

## Pension funds as at 31 December 2009

The table contains information on the current range of Lincoln's pension funds. Please see the footnote 'Sources' overleaf for the basis of the figures. As the growth figures do not reflect individual plan charges<sup>5</sup> or the date on which you invested, they are unlikely to show the exact return of your Lincoln plan. For this reason, please use this table only as a guide to fund performance and not to determine the value of your plan. Also keep in mind **that past performance should not be taken as a guide to how an investment will perform in the future.**

Daily unit prices for all Lincoln Pension and Life funds can be found on [www.lincolnuk.co.uk](http://www.lincolnuk.co.uk).

### Do use this table to identify:

- into which risk category each fund falls
- the types of investments in each fund
- the fund manager
- the performance of a current fund over the stated time periods
- the growth trend between funds.

### Do not use this table to identify:

- the exact performance of your Lincoln plan
- the full range of current Lincoln fund offerings
- which fund will necessarily perform best in the future.

<sup>1</sup>Information on the formal objectives of each fund is available on request. <sup>2</sup>Mondrian Investment Partners has been the appointed manager of this fund since 9 December 2002. <sup>3</sup>Figures shown are for non guaranteed rates. Some clients may have a guaranteed rate, which may result in actual performance figures greater than those shown. <sup>4</sup>Property can be difficult to sell and in exceptional circumstances Lincoln reserves the right to delay property fund sale transactions for up to six months. Also, the value of property is generally a matter of a valuer's opinion rather than fact. <sup>5</sup>Your plan charges may depend upon a number of factors including your age, term of contract, the benefit options you select (eg life cover, waiver of premium) and administrative options you exercise (eg number of fund switches in a year). This variance from customer to customer means that individual plan charges cannot be reflected in growth figures.

	Fund name	Discrete performance (%) for the one year period to:				
		31.12.09	31.12.08	31.12.07	29.12.06	30.12.05
Secure	Money	0.4	4.6	5.0	4.0	4.0
Secure	Unitised With Profits <sup>3</sup>	3.2	1.0	1.0	1.0	1.0
Cautious	Cautious Managed	13.9	-11.5	5.1	7.5	10.9
Cautious	Index Linked Gilt	6.2	4.8	6.4	1.5	6.2
Cautious	Property <sup>4</sup>	-6.0	-16.2	5.4	14.5	14.0
Cautious	UK Fixed Interest	7.1	-5.6	2.8	-1.1	5.1
Balanced	UK Equity Growth	27.4	-27.7	6.3	17.8	15.6
Balanced	UK Equity Income	20.2	-26.5	1.8	18.1	15.5
Balanced	Balanced Managed	20.0	-19.6	6.4	11.2	16.5
Balanced	Framlington	24.9	-26.1	5.7	8.6	20.2
Balanced	Schroders	23.1	-18.4	5.0	10.5	18.7
Balanced	Select Managed	23.4	-22.1	3.7	8.0	21.6
Aggressive	Aggressive Managed	23.1	-22.5	7.2	12.4	18.3
Aggressive	Emerging Markets	50.9	-25.9	24.6	11.3	40.7
Aggressive	European	13.8	-26.5	12.6	16.6	21.6
Aggressive	Far East	48.9	-20.9	19.6	7.6	25.7
Aggressive	Green	17.2	-24.7	13.2	25.1	18.6
Aggressive	International	19.5	-20.4	7.4	5.2	20.4
Aggressive	Japan	-8.2	-2.4	-11.6	-9.6	36.5
Aggressive	Perpetual	23.1	-21.1	4.1	9.0	17.7
Aggressive	North American	15.4	-14.8	2.3	-2.3	14.0
Aggressive	UK Capital Growth	39.0	-34.9	-7.1	30.1	17.0

Invests in <sup>1</sup>	Fund manager	Launch date	Fund size £m	Average annual % growth	
				3 years	5 years
Money on deposit	LIM	01.11.77	29.2	3.3	3.6
Fixed interest and equities	LIM	31.12.93	42.2	1.7	1.4
UK and international equities, bonds and property	GSAM	25.02.87	35.9	1.9	4.8
UK index linked gilts	GSAM	15.03.82	11.9	5.8	5.0
Commercial property	CPL	01.11.77	71.7	-6.0	1.6
UK gilts and corporate bonds	GSAM	01.01.83	165.8	1.3	1.6
UK equities	GSAM	31.12.82	809.6	-0.7	5.9
UK equities	MIP <sup>2</sup>	01.07.82	71.0	-3.5	4.2
UK and international equities, bonds and property	GSAM	01.11.77	1279.0	0.9	5.9
UK and international equities and bonds	AF	23.08.93	6.0	-0.8	5.0
UK and international equities, bonds and property	SIM	31.12.82	451.3	1.8	6.7
Portfolio of collective investment schemes and fixed interest securities	FQ	12.07.99	9.0	-0.1	5.5
UK and international equities	GSAM	25.02.87	146.6	0.7	6.3
Equities in emerging market economies	MIP	01.07.97	66.0	11.7	16.9
European equities excluding the UK	GSAM	21.05.86	114.2	-2.0	6.0
Far Eastern equities excluding Japan	MIP	01.10.83	145.3	12.1	13.7
UK and international equities with socially responsible policies	JAM	26.06.92	26.3	-0.0	8.2
International equities	GSAM	21.05.86	46.3	0.7	5.3
Japanese equities	GSAM	21.05.86	44.5	-7.5	-0.5
International equities	IP	06.11.92	109.8	0.4	5.3
North American equities	DIA	01.09.78	194.9	0.2	2.3
UK equities excluding FTSE 100	GSAM	27.04.88	15.2	-5.6	5.1

### Fund Managers:

**CPL** - Castlemere Properties Ltd  
**DIA** - Delaware Investment Advisers

**AF** - AXA Framlington  
**GSAM** - Goldman Sachs Asset Management  
**FQ** - FundQuest

**IP** - Invesco Perpetual  
**JAM** - Jupiter Asset Management  
**LIM** - Lincoln Investment Management

**MIP** - Mondrian Investment Partners (formerly known as Delaware International Advisers)  
**SIM** - Schroders Investment Management

## About Lincoln Financial Group in the UK

On 1 October 2009 the UK operations of the Lincoln National Corporation became part of Sun Life Financial of Canada. This is a great opportunity and highly complementary to both businesses.

The change of identity will happen gradually over the following six months, so Lincoln customers and advisers may still see the Lincoln name on some documentation during that period.

Apart from the new name, Lincoln customers should notice little change and can look forward to the same high standards of service and quality products from Sun Life Financial of Canada as they received from Lincoln.

Sun Life Financial of Canada is well established in the UK and is part of the global Sun Life Financial of Canada group.

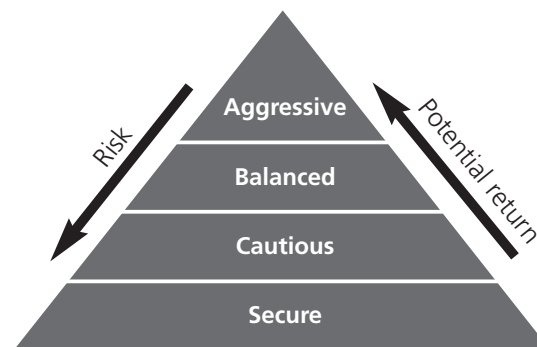
Sun Life Financial of Canada is focused on providing high quality customer service and fair investment returns for our customers in the U.K., a commitment that dates back to 1893. Sun Life Financial of Canada has £10.6 billion funds under management in the UK with 1.1 million plans in force (represents the combined businesses as at 31 December 2008).

For more information, please visit [www.sunlifefinancialofcanada.co.uk](http://www.sunlifefinancialofcanada.co.uk)

Below are details on major stock market index levels and high street interest rates. These will help you view fund performance in context with overall industry and market sector performance. Please note that not all funds may be available under your plan. **Contact Customer Services on 0800 282 621 for more information.**

### Risk vs return

On the risk/return pyramid, funds categorised as aggressive have the highest degree of risk and the highest potential for return. Moving down the pyramid, balanced funds have less risk and less return potential than aggressive funds, cautious funds have less risk and less return potential than balanced funds, and secure funds have the lowest degree of risk and return potential.



### Financial market indices as at 31 December 2009

	Level	Average annual % growth				
		31.12.09	30.12.08	31.12.07	31.12.06	31.12.05
UK - FTSE 100 Index	5412.88	22.1	-30.9	1.7	12.3	16.6
UK - FTSE All Share	2760.80	25.0	-32.4	0.1	14.7	18.0
S&P 500 (Composite)	1115.10	11.4	-23.2	23.8	20.9	22.0
US NASDAQ Composite	2269.15	29.9	-25.6	31.1	16.9	20.1
FT S&P Europe (Ex UK)	373.74	4.1	-10.2	35.6	24.9	43.9
MSCI Asia Pacific (Ex Japan)	416.54	52.0	-42.1	58.5	39.3	39.4
Japan Topix	907.59	-4.7	-28.4	6.5	8.5	70.3
UK Retail Price Index	216.60	1.7	0.9	4.0	4.4	2.7

**Bank base rate 0.50%**

**Each of Lincoln's funds is classified into one of the following categories:**

**Secure funds** invest primarily in cash deposits and other money market instruments. These funds are designed to protect against loss to your original investment. They are most appropriate for those who need to keep some or all of their money in a very stable investment.

Note that no fund guarantees your initial investment. Unit prices may rise or fall and will affect the value of your investment.

**Cautious funds** invest a greater proportion in fixed-interest securities. These funds are best suited to those with fewer years to remain invested or whose financial situation and temperament cannot tolerate much variation in performance.

**Balanced funds** may invest in UK and overseas equities, fixed-interest securities (government and corporate bonds) and property. They seek to achieve a balance between the need to preserve your original investment and your need for growth and/or income. These funds are more appropriate for those who can remain invested in them for at least five years and whose financial situation and temperament can tolerate some swings in performance.

**Aggressive funds** seek capital growth and invest mainly in equities (stocks/shares) in the UK and overseas. These funds are more appropriate for those who can remain invested in them long term (10 or more years) and whose financial situation and temperament can tolerate wider fluctuations in performance.

Sources: Lincoln Investment Management, Lipper. Growth figures shown are calculated on a bid to bid basis net income reinvested. 'Bid' is the price you receive when selling units. All figures reflect annual management charges and assume a lump sum investment. Annual management charges include the costs to administer and manage the investment fund, but not individual plan charges.

Unit values can fall as well as rise and are not guaranteed except where specifically stated. Full written details of Lincoln's products are available on request. Where applicable, exchange rates may also cause the value of underlying overseas investments to go down or up. Tax laws and HM Revenue & Customs practice may change without advance warning. Tax benefits of investments depend upon individual circumstances.

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