected in your illustration and is currently estimated to be 0.13% per year.

FUND SPECIFIC RISKS

Currency exchange rates risk

Values can go up and down due to changes in currency exchange rates.

Inflation rate risk

While the fund's returns may keep pace with inflation over the long term, this is not guaranteed.

Investment in emerging markets risk

Investment values can move sharply down or up, as emerging markets tend to be smaller, less liquid, less regulated and less developed.

Market movements risk

The value of assets held in the fund may go down if investment markets fall.

Investment in smaller companies risk

The market for these is smaller than for larger companies, and they may be less liquid so price changes may be greater.

PRODUCTS OFFERING THIS FUND

Investments

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Pensions

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JARGON BUSTER

Blue-chip

A well established company usually large and highly regarded.

Bond

Governments, companies, and other organisations issue bonds as a way of borrowing money. Bonds pay an agreed rate of interest and the issuer repays the capital at a certain date in the future. There is a risk that the issuer will be unable to pay the interest or capital in the future.

Cash

Typically means deposits placed with banks or building societies.

Corporate bonds

Bonds issued by companies. Often they offer higher rates of interest than bonds issued by governments, but they can sometimes be less secure.

Corporate issuers

Private and public corporations that issue bonds.

Diversified

Money spread among many types of investments with the aim of reducing risk.

Efficient portfolio management

A strategy of reducing risk or increasing returns, for example by using Financial Derivatives or Hedging (see explanations of Financial Derivatives and Hedging later).

Equities

Another name for shares in a company.

Estate

The estate is the term we use to describe the excess of our assets over liabilities. Or in other words, what we own over what we owe. It provides us with the money (working capital) to operate our business.

FTSE

The initials FTSE (“footsie”) stands for the Financial Times Stock Exchange. It is an independent company, originally jointly created by the Financial Times and the London Stock Exchange which amongst other things creates and manages indices that cover companies quoted on the London Stock Exchange. For example the FTSE All Share index monitors all shares on the London Stock Exchange.

Financial derivative

A financial contract whose value is based on (derived from) a traditional security, an asset or a market index.

Fixed interest rate securities/ fixed income stocks/ fixed and floating rate securities

Fixed interest rate securities (also referred to as fixed rate securities or fixed income stocks) are bonds and other debt instruments on which the holder receives a fixed rate of interest. Floating rate securities have a variable rate of interest.

Gilts

Gilts are bonds issued by the UK government. They can be fixed interest or index-linked.

Hedging

A transaction that reduces the risk of an investment.

Index-linked bonds/Index-linked securities

A type of bond where the rate of interest and the amount paid on redemption will rise in line with inflation.

Indirect Investment

Indirect investment is a means of investing in an asset, for example shares or property, without getting involved in the buying and selling of the assets on your own account. Your money is pooled with that from a number of investors and is invested in the assets, i.e. a portfolio of stocks and shares. These will be selected and managed on your behalf (and the other investors) by fund managers.

Investment grade

Bonds are rated on the probability of the bond issuer not paying back the value of the bond or interest due. This rating is based on an analysis of the issuer’s financial condition and profit potential. There

are specialist agencies that provide bond rating services. A bond is considered to be ‘investment grade’ where the agency believes there is a relatively low level of risk of default by the issuer. The highest rating is AAA.

JARGON BUSTER

Liquid/Liquidity

Liquidity is a measure of how easy it is to buy and sell an asset or company's shares. For example it is easier to sell the shares of a large UK company quoted on the London Stock Exchange than those of a small private unquoted company.

OEIC

A type of open-ended investment formed as a corporation under the Open-Ended Investment Companies Regulations of the United Kingdom. As an open-ended company, the manager creates shares when money is invested and redeems shares when asked to by shareholders.

Portfolio

Refers to any collection of assets such as shares, bonds and cash.

Preference shares

Preference shares offer their owners preferences over ordinary shareholders. There are two major differences between ordinary and preference shares- preference

shareholders are often entitled to a fixed dividend even when an ordinary dividend is not paid, and preference shareholders can't normally vote at general meetings.

Redemption payment

Gilt or Corporate Bond repayment amount, see previous explanation of Gilts and Corporate Bonds.

Securities

Another name for stocks and shares.

Share

A unit of ownership in a corporation.

Stocks

Units of ownership in a company, which are represented by shares. Also used to describe Bonds or Corporate Bonds.

Supra national

A body formed by two or more central governments through international treaties, to promote economic development for member countries. The International Bank for Reconstruction and

Development (World Bank) is an example of a supra national.

UK money market accounts

Typically means deposits placed with UK banks or building societies.

UK quoted company

A company whose shares are listed on the London Stock Exchange.

Unit Trust

Unit trusts are collective funds that allow individual investors to pool their money in a single fund. The benefits are that the investors can spread their risk across a range of shares, obtain dedicated fund management plus reduced dealing costs. Unit trusts have a wide variety of investment objectives, for example some will aim for income, others capital growth whilst others may target small companies or others solely the FTSE 100 companies shares.

THE NEXT STEP

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Simply get in touch with your local NFU Mutual branch,
or call 0800 622 323 to make an appointment with an
NFU Mutual Financial Adviser. Financial advice is
provided by NFU Mutual Select Investments Limited.

They will take the time to explain the advice services and
charges.

NFU Mutual Financial Advisers advise on NFU Mutual
products and selected products from specialist providers.
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