

# Michael Gordon

October 2007

# Investment Product Manager





# Portfolio Building

### Ready Made or DIY?







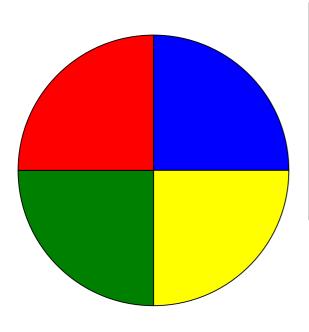
### **Diversified Assets Fund**



### **Diversified Assets Fund**

# **1.** A new mix of assets - Equities, Bonds, Property and Commodities

### 2. Fully diversified within each asset



<b>Equities</b>	Global Opportunities Fund
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**Bonds** European Bonds - NPRF team

Property Irish/UK/Europe

Commodities Goldman Sach Commodity

Indexes (Energy & Non–Energy)

<b>Active Asset Allocation</b>	Range

Equities 20% to 32.5%

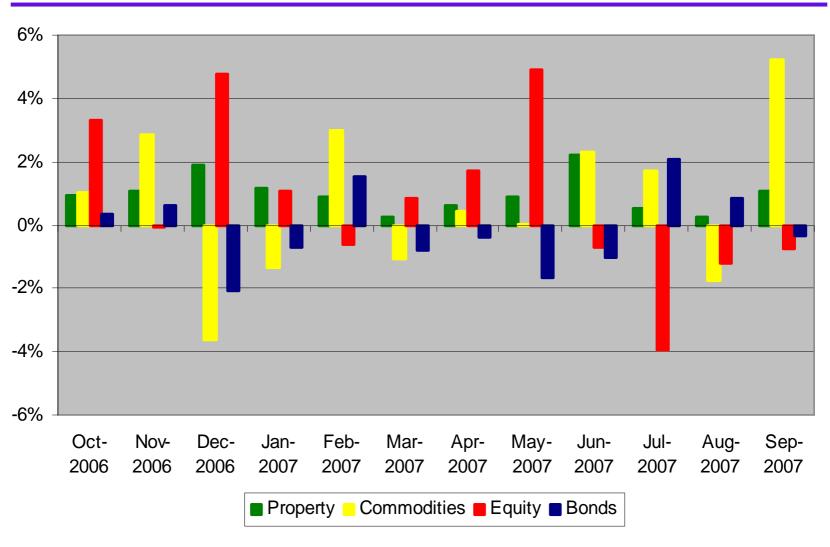
Bonds 20% to 32.5%

Property 25%

Commodities 15% to 25%



### Diversified Assets Fund – Asset Performance Month by Month



Performance figures shown are for each month from Oct-2006 to Sep-2007 & are before management fees



### Diversified Assets Fund – Fund for all Seasons

At least two .... and often three .... of the assets providing positive returns at all times!

					Performing
Month	Equities	Bonds	Property	Commodities	Assets
Oct-2006	3.32%	0.35%	0.92%	1.04%	4
Nov-2006	-0.08%	0.63%	1.07%	2.85%	3
Dec-2006	4.77%	-2.05%	1.89%	-3.62%	2
Jan-2007	1.10%	-0.70%	1.17%	-1.34%	2
Feb-2007	-0.64%	1.52%	0.87%	2.99%	3
Mar-2007	0.84%	-0.82%	0.27%	-1.06%	2
Apr-2007	1.73%	-0.37%	0.62%	0.42%	3
May-2007	4.91%	-1.68%	0.91%	0.02%	3
Jun-2007	-0.69%	-1.01%	2.23%	2.32%	2
Jul-2007	-3.95%	2.06%	0.52%	1.72%	3
Aug-2007	-1.19%	0.83%	0.25%	-1.74%	2
Sep-2007	-0.73%	-0.34%	1.08%	5.22%	2

Average 2.6

Performance figures shown for the four asset classes are before management charges



### DAF - Performance

### The Diversified Assets Fund celebrates its 1st Birthday with a strong peformance

The Diversified Assets Fund has been the No.1 performing managed fund (out of 78 funds) for 4 of the 12 months since it was launched in October 2006. A record no other managed fund can match (Source: Moneymate). This fund has proven its ability to weather changing market conditions over the past few months. Despite fears that the US sub prime market issues would have a knock on effect on European markets; this fund has managed to withstand the negative market sentiment by staying in positive territory.

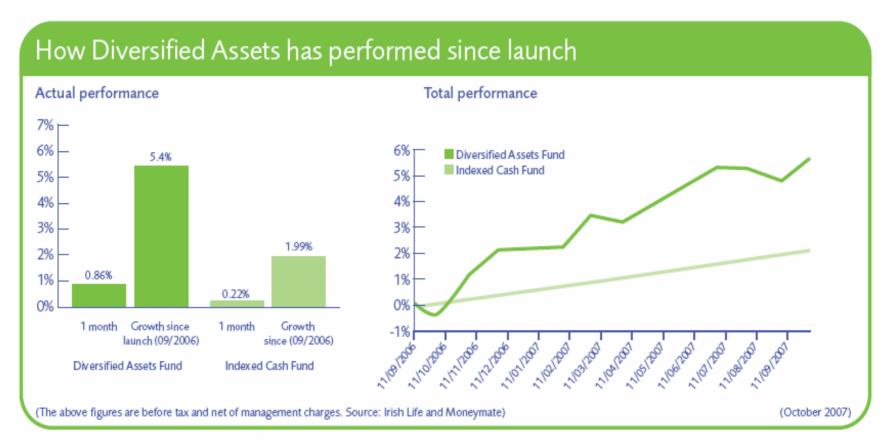
The table below shows how The Diversified Assets Fund has performed compared to the typical managed fund in recent months.

	Typical Managed Fund	Diversified Assets Fund
3 months	-3.83%	0.38%
6 months	-0.63%	2.42%
9 months	0.45%	3.42%

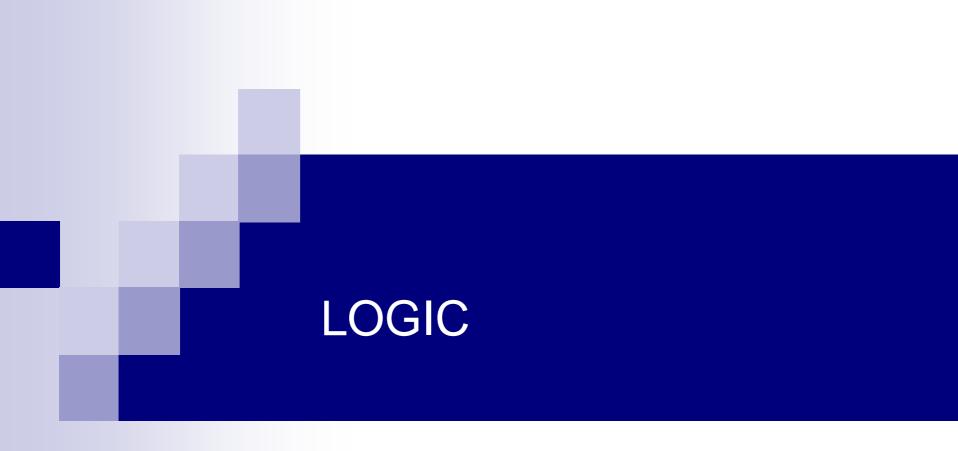
**ILIM Active Management** 

Raised equity weighting to 30% and reduced commodities to 20%

### DAF - Performance

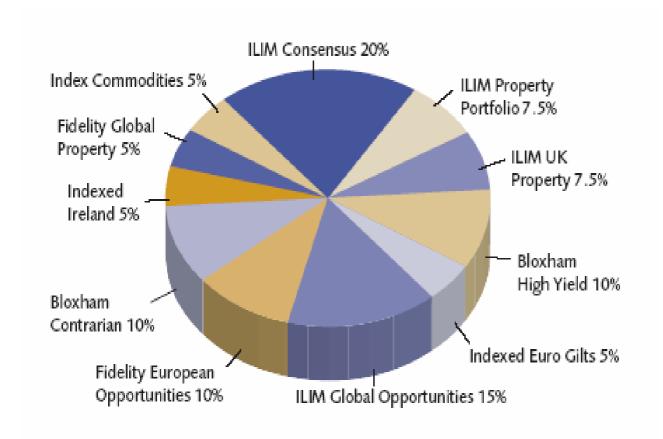


Should give 3/4's of the return of a managed fund with 1/2 the risk





### LOGIC — Diversification by Manager, Asset & Region











# Logic – Making your life easier

Logic - making it easier for you to stay in control

Actively managed mixed-asset option



Access to a range of mixed assets, actively managed by Bloxham's Logic investment team.



An elite mix of world-class investment managers that you know and trust.



A blend of different investment manager styles - for example a mix of indexed and active, value and growth.



Logic is available under

- Signature
- Signature Saver
- · Complete Solutions pre and post retirement









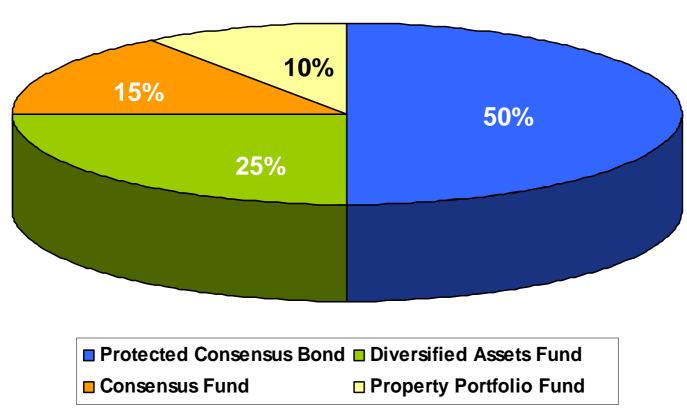
# Diversified DIY Portfolio



1	2	3	4	5	6	7
Secured Performance Fund Protected Consensus Fund Guaranteed Fund Indexed Cash Fund	Pension Protection Fund  Diversified Assets Fund  Indexed European Gilts Fund  Indexed Fixed Interest Fund  ILIM Long Bond Fund  Indexed European Gilts	Pension Property Fund  Consensus Fund  Active Managed Fund	UK Property Fund Property Portfolio Fund Logic	Global Opportunities Fund Pl International Shares Fund Bloxham High Yield Bloxham Intrinsic Value Indexed Global Equity Fund Ethical Global Equity Fund	Fidelity Global Property Shares Fund Fidelity European Opportunities Fund Fidelity Global Special Situations Fund Fidelity Managed International Fund Bloxham Contrarian Fund Indexed European Equity Fund Indexed Irish Equity Fund Indexed North American Equity Fund Indexed UK Equity Fund Indexed Banks	Fidelity India China Fund Indexed Commodities Indexed Japanese Equity Fund Indexed Technology Indexed Telecommunications Indexed Pacific Equity Fund Self Invested Fund
For Fina	ncial <mark>Advisers c</mark>	nly				

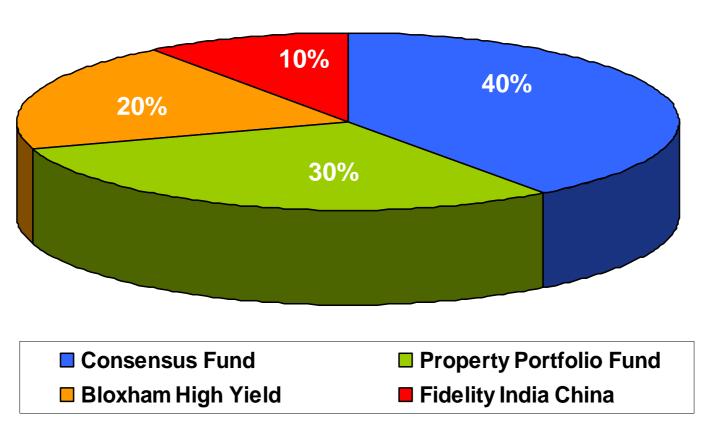
### Low to Medium Risk

#### **Portfolio Mix**



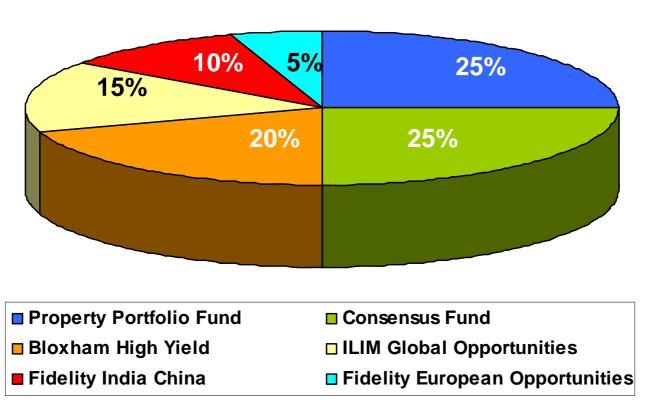
## Medium Risk

#### **Portfolio Mix**



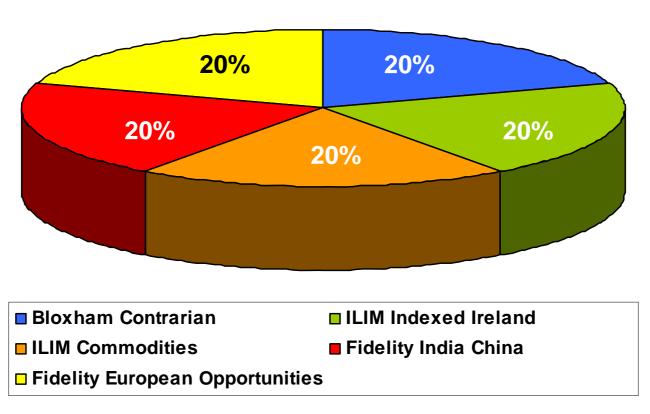
# Medium to High Risk

#### **Portfolio Mix**



# High Risk

#### **Portfolio Mix**



# New Broker Portfolio Reports 14



#### **Bloxham High Yield Fund**

#### Fund Objective

The High Yield fund designed for investors with good potential for o above average dividend objective of the fund is relative volatility

#### About High Yield Inves

Dividend vield is one ( because companies w generally provide stable generative businesses very important.

Selecting high yield stor of a company's financi dividend yield of 6% dividend payments, ar Bloxham has a strict se high vielding stocks. If inclusion in the fund.

#### Efficiencies

Investing in High Yield owned directly, an indiv income tax (up to 42% fund, dividends are add On withdrawal, gains a totaling 23%



#### Fidelity India/China Fund

#### Objective:

The India China Fund aims to p equities in India. China and I proportion of their investments

This fund is a consolidation of Focus Fund. It has an equal we

Fidelity is recognised as a fu Operating in Asia since 1969. on the ground in the contininvestment opportunities.

China and India constitute se enjoying specific advantages in investment flows

#### India Investment Style:

The manager favours compan over a one to two year tim unrecognized growth. The fun sized companies and will be we

#### China Investment Style:

Investments in securities listed holdings in non-Chinese comp China. The manager favours c strategy, as these are essent earnings in China's rapidly cha



#### Irish Life Commodities Fund

Commodities have traditionally been attractive They have offered equity-like levels of risk a all other asset classes. For example, commo at times when equity markets have fallen. protection against inflation because their valu

The increasing demand for raw materials supported the performance of commodities. sectors have benefited from the industry int forecast growth of 10% for China in 2007 an

The supply of commodities cannot respond research and development to unearth oil or e precious metals. The oil companies are incre will take many years for these new sources to

The Irish Life Commodities Fund gives it access to the benefits offered by Commor aims to do this by tracking a 50/50 mix Goldman Sachs Commodity Total Return (GSCI) and 50% Goldman Sachs Non-ener Return Index (GSNE). This mix is designed to broad exposure to all commodities and avo exposure to oil/energy.



#### **Property Portfolio Fund**

in Irish commercial property. T

currently holds over 50 properti

more than €1 billion (October 2

Holdings at present include St :

Green Shopping Centre and 48

investment in European proper

Henderson Global Investors, us

approach which gives the adva

of fund managers, increased lic

fees, as Henderson are a bulk

of the properties held by the inc

will invest in include; 10 Rue de

200 Via del Serafico, Rome.

Objective

78 Patrick St. Cork

The Property Portfolio Fund offers access to a wide range of commercial property in Ireland, the UK and Europe. The fund will eventually be exposed to c. 300 properties in approximately 11 countries "-

#### investment will be in Irish and Fidelity European Opportunities Fund funds that own properties in the

#### The Fund – in more detail Objective

propertie cycle.

(August:

Reading

investme

he difficu

London F

Ireland One third of the fund it. The fund aims to provide long-term capital growth from an actively managed portfolio consisting of companies listed in continental Europe.

> The portfolio will be made up of a blend of investments in larger, medium and smaller sized companies, and will typic restricted in the choice of cor

geographical split of the portfol availability of attractive investme The fund manager uses a long-Another | positioned to provide sales and p

The maje manager also seeks to identify e

#### The manager will look for the 1

- when investing in a company: The bal Leaders in niche markets wit
  - competitive advantage
  - Strong quality management Profits growth driven by stror
  - Ability to generate cash
- Europe: The remaining third c > Attractive valuations

#### Fidelity's resources

REGION I	ORTFOLIO MANAGERS
Europe	40
Japan	15
Pacific ex. Japan	16
North/South Amer	ca 112
TOTAL	183

"Our investment philosophy - the with greater accuracy than macroe differentiator is our substantial in approach on a different scale from



#### **ILIM Active Managed Fund**

Irish Life Investment Managers' (ILIM) Active Managed Fund is an actively managed balanced fund, which aims to deliver above average performance through active asset allocation and stock selection.

#### **Fund Objective**

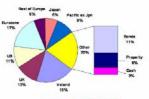
The fund is geared towards investors looking for the potential for above average managed fund returns on a consistent basis. The core principle of ILIM's approach is the calculation of fair value and the exploitation of market mis-pricings.

#### How the Fund Works

Based on ILIM's view of the markets and economies, a decision is taken firstly of how much to invest in equities. bonds, property and cash.

Then a view is taken as to which countries we should invest in. The next decision is which stocks (company shares) to hold within each country portfolio.

ILIM screens universe of approximately 2,700 equities, using a dynamic and information database



Asset split at 01/06/2007

whereby new information on every company is introduced every day. Once ILIM screens the stock they immediately reduce the universe to the 20% most undervalued companies based on various value criteria. ILIM's analysts research those stocks that meet our value criteria and only those stocks that have the greatest potential to recover to their fair value within the medium term, will be chosen.





# **Fund Performance**



# Market Leading Funds



- Top Managed Fund over 3 months DAF
- Most Consistent Fund ILIM Consensus
- Best performing Specialist Fund Fidelity India China
- Leading Property Fund Property Portfolio Fund
- Top Active Manager (Mercer survey) over 5 years ILIM



### Consensus Record vs. The Median Fund



Analysis of Returns	Rolling 3 Year	Rolling 5 Year
	<u> </u>	0 100
Observations since fund inception	105	81
Ahead/Matching Median Fund	89 times	80 times
	85%	99%
Performance relative to median :		
Average	0.5%	0.6%
Best	2.3%	1.5%
Worst	-0.4%	-0.1%

Example of rolling three year observations are from 01 Jan 1996 – 31 Dec 1998; from 01 Feb 1996 – 31 Jan 1999; from 01 Mar 1996 – 28 Feb 1999 etc.

Example of rolling five year observations are from 01 Jan 1996 – 31 Dec 2000; from 01 Feb 1996 – 31 Jan 2001; from 01 Mar 1996 – 28 Feb 2001. etc.

Data as at 01 September 2007.



### Consensus Fund Performance

% at 30 September 2007	YTD 2007	1 Year	3 Years	5 Years	10 Years
	%	%	% p.a.	% p.a.	% p.a.
Irish Life Consensus	1.3	7.3	14.0	12.7	7.7
Average Manager	0.7	7.0	13.0	11.7	7.0
Outperformance	0.6	0.3	1.0	1.0	0.7
Ranking	7/17	9/17	4/15	5/13	3/12

Delivering on its objective...consistently ahead of the average managed fund performance since inception.

Source: Mercer Pooled Fund Survey





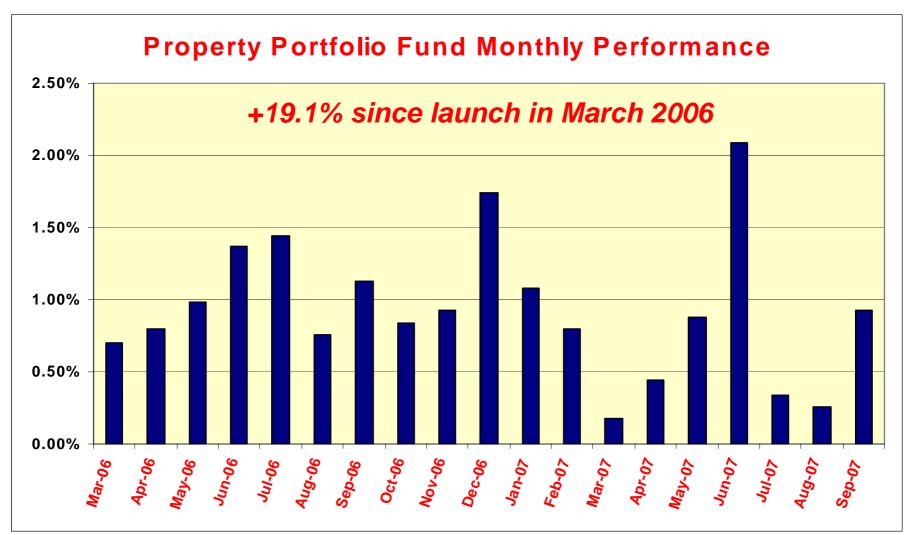
### India China











#### For Financial Advisers only

### Fund Performance Figures

Figures up to the 01/10 /2007

Fund	1 Mth	1 Yr	3 yrs p.a.	5 yrs p.a.	10 yrs p.a.
ILIM Indexed Funds					
Consensus Fund	-0.20%	7.76%	14.44%	13.12%	8.11%
ILIM Actively Managed Funds					
Active Managed Fund	-0.38%	8.49%	14.74%	13.89%	8.02%
Global Opportunities Fund	-0.73%	9.35%	16.40%	15.56%	6.98%
Pension Property Fund	3.94%	16.08%	21.91%	17.01%	18.62%
Property Portfolio Fund	1.13%	13.73%	N/A	N/A	N/A
Fidelity Funds					
Fidelity India China Fund	12.66%	71.10%	N/A	N/A	N/A
Fidelity European Opportunities Fund	2.84%	21.48%	N/A	N/A	N/A
Bloxham Funds					
Bloxham High Yield Fund	-2.89%	2.71%	14.78%	N/A	N/A
Bloxham Contrarian Fund	-5.32%	3.74%	14.07%	N/A	N/A
Bloxham Intrinsic Value Fund	-2.68%	0.22%	10.95%	N/A	N/A
Bloxham					
Logic	-0.66%	N/A	N/A	N/A	N/A
Other Funds					
Indexed Irish Equity Fund	-6.34%	-2.83%	14.92%	18.20%	10.80%
Indexed European Equity Fund	1 44%	16.54%	22.11%	19.52%	8.41%
Indexed North American Equity Fund	-0.20%	5.02%	9.39%	8.25%	4.47%
Indexed Pacific Equity Fund	7.21%	36.43%	28.41%	22.21%	9.20%
Indexed Commodities Fund	5.25%	N/A	N/A	N/A	N/A





# Marketing & Sales Support

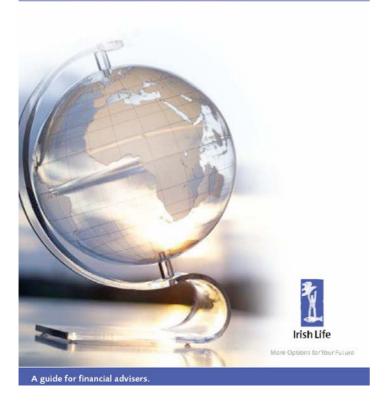


# Pension & Investment Options

Irish Life

#### **Pension & Investment Options**

Irish Life's pension and investment funds at a glance



For Financial Advisers only

Fund Performance Figures

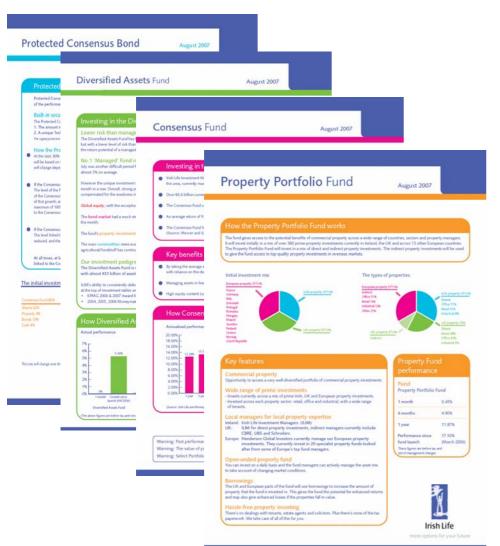
Figures up to the 01/10 /2007

Fund	1 Mth	1 Yr	3 yrs p.a.	5 yrs p.a.	10 yrs p.a.	Annualised growth since launch
ILIM Indexed Funds						
Consensus Fund	-0.20%	7.76%	14,44%	13,12%	8.11%	10.70% (01/1996)
Global Equity Fund	-0.12%	9.60%	16,73%	15.19%	N/A	3.63% (04/2000)
ILIM Actively Managed Funds						
Capital Protection Fund**	0.10%	4,10%	4.28%	3.46%	4.86%	5.82% (01/1997)
Active Managed Fund	-0.38%	8.49%	14.74%	13.89%	8.02%	13.89% (04/1978)
Global Opportunities Fund	-0.73%	9.35%	16,40%	15.56%	6.98%	9.53% (01/1997)
Pension Property Fund	3.94%	16.08%	21.91%	17.01%	18.62%	18.67% (01/1997)
Property Portfolio Fund	1.13%	13.73%	N/A	N/A	N/A	15.12% (03/2006)
Irish Property Fund	1.75%	12.16%	16.72%	N/A	N/A	15.31% (01/2004)
UK Property Fund	-0.87%	7.54%	11.11%	N/A	N/A	12.34% (01/2004)
ILIM Long Bond	-0.41%	-4.02%	3.62%	N/A	N/A	4.46% (02/2004)
Diversified Assets Fund	1.00%	7.85%	N/A	N/A	N/A	7.22% (09/2006)
ILWA Protected						
Protected Consensus Series 1	0.34%	4.73%	N/A	N/A	N/A	3.92% (04/2006)
Protected Consensus Series 2	0.34%	4.93%	N/A	N/A	N/A	4.13% (05/2006)
Protected Consensus Series 3	0.15%	6.26%	N/A	N/A	N/A	10.61% (06/2006)
Protected Consensus Series 4	0.42%	5.49%	N/A	N/A	N/A	8.58% (07/2006)
Fidelity Funds						
Fidelity India China Fund	12.66%	71.10%	N/A	N/A	N/A	55.83% (10/2005)
Fidelity European Opportunities Fund	2.84%	21.48%	N/A	N/A	N/A	24.61% (10/2005)
Fidelity Managed International Fund	3.42%	15.20%	16,98%	11.56%	N/A	-0.07% (05/2001)
Fidelity Portfolio Select Growth Fund	1.24%	13.93%	N/A	N/A	N/A	14.68% (10/2005)
Fidelity Global Property Shares	1.58%	N/A	N/A	N/A	N/A	-11.58% (5/2007)*
Fidelity Global Special Situations Fund	2.35%	N/A	N/A	N/A	N/A	-4.51% (5/2007)*
Bloxham Funds						
Blocham High Yield Fund	-2.89%	2.71%	14.78%	N/A	N/A	16.79% (03/2003)
Bloxham Contrarian Fund	-5.32%	3.74%	14.07%	N/A	N/A	14.36% (03/2003)
Bloxham Intrinsic Value Fund	-2.68%	0.22%	10.95%	N/A	N/A	13.75% (03/2003)
Bluxham						
Logic	-0.66%	N/A	N/A	N/A	N/A	-2.94% (5/2007)*
Perpetual Investments Funds						
PI International Shares Fund	1.13%	4.09%	N/A	N/A	N/A	7.43% (07/2005)

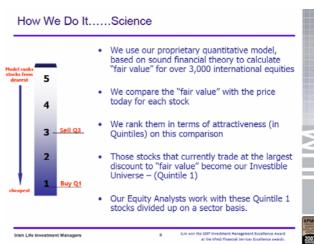
\* Where fund is less than one year old the figures reflect the performance since the fund launch.

\*\* The Capital Protection Fund is the new title for the previously named Guaranteed Fund.

# ILIM Monthly Sales / Marketing

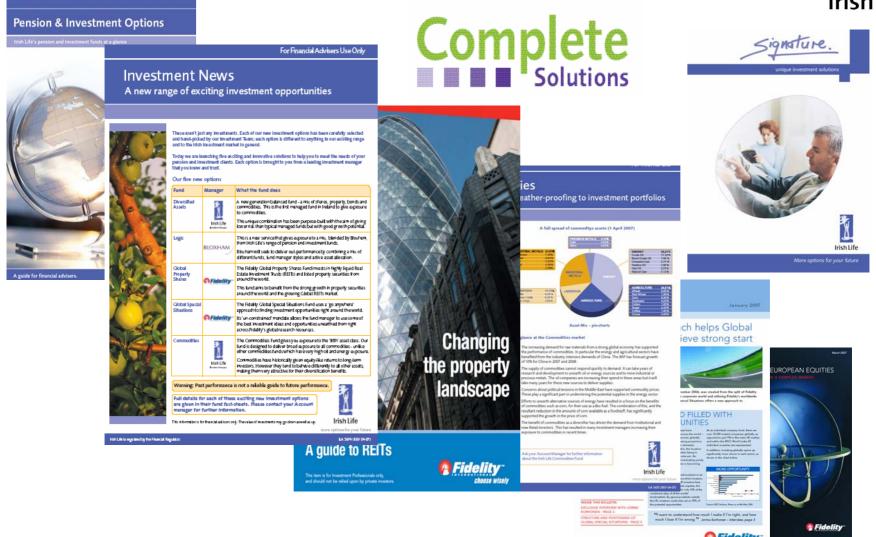






# **Support Material**







#### Particularly when your average return is over 10% a year\*

Steve Davis isn't known for varying his routine. But with 73 professional snooker titles under his belt, he does prove that being predictable can be brilliant – a bit like the Irish Life Corsensus Fund. Consistently among the highest performing funds in Ireland.



the Consensus Fund has given an average return of over 10% a year overthe past 10 years. To find out how you can get more for your money contact your financial advise; drop into your local permanent tsbbranch or contact Irish Life.



# Investment Perspective



### MARKET PEAKS DON'T MATTER





### **UK STOCKMARKET**

+ 14.3% pa



Investing at market high



Investing at market low





Investing on 1st January

Source: Fidelity's research, calculated using MSCI UK total return Index, local currency, on monthly basis 1.1.1973 - 31.12.2005

### THE UK – MISSING THE BEST DAYS MATTERS



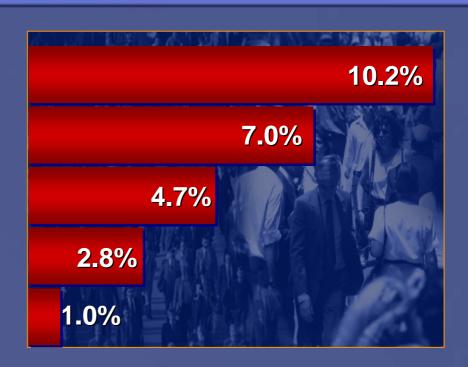
**Fully Invested** 

All minus best 10 days

All minus best 20 days

All minus best 30 days

All minus best 40 days



# Missing the best days can seriously harm performance

Please note past performance is not a guide to future returns

FTSE All Share annualised returns - 28/06/91 to 30/06/06.

Source: Fidelity. Indices in local currency, total returns

Rewarding Investments



### Sir John Templeton was asked...

### When's the best time to invest?

# "When you have money"





# Product Enhancements to Life Cash cover and Life Home Cover

- Hospital Cash Cover and Accident Cash Cover
- Improved children's life and SIC benefits
- Free Accidental death benefit while being underwritten on Life Home & Cash Cover
- Guaranteed payments premiums guaranteed for the chosen term on Life Cash Cover



# The combination of fantastic value, commission flexibility and unrivalled range of investment funds is proving a winner!

To help you even further give unbeatable value to your customers, for the months of October and November, we are increasing our standard allocation rates for both single and regular Complete Solution plans:

	Extra Allocation	Total Allocation
Up to €9,999		100.0%
€10,000 to €19,999	0.5%	100.5%
€20,000 to €29,999	1.0%	101.0%
€30,000 to €39,999	1.5%	101.5%
€40,000	2.0%	102.0%

# Irish Life announces Autumn Special offers in time for Pensions season giving your client more value!



# "A great time to invest with Irish Life"





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- Opinions: Any opinions expressed may be subject to change without notice. We are not soliciting or recommending any action based on this material.
- Past performance is not a reliable guide to future performance. The value of investments may go down as well as up.