

## Final Bonuses / MVRs applicable from 3rd September 2012

It should be noted that these Final Bonus rates and Market Value Reductions and any policy value quotations based upon them are not guaranteed and may be changed at any time without prior notice. Products purchased after 31 July 2001 are underwritten by Scottish Mutual International, and these Final Bonus rates vary according to the month in which the units were purchased. Market Value Reductions are reviewed monthly.

SMI Unitised With-Profits		
Units Purchased In	Pensions (Series 3)	Non-Pensions (Series 4)
August 2001	-7%	-2%
September 2001	-1%	1%
October 2001	-5%	0%
November 2001	-7%	-2%
December 2001	-7%	-2%
January 2002	-6%	-2%
February 2002	-5%	-1%
March 2002	-6%	-2%
April 2002	-3%	0%
May 2002	-1%	1%
June 2002	1%	5%
July 2002	6%	10%
August 2002	6%	10%
September 2002	12%	16%
October 2002	11%	15%
November 2002	9%	14%
December 2002	13%	17%
January 2003	16%	20%
February 2003	17%	21%
March 2003	17%	21%
April 2003	14%	18%
May 2003	14%	18%
June 2003	12%	16%
July 2003	11%	15%
August 2003	10%	14%
September 2003	12%	16%
October 2003	11%	15%
November 2003	11%	15%
December 2003	11%	15%
January 2004	9%	13%
February 2004	8%	12%
March 2004	9%	13%
April 2004	9%	13%
May 2004	10%	14%
June 2004	9%	13%
July 2004	10%	14%
August 2004	10%	13%
September 2004	9%	13%
October 2004	9%	13%
November 2004	8%	12%
December 2004	8%	12%
January 2005	7%	10%
February 2005	6%	10%
March 2005	7%	10%
April 2005	7%	10%
May 2005	4%	7%
June 2005	2%	5%
July 2005	0%	4%
August 2005	0%	4%
September 2005	0%	3%
October 2005	0%	5%
November 2005	0%	3%
December 2005	0%	1%
January 2006	0%	1%
February 2006	0%	0%
March 2006	-1%	0%
April 2006	0%	0%
May 2006	0%	3%
June 2006	0%	3%
July 2006	0%	2%
August 2006	0%	0%
September 2006	-1%	0%
October 2006	-2%	0%
November 2006	-1%	0%
December 2006	-3%	0%

SMI Unitised With-Profits		
Units Purchased In	Pensions (Series 3)	Non-Pensions (Series 4)
January 2007	-3%	0%
February 2007	-1%	0%
March 2007	-2%	0%
April 2007	-4%	-1%
May 2007	-6%	-3%
June 2007	-5%	-2%
July 2007	-2%	0%
August 2007	-3%	0%
September 2007	-4%	-1%
October 2007	-5%	-2%
November 2007	-4%	-1%
December 2007	-4%	-1%
January 2008	0%	2%
February 2008	0%	3%
March 2008	0%	5%
April 2008	0%	3%
May 2008	1%	3%
June 2008	7%	10%
July 2008	6%	9%
August 2008	5%	8%
September 2008	10%	12%
October 2008	18%	20%
November 2008	20%	22%
December 2008	20%	22%
January 2009	22%	25%
February 2009	29%	32%
March 2009	27%	29%
April 2009	18%	20%
May 2009	15%	17%
June 2009	16%	18%
July 2009	11%	14%
August 2009	10%	12%
September 2009	7%	9%
October 2009	8%	10%
November 2009	7%	9%
December 2009	5%	7%
January 2010	7%	9%
February 2010	7%	9%
March 2010	3%	5%
April 2010	3%	5%
May 2010	6%	8%
June 2010	7%	9%
July 2010	4%	6%
August 2010	4%	6%
September 2010	3%	5%
October 2010	2%	4%
November 2010	2%	4%
December 2010	0%	0%
January 2011	0%	0%
February 2011	0%	0%
March 2011	0%	0%
April 2011	0%	0%
May 2011	-1%	0%
June 2011	0%	0%
July 2011	0%	0%
August 2011	5%	6%
September 2011	7%	8%
October 2011	4%	5%
November 2011	4%	5%
December 2011	3%	4%
January 2012	0%	0%
February 2012	0%	0%
March 2012	0%	0%
April 2012	0%	0%
May 2012	0%	0%

June 2012	0%	0%
July 2012	-1%	0%

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With-Profits Terminal Bonuses					
Commence ment Year	Life RP (Endowment Assurance)	Pensions E-Type (Regular Premium)	Pensions E-Type (Single Premium)	Pensions SEDA (Regular Premium)	Pensions SEDA (Single Premium)
2011	3% (2%)	0% (0%)	5% (2%)	0% (0%)	16% (17%)
2010	6% (5%)	2% (0%)	10% (7%)	10% (10%)	20% (23%)
2009	8% (7%)	10% (7%)	19% (16%)	19% (20%)	28% (31%)
2008	11% (9%)	20% (16%)	10% (7%)	31% (32%)	15% (17%)
2007	14% (12%)	24% (20%)	0% (0%)	36% (37%)	0% (0%)
2006	17% (14%)	26% (23%)	4% (1%)	38% (39%)	9% (18%)
2005	20% (16%)	27% (24%)	8% (4%)	41% (42%)	10% (19%)
2004	22% (18%)	33% (29%)	26% (23%)	46% (47%)	19% (25%)
2003	25% (21%)	40% (36%)	29% (25%)	54% (55%)	21% (27%)
2002	28% (23%)	49% (45%)	27% (23%)	63% (64%)	17% (27%)
2001	28% (23%)	30% (26%)	0% (0%)	41% (42%)	0% (0%)
2000	28% (23%)	29% (25%)	0% (0%)	39% (40%)	0% (0%)
Dec 1999	29% (23%)	26% (22%)	0% (0%)	0% (0%)	8% (5%)
1999	29% (23%)	26% (22%)	0% (0%)	0% (0%)	0% (0%)
1998	29% (23%)	25% (22%)	0% (2%)	0% (0%)	0% (0%)
1997	29% (23%)	24% (20%)	22% (25%)	0% (0%)	0% (0%)
1996	28% (22%)	24% (20%)	46% (42%)	0% (0%)	0% (0%)
1995	28% (22%)	21% (17%)	58% (53%)	0% (0%)	0% (0%)
1994	27% (21%)	26% (22%)	57% (58%)	0% (0%)	0% (0%)
1993	27% (21%)	32% (29%)	81% (77%)	0% (0%)	4% (10%)
1992	26% (20%)	36% (32%)	101% (95%)	0% (0%)	16% (20%)
1991	29% (23%)	40% (36%)	93% (87%)	0% (0%)	9% (11%)
1990	33% (26%)	45% (41%)	66% (61%)	0% (0%)	0% (0%)
1989	36% (30%)	45% (41%)	48% (53%)	0% (0%)	0% (0%)
1988	40% (33%)	45% (41%)	74% (69%)	0% (0%)	0% (5%)
1987	43% (36%)	46% (42%)	82% (76%)	0% (0%)	17% (26%)
1986	46% (39%)	49% (45%)	91% (85%)	0% (0%)	20% (22%)
1985	48% (41%)	36% (32%)	77% (72%)	0% (0%)	0% (0%)
1984	51% (44%)	39% (35%)	70% (65%)	0% (0%)	0% (0%)
1983	53% (46%)	37% (33%)	99% (97%)	0% (0%)	0% (7%)
1982	56% (49%)	25% (21%)	92% (80%)	0% (0%)	17% (21%)
1981	61% (54%)	38% (34%)	35% (46%)	0% (0%)	16% (21%)
1980	66% (60%)	42% (38%)	66% (70%)	0% (0%)	15% (17%)
1979	70% (65%)	53% (49%)	71% (66%)	0% (0%)	0% (5%)
1978	75% (71%)	55% (50%)	65% (73%)	0% (0%)	2% (10%)
1977	80% (76%)	31% (27%)	131% (145%)	0% (0%)	2% (10%)
1976	92% (86%)	0% (0%)	178% (201%)	0% (2%)	23% (33%)
1975	104% (97%)	0% (0%)	270% (259%)	0% (3%)	42% (48%)
1974	116% (107%)	6% (15%)	270% (259%)	7% (11%)	112% (104%)
1973	128% (118%)	6% (15%)	270% (259%)	0% (4%)	41% (45%)
1972	140% (128%)	6% (15%)	270% (259%)	5% (10%)	35% (46%)
1971	145% (132%)	6% (15%)	270% (259%)	21% (21%)	57% (62%)
1970	150% (136%)	6% (15%)	270% (259%)	28% (31%)	124% (127%)
1969	154% (141%)	6% (15%)	270% (259%)	35% (37%)	100% (107%)
1968	159% (145%)	6% (15%)	270% (259%)	40% (41%)	115% (116%)
1967	164% (149%)	6% (15%)	270% (259%)	47% (52%)	153% (137%)
1966	172% (157%)	6% (15%)	270% (259%)	47% (52%)	153% (137%)
1965	179% (165%)	6% (15%)	270% (259%)	47% (52%)	153% (137%)
1964	187% (172%)	6% (15%)	270% (259%)	47% (52%)	153% (137%)
1963	194% (180%)	6% (15%)	270% (259%)	47% (52%)	153% (137%)
1962	202% (188%)	6% (15%)	270% (259%)	47% (52%)	153% (137%)
1961	202% (188%)	6% (15%)	270% (259%)	47% (52%)	153% (137%)
1960	202% (188%)				

Figures in brackets relate to bonuses declared January 2012

PLL Unitised With-Profits		
Units Purchased In	Terminal Bonus	MVR
1996	40.0%	0.0%
1997	19.0%	0.0%
1998	0.0%	0.0%
Pre 01/10/1999	0.0%	-4.5%
Post 01/10/1999	34.0%	0.0%
2000	29.0%	0.0%
2001	31.0%	0.0%
2002	43.0%	0.0%
2003	49.0%	0.0%
2004	39.0%	0.0%
2005	24.0%	0.0%
2006	14.0%	0.0%
2007	9.0%	0.0%
2008	18.0%	0.0%
2009	23.0%	0.0%
2010	11.0%	0.0%
2011	9.0%	0.0%

PLL Unitised With-Profits		
Units Purchased	Terminal Bonus	MVR
2001	32.0%	0.0%
2002	44.0%	0.0%
2003	51.0%	0.0%
2004	40.0%	0.0%
2005	26.0%	0.0%
2006	15.0%	0.0%
2007	10.0%	0.0%
2008	19.0%	0.0%
2009	25.0%	0.0%
2010	12.0%	0.0%
2011	10.0%	0.0%

SEDA						
Pension Age	Maturity Bonuses				Cash Commutation Factors	
	01 Dec 1999 - 31 Dec 1999		1986 - 30 Nov 1999		Male	Female
	Male	Female	Male	Female		
60	45.7%	48.3%	5.0%	7.0%	22.580	23.791
61	45.3%	47.8%	4.6%	6.6%	21.981	23.158
62	44.9%	47.3%	4.2%	6.2%	21.372	22.515
63	44.5%	46.7%	3.8%	5.8%	20.750	21.860
64	44.1%	46.2%	3.4%	5.4%	20.110	21.196
65	43.7%	45.7%	3.0%	5.0%	19.449	20.523
66	42.9%	45.3%	2.4%	4.6%	18.770	19.841
67	42.2%	44.9%	1.8%	4.2%	18.084	19.155
68	41.5%	44.5%	1.2%	3.8%	17.400	18.466
69	40.7%	44.1%	0.6%	3.4%	16.725	17.777

70	40.0%	43.7%	0.0%	3.0%	16.061	17.087
71	40.0%	42.9%	n/a	2.4%	15.401	16.396
72	40.0%	42.2%	n/a	1.8%	14.740	15.706
73	40.0%	41.5%	n/a	1.2%	14.074	15.017
74	40.0%	40.7%	n/a	0.6%	13.402	14.332
75	40.0%	40.0%	n/a	n/a	12.730	13.652

*Different scales of maturity bonus apply to policies depending on when they commenced*

*No maturity bonuses apply to policies that commenced before April 1986*

*The same cash commutation factors apply regardless of when a policy commenced*

***This sheet refers solely to the Classic Conventional With-Profits Personal Pension Policy***