

## PRODUCT LIST

**This list to be used in answering question 2.**

The products included in this list are to be used when recommending lump sum/single premium products to meet assessed client needs. Although the list is not exhaustive, it does provide the candidate with considerable choice and should be considered adequate for the task in hand. The details provided are either factual, e.g. National Savings and Investments Products, or fictitious products based on real examples, e.g. the list of unit trust/OEIC funds and their yields. AER means annual equivalent rate.

### 1. Bank and Building Society Accounts – UK

|   | Gross yield/AER |
|---|-----------------|
| AnyBank High Interest Cheque Account (min £1)       | 0.20%           |
| AnyBank Deposit Account (min £10)                   | 0.90%           |
| Shires Building Society Postal Account (Min £5,000) | 2.20%           |
| Shires Building Society 90 Day Notice (min £10,000) | 1.95%           |
| AnyBank 60 Day Account (min £15,000)                | 1.90%           |
| Other Bank 1 Year Account (min £10,000)             | 3.50%           |
| Other Bank Internet Account (min £1,000)            | 2.50%           |

### 2. Bank and Building Society Offshore Accounts – Jersey based

|  | Gross yield/AER    |
|--|--------------------|
| Other Bank Super Deposit Account (min £15,000)         | 2.50% (paid gross) |
| Shires Building Society Offshore Deposit (min £20,000) | 2.25% (paid gross) |
| AnyBank Island Account (min £5,000)                    | 2.00% (paid gross) |

### 3. ISAs Cash Component

|                         | Term      | Gross yield/AER | Investment Minimum<br>£ |
|-------------------------|-----------|-----------------|-------------------------|
| AnyBank                 | No notice | 3.00%           | 1                       |
| A & G                   | No notice | 3.05%           | 1                       |
| Axis Insurance          | No notice | 3.30%           | 1,000                   |
| NS ISA                  | No notice | 2.50%           | 100                     |
| Shires Building Society | 30 Day    | 3.25%           | 1,000                   |

**4. Unit trusts and OEICs –  
for ISA Stocks and Shares Components and for Direct Investment outside ISAs**

|                 |                       | <b>Gross yield</b> |
|-----------------|-----------------------|--------------------|
| AnyBank         | UK Equity Income      | 1.8%               |
|                 | UK Gilts              | 2.0%               |
|                 | International Equity  | 1.0%               |
| A & G           | UK Equity Income      | 5.2%               |
|                 | UK Corporate Bond     | 5.0%               |
|                 | UK Gilts              | 3.3%               |
|                 | UK Equity Environment | 1.0%               |
| Eagle           | UK Equity Growth      | 0.8%               |
|                 | UK Smaller Companies  | 0.6%               |
|                 | UK Gilts              | 4.9%               |
|                 | Europe Equity         | 0.3%               |
|                 | US Equity             | 0.1%               |
|                 | Far East Equity       | 0.0%               |
|                 | Technology            | 0.0%               |
| Trust Insurance | UK Equity Income      | 2.8%               |
|                 | UK Index Tracker      | 1.6%               |
|                 | Europe Equity         | 0.3%               |
|                 | International Equity  | 0.5%               |
|                 | Fund of Funds         | 1.5%               |
|                 | Property              | 1.0%               |
| Axis Insurance  | UK Equity Income      | 1.4%               |
|                 | UK Equity Growth      | 0.7%               |
|                 | UK Corporate Bonds    | 4.8%               |
|                 | International Equity  | 0.6%               |
| Professional    | UK Index Tracker      | 1.8%               |
|                 | UK Recovery           | 1.0%               |
|                 | UK Gilts              | 4.0%               |
|                 | International         | 0.0%               |

**Note:** Share exchange facilities are available.  
Both INCOME AND ACCUMULATION units are available.

**5. National Savings and Investments (NS&I)**

|   | <b>Gross yield</b> |
|---|--------------------|
| Investment Account (£20 to £1,000,000)      | <i>Note (i)</i>    |
| Income Bond (£500 to £1,000,000)            | <i>Note (ii)</i>   |
| * Children's Bonus Bond (£25 to £3,000)     | 2.50%              |
| ISA <i>Note (iii)</i>                       | 2.50%              |
| Premium Bond <i>Note (iv)</i>               | 1.50%              |
| * 5 year NSC 97 <sup>th</sup> Issue         | 2.25%              |
| * 5 year NSC 48 <sup>th</sup> Index- linked | +0.50%             |

- Note (i) 0.20% gross paid on holdings under £25,000  
0.30% gross paid on holdings of £25,000 or more
- Note (ii) 1.45% gross paid on holdings under £25,000  
1.75% gross paid on holdings of £25,000 or more
- Note (iii) Minimum investment £100
- Note (iv) Monthly tax-free prizes.  
(\*Tax free)

**6. Insurance guaranteed income bonds**

Note to candidates: these are insurance-based products, rather than derivatives-based or so-called "precipice bonds."

|                                      | <b>Yield net of basic rate tax</b> |
|--------------------------------------|------------------------------------|
| Trust Insurance 1 year income bond   | 1.90% (rate guaranteed)            |
| Invicta Insurance 3 year income bond | 2.50% (rate guaranteed)            |
| Trust Insurance 4 year income bond   | 2.75% (rate guaranteed)            |
| Axis Insurance 5 year income bond    | 2.85% (rate guaranteed)            |

**7. UK Insurance bonds – Unit linked**

|                                 |
|---------------------------------|
| Invicta Insurance Managed       |
| Invicta Distribution Fund       |
| Axis Insurance UK Equity Growth |
| Axis UK fixed interest          |
| Axis Insurance Property         |
| Sea Life Pacific                |
| Sea Life North American         |
| Arrow Life European             |
| Arrow International Equity      |

**8. With-profits bonds**

|                                  |
|----------------------------------|
| Arrow Life With-profits Bond     |
| Celtic Mutual With-profits Bond  |
| Axis Provident With-profits Bond |

**9. Pension Funds**

| <b>Stakeholder</b>                   |   |
|--------------------------------------|---|
| Trust Pensions UK Tracker Fund       | ✓ |
| Trust Pensions Managed Fund          | ✓ |
| Invicta Pensions UK Equity Fund      | - |
| Celtic Mutual UK Fixed Interest Fund | ✓ |
| Celtic Mutual Emerging Markets Fund  | - |
| Axis With-Profits Fund               | - |