



# Performance Tracker 6

## Changes since Performance Tracker 5

- Updated potential returns for customers.
- The term of this tracker is longer, with a maturity date of 20 April 2020
- Reduction in capital protection to 90%.
- This product is categorised as risk category 3. See overleaf for details on the recommendations.

## Key details at a glance

This document is a summary of key details, further product details are included in the product booklet and terms and conditions which advisers and customers should read in full before completing an application.

Your potential investment return at the end of the investment term (before tax)

Capital protection 90%



125% of the potential growth in the EURO STOXX 50 Index (up to a maximum index growth of 50%). The maximum potential return you could receive is 52.5% (before tax) of your amount invested.

10% of your original investment is at risk as only 90% is protected.

**Warning: If you invest in this product you could lose 10% of the money you invest.**

**Warning: If you invest in this product you may lose some or all of the money you invest.**

## General

Opening date	24 March 2014
Closing date	2 May 2014 (or earlier if too many applications are received)
Investment start date	12 May 2014
Customers cannot cash in the investment before	20 April 2020
Age	18 to 74 For joint life cases, both investors must be aged 74 or under
Allocation rate	101%
Taxes and levies	Exit tax (on profit) currently 41%. Government levy 1%. We will invest a minimum of 101% of the investment amount. Any amount we invest in excess of the investment amount is considered as profit earned by your customer and so is subject to tax (where exit tax is applicable).
Minimum Investment	€20,000
Maximum Investment	€1,000,000

**Warning: The value of your investment may go down as well as up.**

**Warning: If you invest in this product you will not have access to your money until 20 April 2020.**

## General continued

### Death benefit

Joint life first death. The death benefit (before tax) we pay will be:

- 90% of the original amount invested; or
- 100.1% of the value of the fund at that stage; whichever is higher.

### Customer target market

This product is suitable for customers who want to invest until 20 April 2020, and are looking to gain some of the potential growth in the EURO STOXX 50 Index.

It is important to ensure customers who invest in this product fulfil the following criteria.

- They understand their investment is tied up for the term of the product, and they have enough money they can access elsewhere in case of emergencies.
- Your customers should not need to make regular withdrawals or add regular contributions to this plan.
- All of their available savings or investment money is not in this product and they have an adequately diversified savings and investment portfolio.
- They understand this is not a deposit account, and therefore the Deposit Guarantee Scheme does not apply.
- They understand this product has default risk and they understand and are comfortable with that exposure (see section 5 of the product booklet 'Important information and the main risks').
- If they invest in this product, they could lose 10% of the money they invest.

### Capital protection and potential returns

- A portion of the investment has been used to purchase Irish Government Bonds (also known as gilts) which aims to provide the capital protection on this product. The potential return is provided by Barclays Bank plc (Barclays) using a separate percentage of the investment to buy options on the EURO STOXX 50 Index. If for some reason the Irish Government Bonds and/or Barclays cannot pay Irish Life what they owe, then customers could lose some or all of their capital protected amount and/or potential return. The maturity date of the tracker bond could be deferred if the maturity of the Irish Government Bonds, which provide the capital protection is deferred. Irish Life will not use any of our assets to make up any shortfall which may occur in these circumstances. Please make sure the customer reads the product booklet for further details.

### Risks

- This is a medium risk investment plan. It is not a deposit account.
- There are two risks associated with this plan, default risk and market risk. Default risk is the risk the Irish Government Bonds and/or Barclays are unable to pay Irish Life what they owe, and therefore customers may not receive some or all of their capital protected amounts or potential returns. Irish Life will not use any of their assets to make up any shortfall. Market risk is the risk that investment markets can fall. If this happens customers could lose 10% of the money they invest, and would only receive 90% of their original investment amount. You should familiarise yourself with section 5 of the product booklet 'Important information and the main risks'. This section contains details of all counterparties, default risk, capital protection and potential return, counterparty ratings and other risks that should be considered.
- Customer's personal circumstances may change and they may need to withdraw their money, however they will have no access to it until 20 April 2020.
- Customers may not receive the potential returns as this depends on the performance of one index only, the EURO STOXX 50 Index.
- If they invest in this product, they could lose 10% of the money they invest.

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# Financial Review Recommendations

Performance Tracker 6 is categorised as risk category 3 within the Financial Review recommendations. To assist you in choosing the right fund for customers, we have set the following default recommendations on the Clear Finances Financial Review system.

- Risk category 2:                50% Performance Tracker 6  
                                      50% Deposit account
- Risk category 3:                100% Performance Tracker 6

The following example shows the potential tax and levy implications on a total amount paid of €100,000.

- Total amount paid by the customer (which includes the 1% levy which must be deducted) €100,000
- Customer's investment amount (after the government levy)  $€100,000 \div 101\% = €99,010$
- Exit tax is deducted on any return on maturity above €99,010
- Extra amount paid in by Irish Life of 1% of customer's investment amount: €990
- Their total amount invested in this plan (101% of their investment amount) €100,000

Capital Protection 90% – for this example the capital protected amount is €90,000.

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