

## IMMEDIATE RELEASE

### **SORT THE WHEAT FROM THE CHAFF IN WITH PROFITS INVESTMENTS THANKS TO THE NEW FUNDSNETWORK ANALYSER**

- **First free and independent with profits review service**
- **Exclusive access to the commentary of expert Ned Cazalet**
- **Designed in line with May 2007 FSA Insurance Sector Briefing**

**London 17 October 2007** – Advisers can now obtain a far clearer picture of their clients' with profit bond investments thanks to the free and independent with profits review service from Fidelity FundsNetwork.

After extensive testing with IFAs, FundsNetwork is now putting its With Profits Analyser tool– developed in partnership with Cazalet Consulting and actuarial consultants Towers Perrin Tillinghurst – on general release to IFAs via the web. The new tool, part of a wider support services for with profit bonds now available through the platform, is designed to allow IFAs to review clients both in bulk and then on individual basis, to assess the state of their with profits bond investments and if the underlying asset allocation is still aligned to clients' needs and risk profiles.

It is the only with-profits review service currently available that:

- Is free and independent – other tools are provided by groups with a book of with-profits business and/or charge a fee;
- Includes exclusive contextual commentary from Ned Cazalet on annual bonus rates and spot guarantee claims.

The FundsNetwork With Profits Analyser covers 265 products from 40 life insurance groups, making it one of the most comprehensive tools available on the market. It is powered by the latest technology and comes with a full reporting service. FundsNetwork has undergone extensive research into designing the product which has been road-tested by 12 leading IFAs.

**David Dalton-Brown, Head of Fidelity FundsNetwork said:** “When assessing a client's with profits portfolio, it's imperative that advisers can identify the good policies, the bad and the plain ugly. The FundsNetwork With Profits Analyser – a free and

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independent service – enables them to cut through a welter of data to build a clear picture of the client's with profits investments”

**Ned Cazalet, Cazalet Consulting said:** “Up until now, advisers have been stuck between a rock and a hard place when it comes to advising on the £430bn with profits sector, which is a highly complex area and the nearest thing we have to rocket science in the UK financial services industry. The FSA's May 2007 Insurance Sector Briefing made it quite clear that inaction is not an option, and that intermediaries cannot duck the issue and leave their clients without advice as to whether to buy, sell, or stay put.

“The work that we have done in building the user-friendly FundsNetwork With Profits Analyser assists advisers in dealing with the advice conundrum, and should enable them to formulate high quality, compliant advice on with profits and properly evaluate alternative strategies, to the benefit of their clients.”

The new FundsNetwork With Profits Analyser has been designed by the two leading experts in their field - consulting actuaries and stochastic modelling experts - Towers Perrin Tillinghast and insurance and with-profits specialists - Cazalet Consulting.

The service provides a number of key benefits for advisers, supporting the ongoing reviews of with profit bond policies. Key features include:

- 3-factor review process designed in conjunction with Cazalet Consulting
- Risk profiling questionnaire
- Cazalet Fund Ratings
- Service gives advisers access to unique Cazalet analysis and commentary only available through FundsNetwork
- Online tool helps to identify suitability of a client's current policy and summarises potential options for consideration
- Instant fund health check – providing unique 3-factor fund review looking at investment freedom, smoothing capability and the impact of charges and additions
- Access to historical asset allocation and performance data
- With profit fund fact sheets only available through FundsNetwork

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- Forecasting tool providing the ability to compare a current with profits bond against alternative asset allocation strategies
- Comprehensive reporting that's easily adapted for internal analysis and personalised client reporting
- Support for both initial and ongoing client reviews using a single consistent process, with full audit history

Fidelity International Limited ("FIL") and its subsidiary companies serve the major markets of the world by providing investment products and services to individuals and institutional investors outside the US. The FIL Organisation manages a total of £145.0 billion of assets\*.

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### Notes to editors:

\*Source: Fidelity as at 30.06.07

FundsNetwork, Fidelity's fund platform, was launched in June 2000. It offers advisers and their clients the ability to invest, manage and monitor their investments in one place, bringing them control, efficiency and new business opportunities. The FundsNetwork service is offered and managed by Financial Administration Services Limited. FundsNetwork™ is a trademark of Fidelity International Limited. Any opinions expressed are made at the time of writing and can be subject to change without notification. The value of investments and the income from them can go down as well as up and an investor may not get back the original amount invested. Investors should also note that the views expressed may no longer be current and may have already been acted upon by Fidelity. Fidelity means Fidelity International Limited (FIL), established in Bermuda, and its subsidiary companies. Assets and resources as at 30.06.07 are those of FIL.

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