



Why an Income Choice Annuity means now could still be a good time to retire...

1. You can benefit if markets recover

The current financial conditions may well make you think your only option is to delay retiring until markets recover. With an Income Choice Annuity however, your income is linked to the performance of our With-Profits Fund which is partly invested in the stockmarket – this gives potential for your pension income to increase if markets recover.

2. You can avoid locking in any loss in the value of your pension fund

Like many people you may have found your pension fund has dropped in value as a result of recent stockmarket falls. Buying a level conventional annuity would mean you fix your income for the rest of your life based on current market conditions, so you have no potential to recover any losses in your pension fund. The Income Choice Annuity is linked to the performance of our With-Profits Fund which is partly invested in the stockmarket, so you avoid locking in any loss as your income still has potential to grow.

3. The security of an underlying guarantee

With an Income Choice Annuity you can relax knowing that we guarantee never to pay you less than a minimum amount. We call this amount your "Secure Level". What's more this minimum amount can increase in the future.

4. You can choose your starting income to suit your needs...perhaps to pay less tax

You can normally decide how much starting income you want to take from within a set range. For example, you might want to take a lower income from your annuity in the early years to ensure your total income – while you continue to work – remains below the basic rate tax threshold.

5. You're in control

You can normally change your income once every two years.

6. A name you can trust

In uncertain times it is reassuring to know that we are financially very strong with over £290 billion funds under management as at 31 December 2009 and an AA rating from Standard & Poors, one of the strongest ratings given in the UK. We've been around for over 160 years and have approximately 25 million customers worldwide. We're also the number 1 provider of annuities in the UK*.

Please refer to the Income Choice Annuity Key Features Document for full details. If you need further information or would like advice please contact your Financial Adviser. You may be charged for any advice given.

*Published new business figures for annuities for the calendar year 2009.