



**Zenith**  
A flexible international investment



**FRIENDS PROVIDENT**  
INTERNATIONAL

## Welcome to FRIENDS®

Friends Provident International Limited, part of the Friends Provident Group, is located at the heart of one of the world's leading international financial centres – the Isle of Man.

The Island has the highest Sovereign Credit Rating 'AAA' from Standard and Poor's\* and 'Aaa' from Moody's\*.

From here, in a location with an enviable reputation for political and economic stability, we can offer real benefits to customers all over the world.

Our financial strength and sustained growth in a competitive and demanding market demonstrates how we understand the importance of delivering real financial benefits.

We have consistently delivered innovation and expertise to our clients for more than 30 years and our award-winning range of investment and insurance products is designed to be flexible enough to suit both local residents and expatriates.

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You can find more information on Friends Provident International Limited and the Friends Provident Group on our website at [www.fpinternational.com](http://www.fpinternational.com), or ask your financial adviser.

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\*Standard and Poor's and Moody's are independent ratings agencies, who assess the strength of financial centres. ([www.gov.im/iomfinance/limits](http://www.gov.im/iomfinance/limits))



Zenith is a lump sum investment bond, offering you a choice of quality funds with the flexibility to cater for all your needs.

Investment choice	<ul style="list-style-type: none"> <li>• Choose from over 200 funds</li> <li>• Choose from four plan currencies</li> </ul>
Expertise	<ul style="list-style-type: none"> <li>• Funds managed by investment specialists</li> <li>• Access the potential of the world's fastest growing economies</li> </ul>
Low minimum investment	<ul style="list-style-type: none"> <li>• Invest from USD15,000; GBP10,000; EUR15,000; HKD120,000</li> </ul>
Flexibility	<ul style="list-style-type: none"> <li>• Invest in a combination of up to 10 funds at any one time</li> <li>• Unlimited switching of investments between funds</li> <li>• Make your own investment decisions or let your financial adviser do it for you</li> <li>• Ability to add to your investment at any time</li> <li>• Split investment into a maximum of 100 equal policies, for greater flexibility when you take money out</li> </ul>
Access to capital	<ul style="list-style-type: none"> <li>• Offers a choice of withdrawal options to suit your requirements</li> </ul>
Value	<ul style="list-style-type: none"> <li>• Enhanced investment rates of up to 104%</li> <li>• No bid /offer spread – all units bought and sold at the bid price</li> <li>• Currently no charge for switching between funds</li> </ul>
Up to date information whenever you need it	<ul style="list-style-type: none"> <li>• Full fund information with pricing, performance information and fact sheets available at <a href="http://www.fpinternational.com">www.fpinternational.com</a></li> <li>• Statements prepared each year</li> </ul>
Effective tax and succession planning	<ul style="list-style-type: none"> <li>• Potential for tax-free investing</li> <li>• Comprehensive range of trust options</li> <li>• Facility to include up to four people within the life cover</li> </ul>
Built in life cover	<ul style="list-style-type: none"> <li>• 101% of your investment's cash-in value will be paid if you die</li> </ul>



With easy access to an exciting range of international funds from top investment houses, Zenith can help to find the ideal investment combination for you.

Whether you prefer to take an active role in your investment choices or leave the key decisions to an expert, we've developed Zenith to give you the freedom to invest your way; helping you to realise the potential of some of the world's fastest growing economies.

It's designed exclusively for a lump sum investment, with a high level of flexibility to choose and adjust your funds, to take advantage of growth opportunities whenever they arise.

By choosing Zenith you can also be sure that more of your money gets straight to work from day one. There are no front-end charges, no bid-offer spread, and depending on how much you invest, you can also benefit from enhanced investment rates.

If you're looking to make the most of great tax planning opportunities, Zenith is an international investment, where your money has the potential to grow free from income, capital gains, and corporation tax deducted at source. It also has an element of life cover built in, enabling you to include up to four lives assured and plan effectively for the long term.

We've developed Zenith for people who:

- Are looking to invest a lump sum of USD15,000\* or more
- Are happy to leave their capital invested for the medium to long term – at least five years
- Want to make the most of tax advantages of an international fund
- Are looking for a wide range of exciting investment opportunities, and
- Understand that investments like this can go down in value as well as up.

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You can also find more specific information about the product in the Policy Conditions. Or simply ask your financial adviser.

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* Currency equivalents	GBP10,000	EUR15,000	HKD120,000
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This brochure will help you to work out whether Zenith is the right choice for you.

<b>Paying money in</b> Page 05 – 07	<b>Managing your money</b> Page 09	<b>Taking money out</b> Page 10 – 11
<p><b>Invest from</b> USD15,000; GBP10,000; EUR15,000; HKD120,000</p> <p><b>Into a combination of quality Mirror funds</b></p> <p><b>Benefit from enhanced investment rates</b> Depending on the amount you invest</p> <p><b>Add to your investment from</b> USD10,000; GBP6,667; EUR10,000; HKD80,000</p> <p><b>Choose from four currency options</b> US dollar (USD), sterling (GBP), euro (EUR), HK dollar (HKD)</p> <p><b>Invest your way</b> Find out about your investment options (Mirror funds explained)</p> <p><b>Understanding risk</b> Help in finding the right investment combination for you</p>	<p><b>Flexibility to adjust your chosen funds</b> Invest in up to 10 funds at any one time and switch money between our full range of over 200 Mirror funds whenever you need to; restrictions may apply</p> <p><b>Keep track of your investment</b> Both online and with regular statements</p>	<p><b>Withdrawals</b></p> <ul style="list-style-type: none"> <li>• Receive a regular income</li> <li>• Make a one off withdrawal at anytime</li> </ul> <p><b>Cashing in</b> Access your investment whenever you need to. Please bear in mind that charges may apply and your money will have a better opportunity to benefit from potential growth, if invested for five years or more</p> <p><b>If you die</b> Flexible life cover – name up to four people to be covered within the investment</p> <p><b>What about tax?</b> Understand the tax differences of an international investment</p>

<b>Understanding our charges</b> Page 12 – 13		
<p><b>Establishment charge</b> Understand how we charge for the setting up of your investment</p>	<p><b>Switching fee</b> All switches are currently free</p> <p><b>Administration charge</b> Covering the ongoing servicing of your investment</p>	<p><b>External fund charge</b> The discounted fund charges applied by external fund managers</p> <p><b>Early cash-in charges</b> Costs which may apply within the first five years</p>

<b>How to invest</b> Page 14 – 15		
<p><b>Take professional advice</b></p>	<p><b>How to invest</b> A step by step check list of how to apply</p>	<p><b>Please bear in mind</b> Notes and advice on investments of this kind</p>



## Your initial investment

Zenith enables you to invest a lump sum of USD15,000 or more, to buy units in up to 10 of over 200 Friends Provident International Limited Mirror funds (please see page 7). The price you pay for each unit can go up or down depending on the underlying value of investments in each fund. Because you will always buy and sell units at the bid price, all of your money is invested from the start. You may even benefit from additional units being added through Zenith’s special enhanced unit allocation.

## Benefit from enhanced investment rates

A percentage of your investment buys units in the funds you choose. The more you invest, the higher the percentage:

Investment amount

US dollar	sterling	euro	HK dollar	Percentage
USD15,000 – USD37,499	GBP10,000 – GBP24,999	EUR15,000 EUR37,499	HKD120,000 – HKD299,999	100%
USD37,500 – USD74,999	GBP25,000 – GBP49,999	EUR37,500 – EUR74,999	HKD300,000 – HKD599,999	101%
USD75,000 – USD149,999	GBP50,000 – GBP99,999	EUR75,000 – EUR149,999	HKD600,000 – HKD1,199,999	102%
USD150,000 – USD299,999	GBP100,000 – GBP199,999	EUR150,000 – EUR299,999	HKD1,200,000 – HKD2,399,999	103%
USD300,000 and over	GBP200,000 and over	EUR300,000 and over	HKD2,400,000 and over	104%

## Additional investments

You can add a lump sum of USD10,000\* or more to your investment at anytime. If an additional payment puts your total investment into a higher allocation band, you will be able to benefit from the higher allocation rate on your additional payment.

* Currency equivalents	GBP6,667	EUR10,000	HKD80,000
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## Currency options

Depending on your personal situation, you may benefit from investing in a particular currency. Zenith offers the flexibility to invest in:

US dollars (USD)      sterling (GBP)      euro (EUR)      HK dollars (HKD)

Although you cannot change the currency once you have chosen your preferred option, you can ask for future valuations to be prepared in a different currency.

If you take money out of your investment, your payment will usually be in your chosen valuation currency. If you would prefer to receive payment in a different currency the amount you receive will depend on market exchange rates at that time.

## Trust options

You may want to consider writing your Zenith Bond in trust; this can help with estate planning, protecting your assets and making sure that the value of your investment is passed on quickly if you die. Your financial or legal adviser will be able to provide more information.

## Invest your way

Choosing the right funds to meet your investment objectives is an extremely important element of a Zenith investment.

## Access to a wide range of global funds

Zenith gives you the flexibility to choose from a wide range of individual funds, from over 40 fund houses, helping you to effectively balance your investment portfolio, to match your individual needs.

If you prefer a more hands-on approach, our 'specialist funds' might suit your needs. Alternatively, you can leave the day to day management of your investment to professional fund managers through our 'multi asset funds' – or combine the two.

How you split your investment is completely up to you, all we ask is that you invest in whole percentages.

- **Specialist funds**

Our specialist international funds focus on single asset types, such as shares, fixed-interest securities and managed currency portfolios. They can be particularly attractive if you are a more experienced investor looking for a more active role in managing your money.

The range enables you to invest by specific geographical location or by theme, irrespective of geographical constraints; such as commodity, alternative energy, technology or healthcare related securities.

There are also specific choices for those wanting to have the underlying securities of their investment funds screened externally by acknowledged experts in the field of Shariah law principles or social, ethical and environmental investment considerations.

- **Multi-asset funds**

If you are looking for professional fund managers to take active investment decisions on which types of assets and global markets to invest in on your behalf, we offer a comprehensive range of risk-graded fund options. The choice covers single-fund solutions that will diversify your holdings across a wide range of asset classes and currencies, including shares, fixed-interest securities, commercial property, cash and alternative asset types.

Funds within this range may be managed by a single fund manager or if you want to spread your investment further, you can opt for multi-manager funds.

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You can find a full menu of the funds available to you at [www.fpinternational.com](http://www.fpinternational.com) or ask your financial adviser for our latest Fund Prices leaflet, published monthly. Our website also enables you to check on up to date prices, view performance information and download fact sheets on any of the funds you are interested in.

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## Mirror funds explained

We regularly review the marketplace, meeting with fund managers and researching new opportunities to maintain a high standard of choice and diversity within our fund range.

We select quality fund manager groups with commendable track records, to build a selection of funds to cater for all risk profiles, covering most sectors and geographical regions.

For each fund managed by an external investment manager, we set up our own fund – a Mirror fund – which invests exclusively in the underlying fund(s) of the external investment manager, apart from a small proportion which we may hold in cash.

The benefit of a Mirror fund is that you can access the underlying fund of top investment managers, with a significantly lower initial investment than if you invested direct.

As Friends Provident International Limited is based in the Isle of Man, our Mirror funds are also classed as international unit-linked insurance funds, so through them you can take advantage of the tax efficient benefits of a company registered in an international jurisdiction.

## Understanding risk

When investing in our funds it's important to understand the level of risk you are comfortable with. Generally speaking, the higher the opportunity to benefit from potential growth, the higher the level of associated risk.

To help you, we grade each of our funds into five bands. Together with your financial adviser you can work out how you want to set your investment objectives and how conservative or aggressive you want to be when making your fund choices.

Fund grading	What this means
Grade 1	Funds offering conservative return similar to money market rates.
Grade 2	Low risk funds offering security and potential growth.
Grade 3	These funds take a balanced approach to investment by holding a diverse portfolio of assets.
Grade 4	A more focused equity exposure provides good growth potential with the risk of short-term volatility.
Grade 5	These aggressive funds balance the risk of higher volatility with the potential for higher capital growth.

## Behind the scenes

Your investment is normally split into ten policies. However, you may request that your bond is split into up to 100 policies.

Splitting your investment into a number of policies does not affect the performance of your investment in any way but it does give you greater flexibility if you want to take money out in the future. Each individual policy needs a minimum investment amount of USD1,500\*.

\* Currency equivalent

GBP1,000

EUR1,500

HKD12,000



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Please remember that your investment value is not guaranteed and can go up and down. The total value of your investment can be lower than your initial investment.

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Once invested, your money has the opportunity to benefit from the growth potential of your chosen funds. The total value of your investment is based on the performance of each fund and the number of units you hold in each of your funds.

## Keeping track of your investment

We appreciate the importance of knowing exactly how your investments are performing, so we've made sure that you can always access up to date information. Simply log on to [www.fpinternational.com](http://www.fpinternational.com) to check the progress of each of your funds; you'll find the latest unit prices, performance information and factsheets for each fund.

To work out your total investment value, you will need to multiply the unit price of each fund by the number of units held in each fund and then add these amounts together.

We will also send you a full printed statement every year.

## Flexibility to change and adjust

Zenith is specifically designed to give you the flexibility to keep your money working the way you want.

Throughout the lifetime of your investment you can:

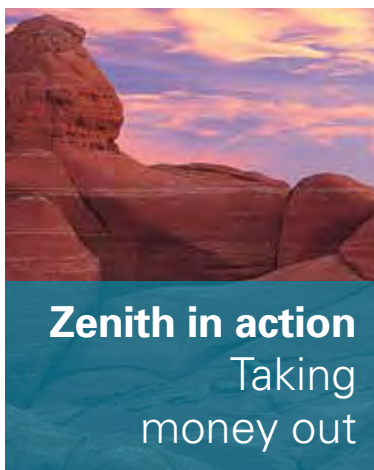
**Switch your chosen fund options** – you can move your money easily between our full range of funds at any time, giving you the freedom to invest in a combination of up to 10 funds at any one time and adjust quickly to changing market conditions.

And because all switches are currently free, there's nothing to stop you adjusting the balance of your overall investment whenever you need to.

**Make withdrawals** – you can access your money as and when you need to, as a regular amount or as a one off withdrawal. You'll find full details on making withdrawals in 'Taking money out' on page 10.

**Add to your investment** – you can also make additional payments into your investment at anytime (see Paying money in page 5).

Please note that we may make a charge for switching between funds in the future, but we will always write to let you know at least three months before. Charges may apply when you make a withdrawal (please see 'Taking money out' on page 10 and 'Understanding our charges' on page 12).



Please note if you do not withdraw your full 10% allowance in a specific investment year, you can carry the allowance on to the next year (please see 'Understanding our charges' on page 12 for more information and a worked example).

Please note that in extreme circumstances, we may need to delay payment if it is necessary to sell fund assets which cannot readily be turned in to cash.

Zenith enables you to have full access to your capital at all times and you won't be charged for any money you take out if:

- Your money has been invested for five years or more; or
- The total amount you withdraw in a year is 10% or less of your initial and any subsequent investment.

Otherwise charges may apply.

## Receiving a regular income

A regular income can be provided monthly, termly, quarterly, half yearly or yearly.

## Make a one-off withdrawal

You can also make one-off withdrawals, as and when you need.

There is a minimum withdrawal amount of USD750\* and you need to leave at least USD7,500\* (plus an amount equal to any outstanding establishment charge) invested to keep your investment open. Charges may apply if you make withdrawals of more than 10% of your initial and any subsequent investment amount in any one year.

\* Currency equivalent

Minimum withdrawal	GBP500	EUR750	HKD6,000
Minimum investment value	GBP5,000	EUR7,500	HKD60,000

## Cashing in the full value of your investment

Zenith does not have a fixed investment term, so you can cash it in whenever you need to. You should always remember however, that if you cash in your initial investment, or any additional investments within the first five years of making the payment, charges will apply (please see 'Understanding our charges' on page 12). Your money will also have a better opportunity to benefit from potential growth if invested for five years or more.

For the purposes of calculating early cash-in charges the units purchased by each payment received are treated separately.

The cash-in value is equal to the value of units held in the plan less any early cash-in charge that may apply at the time of cash-in.

The early cash-in charge will be calculated as a percentage of unit value, over and above any penalty-free allowances not used. The percentage charge applied depends on the number of years since the payment was invested. Any outstanding establishment charges will then be deducted prior to payment on cash-in.

So for example, if a plan was in its 3rd year and had a plan value of USD162,250 and penalty-free allowances of USD45,000, the charge would be calculated as follows:

3% of (USD162,250 – USD45,000) = USD3,517.50 plus any outstanding establishment charges.

## If you die

Zenith includes an element of built-in life cover, which helps to protect your investment if you die before you take your money out. If you are the only person named on your investment as a life assured (the person covered by the life cover), we will pay 101% of the investment's cash-in value to your chosen beneficiaries, your estate or trustees as appropriate, as soon as we have received the necessary plan documentation.

You also have the flexibility to include up to four people as 'lives assured' within a Zenith investment. If you have included other lives assured, your investment will continue to run until the last person dies. We will then pay 101% of the investment's cash-in value to your chosen beneficiaries, estate or trustees as appropriate.

## What about tax?

As an international investment, Zenith helps you to benefit from some important tax advantages. Because Friends Provident International Limited does not have to pay income tax, capital gains tax or corporation tax on the investments you hold with us. Some dividends, received on your behalf, may have a withholding tax deducted at source in the country of origin. Unfortunately we cannot usually reclaim this tax.

How you are taxed personally when you cash in your investment depends on a number of factors, but largely your country of residence. We therefore recommend that you speak to a financial or legal adviser to fully understand all the tax considerations, before you invest.

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### Note for UK residents

If you are resident, or are planning to reside in the UK, Friends Provident International Limited has a statutory obligation to report to the UK HM Revenue & Customs certain events where benefits are received from the plan by a UK-resident individual, company or trust. For further information please speak to your financial adviser.

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## Zenith in action

### Understanding our charges

Our aim is to keep all charges to a minimum, so that more of your money can work for you. You can find full details of the charges that will apply to your investment in your personal illustration which shows what effect these changes may have on your investment. This section lets you know what the charges are for.

You do not pay charges for:

**Buying units** – there is no deduction for a bid/offer spread, which means you buy and sell all units at the bid price. When we receive a payment from you we will buy units in your chosen funds at the ruling bid price on the next day of dealing after your investment is credited. This means that more of your money is available to be invested in your chosen funds.

**Switching** – we do not currently charge for any switching of units between funds. This may change in the future, but we will always write to let you know at least three months before.

But you do pay the following charges:

<b>Administration charge</b>	This 1.2% per year charge of your unit value is debited, on each valuation day. It covers the costs of the on-going administration of your investment.
<b>Establishment charge</b>	A charge of 1.6% per year of your initial investment is debited each quarter, for the first five years following your investment, by cancelling units. It covers the costs involved with setting up your investment such as the cost of advice.  This charge will also apply to any additional payments you make.
<b>External fund charge</b>	It is common for external fund managers to apply a charge to the underlying assets of your chosen funds. Through Zenith, you will however be able to benefit from substantial discounts on the annual management charges, which we have negotiated with the fund managers on your behalf. These charges range between 0.1% and 3.35% per year, dependent upon the fund chosen.
<b>Cashing in your initial investment, or any additional investments, within the first five years</b>	If you take all of the money out of your investment within the first five years of making your payment, you will be charged an early cash-in charge and any outstanding establishment charges.
<b>Withdrawing more than 10% of your initial investment, or any additional investments, within the first five years</b>	If you take out more than 10% each year (cumulative) of the initial value of your investment within the first five years, or more than 10% each year (cumulative) of the value of any additional investments within the first five years, you will be charged an early cash-in charge.

## A closer look at cashing in early

If you cash your investment in within the first five years of making your payment or withdraw more than 10% each year (cumulative) of your investment value, you will be charged:

In the 1st year 5%

In the 2nd year 4%

In the 3rd year 3%

In the 4th year 2%

In the 5th year 1%

The charge only applies to the amount you take out over your 10% annual withdrawal allowance. If you do not withdraw your full 10% allowance in a specific investment year you can carry any unused allowance on to subsequent years.

If you want to take money out in year five and have not made any previous withdrawals, you can take out up to 50% of your initial investment, without paying any early cash-in charges. For example, if you invest USD40,000:

Investment year	Amount available to withdraw without charge	Customer decision	Amount of charge
One	USD4,000	No withdrawals	
Two	USD8,000	No withdrawals	
Three	USD12,000	No withdrawals	
Four	USD16,000	No withdrawals	
Five	USD20,000	Withdraws USD18,000	No charge
Six	Full value	No withdrawals	

Or if you make more withdrawals:

Investment year	Amount available to withdraw without charge	Customer decision	Amount carried forward	Amount of charge (only applied to amount over the 10%)
One	USD4,000	No withdrawals	USD4,000	
Two	USD8,000	Withdraws USD6,000	USD2,000	No charge
Three	USD6,000	Withdraws USD7,000	–	USD1,030.93* x 3% = USD30.93
Four	USD4,000	Withdraws USD2,000	USD2,000	No charge
Five	USD6,000	No withdrawals	–	
Six	Full value	Withdraws USD8,000	–	No charge

Please bear in mind that we may change charges in the future, but will always write to let you know at least three months before.

\* The value of units cancelled includes an amount to cover the early cash-in charge.



## Professional advice

At Friends Provident International Limited, we always aim to keep all our products as simple, easy to understand and accessible as possible, but we still strongly recommend that you appoint a financial or legal adviser to help you decide whether Zenith is the right investment option for you.

An adviser will be able to guide you through any currency considerations, investment options, trust options and any taxation restrictions or legislation which are relevant to your country of residence and may affect your application.

Friends Provident International Limited does not provide legal, taxation or investment advice.

## Applying for Zenith

Your first step is to read this brochure, along with the Zenith Policy Conditions, to make sure that you fully understand how the investment works and the options available to you.

If you feel that Zenith provides you with the investment solutions you are looking for, applying is easy.

1. Check your eligibility.
  - Are you aged between 18 and 79?
  - Are you able to apply for an international investment?
  - Are you resident outside the United States of America?
  - Check with your financial adviser whether any taxation, exchange control or insurance legislation may affect your investment.
2. Complete a Zenith application form, including the section of how you would like to make your payment.

You will need the following documents to support your application; they must be an original or certified copy:

- Personal Identification – such as a valid passport
  - Verification of your address
  - Evidence of Source of Wealth.
3. Return your application form and supporting documents to your financial adviser.

Please note that if your adviser submits copies of your documentation on your behalf, they must have seen the original document in person. They will not be able to certify any document which you have faxed or sent electronically, as a true copy of the original document.

## Next steps

If we need any further information, at any stage, we will get in touch. Otherwise we will send you your Zenith policy documents as soon as we have received your payment and it has cleared through our bank.

You will also receive an up to date statement once a year on your policy anniversary, to confirm your current investment holding.

## Please bear in mind

The law of the Isle of Man applies to all Zenith investments, and the information given in this brochure is based on our current understanding of Isle of Man law and taxation practices which may change in the future. No liability can be accepted for any personal tax consequences of this scheme nor for the effect of future tax changes or legislative changes.

Investment involves risk. Past performance should not be viewed as a reliable guide of future performance. Fund prices may go up and down depending on underlying investment performance, and the value of your investment cannot be guaranteed. Investments held within a fund may not be denominated in the currency of that fund and the value of those assets can go up and down simply because of movements in currency exchange rates. All fund performance is quoted net of annual charges.

All policyholders are protected by the Life Assurance (Compensation of Policyholders) Regulation 1991 of the Isle of Man, wherever their place of residence.

Investors should be aware that specific investor protection and compensation schemes that may exist in relation to collective investments and deposits accounts are unlikely to apply in the event of failure of such an investment held within insurance contracts.

Complaints we cannot settle can be referred to the Financial Services Ombudsman Scheme for the Isle of Man.

Some telephone communications with the Company are recorded and may be randomly monitored or interrupted.

Each Policy is governed by and shall be construed in accordance with the law of the Isle of Man. However, this will not preclude the right to bring legal action in a Hong Kong court. If you effect a policy whilst resident in the United Arab Emirates, all disputes regarding the policy shall be subject to the non-exclusive jurisdiction of the courts of the United Arab Emirates.

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Friends Provident International Limited

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Incorporated company limited by shares  
Registered in the Isle of Man No. 11494

Authorised by the Isle of Man Insurance & Pensions Authority and regulated by the  
Financial Services Authority for the conduct of investment business in the UK

Provider of life assurance and investment products

#### **Hong Kong**

The appointed representative of the Company in Hong Kong is  
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#### **United Arab Emirates**

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Registered in the United Arab Emirates as an insurance company (Registration No.76)  
and as a foreign company (Registration No. 2013)

Authorised by the United Arab Emirates Insurance Authority to conduct life insurance and savings business  
FRIENDS® is a registered trade mark of Friends Provident in the UK and other countries.



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