

Prudential's PruFund Funds Key Information

For adviser use only - not to be distributed or relied upon by retail clients.

In giving your client advice, you will have carefully considered their financial circumstances, financial needs, priorities and risk profile. These factors will determine what recommendations you make.

The following information sets out key facts about our Prufund funds.

These paragraphs are suitable for UK residents only.

Further details of any of Prudential's PruFund funds or other multi-asset funds are available on request. Please ask your Account Manager or access the following:

FUNDS HOMEPAGE:

<https://www.pruadviser.co.uk/funds/>

PRUFUNDS HOMEPAGE:

<https://www.pruadviser.co.uk/funds/prufund/>

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Prudential – key facts:

- Prudential plc is an international financial services group with significant operations in Asia, the US and the UK. We serve around 26 million insurance customers and have £664billion of assets under management (as at end December 2018).
- The Prudential Group is a global organisation. M&G Investments is the UK and European asset management arm of Prudential plc. Asset allocation strategies for our UK insurance business are constructed by the M&G Prudential Treasury & Investment Office (T&IO), includes the team formerly known as Prudential Portfolio Management Group, they utilise our internal management capabilities as well as access investment management expertise from external managers. This global coverage allows Prudential to have a firm understanding of various local markets and expertise around the world.

Prudential's multi-asset fund management:

The following paragraphs are designed to provide your client with multi-asset investment information on who manages Prudential's PruFund Funds.

M&G Prudential Treasury & Investment Office (T&IO) manage PruFund funds using a team based approach to reach a consensus view. They aim to implement that view on a consistent basis, whilst maintaining an acceptable level of investment risk for each fund.

Multi-asset funds work by spreading money across a number of different types of assets. These can include a number of investment options, such as company shares, fixed interest bonds, cash and property – from both the UK and abroad.

By investing in a number of different assets the fund manager aims to balance the risk that is being taken. So if one asset is falling in value then another may be increasing. Of course there could be times when all the assets in the fund are either rising or falling in value depending on the market conditions at that time.

T&IO are the asset-allocation experts for Prudential in the UK and over many years have made a number of important asset allocation decisions that have contributed to the medium to long term performance of the Prudential With-Profits Fund. Past performance is not a reliable indication of future performance. The overriding priority has always been – and will continue to be – to maintain the financial security of the With-Profits Fund. Within that context they aim to deliver steady performance and monitor and control the different investment portfolios.

T&IO manages over £170bn (as at June 2018) across a growing range of multi-asset investment solutions on behalf of Prudential UK & Europe. The team includes experienced investment professionals with specialist expertise in capital market research, manager research, investment strategy design, liability management, alternative investments and portfolio management.

Prudential's PruFund Funds

Generic Features of the PruFund Funds:

The PruFund funds aim to grow your client's money over the medium to long-term (5 to 10 years or more) whilst protecting them from some of the short term ups and downs of direct stockmarket investments by using an established smoothing process. This means that while they won't benefit from the full upside of any potential stockmarket rises they won't suffer from the full effects of any downfalls either.

PruFund funds are invested in the Prudential With-Profits Fund, which is one of the largest in the UK, it is worth approximately £81.9 billion (30 September 2018), which means it has great buying power. However there are differences in their mix of assets, objectives, and how they deliver returns to investors.

PruFund funds are multi asset funds which means your client gains access to a wide range of assets, across different asset types and countries. This allows them to spread the risk of investment.

The diversification of the PruFund funds aims to balance the performance of the various different assets, your client's eggs aren't all in one basket. In essence this diversification aims to offset poor performance in one asset type by good performance in another.

The following italicised paragraphs need to all be used together to give your client a full understanding of the Fund they are, or would be invested in.

- *UK and global exposure to investments with holdings in a number of different types of assets (including company shares, fixed income bonds, property and cash) offering excellent diversification.*
- *Offers investment in a globally diversified multi-billion pound fund. PruFund funds invest in Prudential's With-Profits Fund. The returns on these funds will differ from the returns on the With-Profits Fund due to the established smoothing process used and differences in the asset mix and the fund objectives.*
- *PruFunds offer an established smoothing process which is designed to help protect an investment from some of the daily ups and downs your client might associate with a direct investment.*

The process which uses Expected Growth Rates (EGR's), and where required, Unit Price Adjustments, to deliver smoothed returns, and aims to provide protection from the extreme short-term ups and downs of direct stockmarket investment.

Prudential set EGRs ; these are the annualised rates your client's investment would normally grow at. The EGRs reflect our view of how we think each PruFund fund will perform over the long-term (up to 15 years). Each PruFund fund has its own EGRs and your client's investments into a PruFund will normally grow daily by the relevant EGRs. Although we take a long-term view, we do review the rates every three months to allow for any changes, which may mean a change in EGR on a quarterly basis, up or down.

Points your client should be aware of:

- In certain circumstances, the smoothing process may be temporarily suspended in order to protect the With-Profits Fund and the clients invested in it. This can happen independently for each fund in the PruFund Range of Funds.

Note for Users:

Please refer to Your With-Profits Plan – A guide to how we manage PruFund (document reference WPG0031 for more information).

PruFund Funds

There are a range of PruFund funds designed to suit different attitudes to risk and reward. They are designed for those wishing to invest for 5 to 10 years or more. There are the five Risk Managed PruFund funds and also the PruFund Growth and Cautious funds, the latter two include some guarantee options (at an additional charge).

The value of an investment can go down as well as up and the value in the future may be less than the amount your client invested. For the range of PruFund funds, what your client receives will depend on the value of the underlying investments, the Expected Growth Rates as set by the Prudential Directors, our charges, the smoothing process, if there is a guarantee and when your client takes their money out. The capital guarantee, if applicable, is applied at the end of the guarantee term specified in your client's personal illustration document.

The guarantees we provide are backed by the Prudential Assurance Company Limited (PAC) With-Profits Fund. We do not use a third party to back our guarantees.

Objectives for Life and Pension Funds:

Prudential PruFund Cautious

The fund aims for steady and consistent growth through a cautious approach to investing. The fund currently invests around 75% in a well-diversified portfolio of fixed interest securities and holdings of cash and money market instruments. The balance is invested in UK and international shares, property and alternative assets.

Prudential PruFund Growth

The fund aims to maximise growth over the medium to long-term by investing in shares, property, fixed interest and other investments. The fund currently invests in UK and international equities, property, fixed interest securities, index-linked securities and other specialist investments.

PruFund Protected Funds

There are optional guarantees which are offered on the PruFund Cautious Fund and the PruFund Growth Fund for an additional charge. These are called PruFund Protected funds. If your client selects a PruFund Protected fund, they will be able to choose from a range of guarantee terms. This provides a guarantee that their investment will be worth at least a minimum amount at the end of the guarantee term. The choice of guarantee terms available may be different for each fund. Of course, we can't offer this guarantee for free – it comes with a charge that is payable throughout the term of the guarantee.

For information on the Guaranteed Fund Value and terms available please see PruFund Range of Funds Guarantee options (INVS11470) and relevant key features documents.

Risk Managed PruFunds

The Risk Managed PruFunds can spread your client's money over a range of different assets; they use our PruFund established smoothing process and, as we offer five, give your client and you as an adviser a choice of funds that target different levels of volatility and therefore potential return for your client's investment.

Objectives for Life and Pension Funds

Prudential PruFund Risk Managed 1

The Prudential PruFund Risk Managed 1 fund aims to achieve long-term total return (the combination of income and growth of capital). The fund is actively managed and aims to limit the fluctuations ('volatility') your investment experiences, after allowing for smoothing, to 9% over the medium to long term.

There is no guarantee that the Fund will achieve its objective of managing the volatility to the target level.

Prudential PruFund Risk Managed 2

The Prudential PruFund Risk Managed 2 fund aims to achieve long-term total return (the combination of income and growth of capital). The fund is actively managed and aims to limit the fluctuations ('volatility') your investment experiences, after allowing for smoothing, to 10% over the medium to long term.

There is no guarantee that the Fund will achieve its objective of managing the volatility to the target level.

Prudential PruFund Risk Managed 3

The Prudential PruFund Risk Managed 3 fund aims to achieve long-term total return (the combination of income and growth of capital). The fund is actively managed and aims to limit the fluctuations ('volatility') your investment experiences, after allowing for smoothing, to 12% over the medium to long term.

There is no guarantee that the Fund will achieve its objective of managing the volatility to the target level.

Prudential PruFund Risk Managed 4

The Prudential PruFund Risk Managed 4 fund aims to achieve long-term total return (the combination of income and growth of capital). The fund is actively managed and aims to limit the fluctuations ('volatility') your investment experiences, after allowing for smoothing, to 14.5% over the medium to long term.

There is no guarantee that the Fund will achieve its objective of managing the volatility to the target level.

Prudential PruFund Risk Managed 5

The Prudential PruFund Risk Managed 5 fund aims to achieve long-term total return (the combination of income and growth of capital). The fund is actively managed and aims to limit the fluctuations ('volatility') your investment experiences, after allowing for smoothing, to 17% over the medium to long term.

There is no guarantee that the Fund will achieve its objective of managing the volatility to the target level.

Current factsheets:

Funds Library Tool

<http://www.fundslibrary.co.uk/FundsLibrary.BranDEDTools/Pru/FundCentral/Life>

PruFunds homepage

<https://www.pruadviser.co.uk/funds/prufund/>

Fund Literature homepage

<https://www.pruadviser.co.uk/knowledge-literature/>

Considerations of Risks:

The following are some of the generic risk considerations for different types of assets. These relate to the general types of assets that the PruFund fund(s) may hold. Details of the current fund asset allocations can be found on <http://www.fundslibrary.co.uk/FundsLibrary.BrandedTools/Pru/FundCentral>

Different funds invest in different types of assets. Generally, the higher the potential returns, the higher the risk. Some funds may invest in more than one asset type to try and reduce the risk of losing money. This means that an investor is not relying on the performance of an individual asset or assets of the same type. This investment approach is known as diversification.

Equities

Equities are commonly known as “shares”. When a fund buys a company share, it is investing in a company and, in exchange, receives a share of the ownership of that company. Shares give two potential investment benefits:

- > share prices may increase as the value of the company increases
- > companies pay dividends – regular payments made to shareholders based on how well the company is doing.

Over the longer-term, equities are considered by many investment experts to offer greater growth potential than many other asset types. But over the short term, the value of equities can go up and down a lot. Funds investing in equities tend to carry a higher risk of capital loss than funds investing in fixed interest securities or money market investments (see below). The financial results of other companies and general stock market and economic conditions can all affect a company’s share price, and consequently the value of any fund investing in that company.

Fixed Interest and Index-Linked Securities

Fixed interest securities, more commonly known as “bonds”, are loans issued by companies or by governments in order to raise money. Bonds issued by companies are called Corporate Bonds, those issued by the UK government are often called Gilts or UK Government bonds and those issued by the US government are called Treasury Bonds. In effect all bonds are IOUs that promise to pay you a sum on a specified date and pay a fixed rate of interest along the way. Index-linked securities are similar but the payments out are normally increased by a price index e.g. for UK government index-linked securities, payments out are increased in line with the UK Retail Price Index.

On the whole, investing in bonds is seen as lower-risk than investing in equities. But with corporate bonds there is a risk that the company may not be able to repay its loan or that it may default on its interest payments. The risks related to investing in bonds can be reduced if your client invests through a bond fund. Where a fund manager selects a range of bonds, your client is less reliant on the performance of any one company or government. If bond income generated is reinvested by the fund, bond funds can be used to provide attractive levels of growth. However, there is a risk your client might not get back the amount they invested and the income they receive is neither fixed nor guaranteed.

Corporate and Government bonds are sensitive to interest rate trends. An increase in interest rates is likely to reduce their value, and hence the value of any fund investing in them.

Commercial Property

Commercial property investment generally means the fund is sharing in the returns from the ownership of some buildings (for example, offices and shopping centres). The value of the property may increase and tenants may pay rent to the owners of the building.

However, commercial properties can be difficult to buy and sell quickly. Fund managers may have to delay withdrawal of money by customers from a property fund until they can sell some of the buildings the fund invests in.

The actual value of a property is what someone is prepared to pay for it – an actual sale value. As sales are infrequent, interim valuations are based on a valuer's opinion and may be revised up or down from time to time. This can affect the value of a fund invested in commercial property, with the value possibly fluctuating significantly.

This leads to a number of risks for funds investing in property:

- > Cash could remain uninvested as property assets can be difficult to buy, leading to lower returns than expected.
- > The value of the fund may be reduced if a large number of withdrawals are requested and it is necessary for properties to be sold at reduced prices.
- > There may be delays removing your client's money from the fund if property cannot be sold.
- > Property fund valuations may be revised periodically, upwards or downwards.
- > Rental income is not guaranteed. Defaulted rent and unoccupied properties could reduce returns.
- > If the size of the fund falls significantly, the fund may have to hold fewer properties, and this reduced diversification may lead to an increase in risk.

Currency Risk and Overseas Investments

Overseas investments allow your client to take advantage of the growth potential of markets outside of the UK, but currency changes can affect the value of overseas investments. Because the value of overseas investments is converted from local currency into pounds (Sterling), the Sterling value can fall if the local currency weakens against Sterling, independent of the performance of the asset itself.

Smaller Companies and Developing Markets

In comparison to larger companies, shares of smaller companies may be harder to trade and short-term performance may be more volatile. There may also be more chance the companies will become insolvent. Funds which invest in small companies can have volatile returns and a greater risk of capital loss. Some investments are in markets which are less developed than the UK market. In such markets, the ability to trade, and the safe keeping of assets on behalf of the fund, and especially regulation may all be poorer than in well developed markets. This means increased risk for your client's investment.

Alternative Investments

Alternative Investments includes non-traditional, complex or specialist investments. Examples include hedge funds, private equity and complex derivative based strategies. Alternative investments can be less liquid than traditional assets.

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