

### Final Bonuses / MVRs applicable from 2nd August 2011

It should be noted that these Final Bonus rates and Market Value Reductions and any policy value quotations based upon them are not guaranteed and may be changed at any time without prior notice. Products purchased after 31 July 2001 are underwritten by Scottish Mutual International, and these Final Bonus rates vary according to the month in which the units were purchased. Market Value Reductions are reviewed monthly.

| SMI Unitised With-Profits |                     |                         |
|---------------------------|---------------------|-------------------------|
| Units Purchased In        | Pensions (Series 3) | Non-Pensions (Series 4) |
| August 2001               | -9%                 | -6%                     |
| September 2001            | -4%                 | 2%                      |
| October 2001              | -7%                 | -4%                     |
| November 2001             | -9%                 | -6%                     |
| December 2001             | -9%                 | -6%                     |
| January 2002              | -9%                 | -6%                     |
| February 2002             | -8%                 | -5%                     |
| March 2002                | -9%                 | -6%                     |
| April 2002                | -6%                 | -3%                     |
| May 2002                  | -4%                 | 2%                      |
| June 2002                 | 3%                  | 6%                      |
| July 2002                 | 9%                  | 12%                     |
| August 2002               | 9%                  | 12%                     |
| September 2002            | 15%                 | 17%                     |
| October 2002              | 13%                 | 16%                     |
| November 2002             | 12%                 | 15%                     |
| December 2002             | 16%                 | 18%                     |
| January 2003              | 19%                 | 21%                     |
| February 2003             | 19%                 | 22%                     |
| March 2003                | 20%                 | 22%                     |
| April 2003                | 17%                 | 19%                     |
| May 2003                  | 16%                 | 19%                     |
| June 2003                 | 15%                 | 17%                     |
| July 2003                 | 14%                 | 16%                     |
| August 2003               | 12%                 | 15%                     |
| September 2003            | 15%                 | 18%                     |
| October 2003              | 14%                 | 16%                     |
| November 2003             | 14%                 | 16%                     |
| December 2003             | 14%                 | 16%                     |
| January 2004              | 12%                 | 14%                     |
| February 2004             | 11%                 | 13%                     |
| March 2004                | 12%                 | 14%                     |
| April 2004                | 12%                 | 14%                     |
| May 2004                  | 13%                 | 15%                     |
| June 2004                 | 12%                 | 14%                     |
| July 2004                 | 13%                 | 15%                     |
| August 2004               | 12%                 | 14%                     |
| September 2004            | 12%                 | 14%                     |
| October 2004              | 12%                 | 14%                     |
| November 2004             | 11%                 | 13%                     |
| December 2004             | 11%                 | 13%                     |
| January 2005              | 10%                 | 12%                     |
| February 2005             | 9%                  | 11%                     |
| March 2005                | 9%                  | 11%                     |
| April 2005                | 10%                 | 12%                     |
| May 2005                  | 7%                  | 8%                      |
| June 2005                 | 5%                  | 7%                      |
| July 2005                 | 3%                  | 5%                      |
| August 2005               | 3%                  | 5%                      |
| September 2005            | 2%                  | 4%                      |
| October 2005              | 5%                  | 6%                      |
| November 2005             | 3%                  | 4%                      |
| December 2005             | 1%                  | 3%                      |
| January 2006              | -2%                 | 2%                      |
| February 2006             | -3%                 | 1%                      |
| March 2006                | -3%                 | 1%                      |
| April 2006                | -3%                 | 1%                      |
| May 2006                  | 3%                  | 4%                      |
| June 2006                 | 3%                  | 4%                      |
| July 2006                 | 2%                  | 3%                      |
| August 2006               | -2%                 | 2%                      |
| September 2006            | -3%                 | 1%                      |
| October 2006              | -4%                 | -3%                     |
| November 2006             | -4%                 | -2%                     |
| December 2006             | -5%                 | -4%                     |

| SMI Unitised With-Profits |                     |                         |
|---------------------------|---------------------|-------------------------|
| Units Purchased In        | Pensions (Series 3) | Non-Pensions (Series 4) |
| January 2007              | -6%                 | -4%                     |
| February 2007             | -4%                 | -3%                     |
| March 2007                | -4%                 | -3%                     |
| April 2007                | -6%                 | -5%                     |
| May 2007                  | -8%                 | -7%                     |
| June 2007                 | -7%                 | -6%                     |
| July 2007                 | -5%                 | -4%                     |
| August 2007               | -6%                 | -4%                     |
| September 2007            | -6%                 | -5%                     |
| October 2007              | -7%                 | -6%                     |
| November 2007             | -6%                 | -5%                     |
| December 2007             | -6%                 | -5%                     |
| January 2008              | 2%                  | 3%                      |
| February 2008             | 3%                  | 4%                      |
| March 2008                | 5%                  | 6%                      |
| April 2008                | 3%                  | 4%                      |
| May 2008                  | 3%                  | 4%                      |
| June 2008                 | 10%                 | 11%                     |
| July 2008                 | 9%                  | 10%                     |
| August 2008               | 8%                  | 9%                      |
| September 2008            | 13%                 | 13%                     |
| October 2008              | 21%                 | 21%                     |
| November 2008             | 23%                 | 24%                     |
| December 2008             | 23%                 | 23%                     |
| January 2009              | 25%                 | 26%                     |
| February 2009             | 32%                 | 33%                     |
| March 2009                | 30%                 | 30%                     |
| April 2009                | 21%                 | 21%                     |
| May 2009                  | 18%                 | 19%                     |
| June 2009                 | 19%                 | 20%                     |
| July 2009                 | 14%                 | 15%                     |
| August 2009               | 12%                 | 13%                     |
| September 2009            | 10%                 | 11%                     |
| October 2009              | 11%                 | 11%                     |
| November 2009             | 10%                 | 10%                     |
| December 2009             | 7%                  | 8%                      |
| January 2010              | 10%                 | 10%                     |
| February 2010             | 10%                 | 10%                     |
| March 2010                | 6%                  | 6%                      |
| April 2010                | 6%                  | 6%                      |
| May 2010                  | 9%                  | 9%                      |
| June 2010                 | 10%                 | 10%                     |
| July 2010                 | 7%                  | 8%                      |
| August 2010               | 7%                  | 7%                      |
| September 2010            | 6%                  | 6%                      |
| October 2010              | 5%                  | 5%                      |
| November 2010             | 5%                  | 5%                      |
| December 2010             | 1%                  | 1%                      |
| January 2011              | -2%                 | -2%                     |
| February 2011             | -3%                 | -3%                     |
| March 2011                | 1%                  | 1%                      |
| April 2011                | -3%                 | -2%                     |
| May 2011                  | -3%                 | -3%                     |
| June 2011                 | -2%                 | -2%                     |

A Market Value Reduction / Final Bonus of 0% applies to units purchased after June 2011

| PLL Conventional With-Profits Terminal Bonuses |                               |                                   |                                  |                                 |                                |
|--|-------------------------------|-----------------------------------|----------------------------------|---------------------------------|--------------------------------|
| Commencement Year                              | Life RP (Endowment Assurance) | Pensions E-Type (Regular Premium) | Pensions E-Type (Single Premium) | Pensions SEDA (Regular Premium) | Pensions SEDA (Single Premium) |
| 2010   | 3% (3%)                       | 0% (0%)                           | 5% (8%)                          | 0% (0%)                         | 29% (37%)                      |
| 2009   | 5% (5%)                       | 0% (3%)                           | 13% (16%)                        | 19% (25%)                       | 37% (30%)                      |
| 2008   | 8% (8%)                       | 11% (14%)                         | 5% (8%)                          | 35% (29%)                       | 23% (17%)                      |
| 2007   | 10% (10%)                     | 13% (16%)                         | 0% (0%)                          | 39% (32%)                       | 5% (9%)                        |
| 2006   | 13% (13%)                     | 16% (19%)                         | 0% (2%)                          | 41% (36%)                       | 25% (19%)                      |
| 2005   | 15% (16%)                     | 16% (20%)                         | 6% (16%)                         | 46% (43%)                       | 25% (22%)                      |
| 2004   | 18% (18%)                     | 22% (25%)                         | 21% (24%)                        | 52% (52%)                       | 32% (37%)                      |
| 2003   | 20% (21%)                     | 30% (33%)                         | 24% (27%)                        | 60% (61%)                       | 34% (47%)                      |
| 2002   | 23% (23%)                     | 38% (42%)                         | 21% (25%)                        | 70% (68%)                       | 34% (27%)                      |
| 2001   | 25% (26%)                     | 23% (26%)                         | 0% (0%)                          | 50% (46%)                       | 0% (0%)                        |
| 2000   | 25% (25%)                     | 22% (25%)                         | 0% (0%)                          | 48% (56%)                       | 0% (0%)                        |
| Dec 1999                                       | 24% (25%)                     | 19% (22%)                         | 0% (0%)                          | 5% (0%)                         | 8% (11%)                       |
| 1999   | 24% (25%)                     | 19% (22%)                         | 0% (0%)                          | 0% (0%)                         | 0% (0%)                        |
| 1998   | 23% (24%)                     | 19% (22%)                         | 8% (18%)                         | 0% (0%)                         | 0% (0%)                        |
| 1997   | 23% (23%)                     | 18% (21%)                         | 32% (45%)                        | 0% (0%)                         | 0% (0%)                        |
| 1996   | 22% (22%)                     | 19% (22%)                         | 45% (59%)                        | 0% (0%)                         | 0% (0%)                        |
| 1995   | 22% (24%)                     | 16% (24%)                         | 53% (58%)                        | 0% (0%)                         | 0% (4%)                        |
| 1994   | 23% (25%)                     | 21% (31%)                         | 67% (83%)                        | 0% (0%)                         | 3% (8%)                        |
| 1993   | 23% (26%)                     | 27% (36%)                         | 87% (105%)                       | 0% (0%)                         | 16% (27%)                      |
| 1992   | 23% (28%)                     | 30% (42%)                         | 95% (92%)                        | 0% (0%)                         | 27% (27%)                      |
| 1991   | 24% (29%)                     | 35% (47%)                         | 84% (75%)                        | 0% (0%)                         | 17% (11%)                      |
| 1990   | 26% (30%)                     | 40% (48%)                         | 61% (66%)                        | 0% (0%)                         | 0% (6%)                        |
| 1989   | 28% (32%)                     | 40% (47%)                         | 61% (77%)                        | 0% (0%)                         | 0% (0%)                        |
| 1988   | 30% (33%)                     | 40% (48%)                         | 70% (84%)                        | 0% (0%)                         | 11% (21%)                      |
| 1987   | 32% (34%)                     | 40% (49%)                         | 77% (93%)                        | 0% (0%)                         | 32% (32%)                      |
| 1986   | 34% (36%)                     | 44% (53%)                         | 86% (103%)                       | 0% (0%)                         | 28% (22%)                      |
| 1985   | 37% (40%)                     | 31% (41%)                         | 74% (79%)                        | 0% (0%)                         | 4% (14%)                       |
| 1984   | 39% (45%)                     | 35% (39%)                         | 67% (82%)                        | 0% (0%)                         | 2% (4%)                        |
| 1983   | 42% (50%)                     | 32% (36%)                         | 108% (128%)                      | 0% (0%)                         | 12% (16%)                      |
| 1982   | 44% (54%)                     | 28% (40%)                         | 70% (74%)                        | 0% (0%)                         | 28% (38%)                      |
| 1981   | 47% (59%)                     | 33% (42%)                         | 54% (57%)                        | 0% (0%)                         | 27% (36%)                      |
| 1980   | 54% (64%)                     | 44% (58%)                         | 79% (96%)                        | 0% (0%)                         | 24% (18%)                      |
| 1979   | 61% (69%)                     | 47% (53%)                         | 68% (73%)                        | 0% (5%)                         | 11% (16%)                      |
| 1978   | 68% (73%)                     | 49% (51%)                         | 83% (98%)                        | 2% (12%)                        | 16% (10%)                      |
| 1977   | 75% (78%)                     | 26% (31%)                         | 158% (175%)                      | 4% (14%)                        | 16% (10%)                      |
| 1976   | 82% (83%)                     | 0% (0%)                           | 218% (226%)                      | 8% (18%)                        | 41% (37%)                      |
| 1975   | 92% (93%)                     | 0% (0%)                           | 258% (268%)                      | 9% (19%)                        | 55% (48%)                      |
| 1974   | 102% (103%)                   | 21% (25%)                         | 267% (277%)                      | 17% (28%)                       | 86% (85%)                      |
| 1973   | 112% (113%)                   | 37% (42%)                         | 267% (277%)                      | 10% (20%)                       | 53% (46%)                      |
| 1972   | 122% (123%)                   | 37% (42%)                         | 267% (277%)                      | 16% (27%)                       | 53% (56%)                      |
| 1971   | 131% (133%)                   | 37% (42%)                         | 267% (277%)                      | 17% (28%)                       | 71% (87%)                      |
| 1970   | 131% (136%)                   | 37% (42%)                         | 267% (277%)                      | 38% (51%)                       | 139% (127%)                    |
| 1969   | 130% (138%)                   | 37% (42%)                         | 267% (277%)                      | 45% (56%)                       | 118% (139%)                    |
| 1968   | 130% (140%)                   | 37% (42%)                         | 267% (277%)                      | 49% (63%)                       | 118% (113%)                    |
| 1967   | 129% (142%)                   | 37% (42%)                         | 267% (277%)                      | 60% (75%)                       | 116% (111%)                    |
| 1966   | 129% (145%)                   | 37% (42%)                         | 267% (277%)                      | 75% (80%)                       | 215% (208%)                    |
| 1965   | 143% (158%)                   | 37% (42%)                         | 267% (277%)                      | 75% (80%)                       | 215% (208%)                    |
| 1964   | 157% (171%)                   | 37% (42%)                         | 267% (277%)                      | 75% (80%)                       | 215% (208%)                    |
| 1963   | 171% (184%)                   | 37% (42%)                         | 267% (277%)                      | 75% (80%)                       | 215% (208%)                    |
| 1962   | 185% (196%)                   | 37% (42%)                         | 267% (277%)                      | 75% (80%)                       | 215% (208%)                    |
| 1961   | 200% (209%)                   | 37% (42%)                         | 267% (277%)                      | 75% (80%)                       | 215% (208%)                    |
| 1960   | 200% (209%)                   |                                   |                                  |                                 |                                |
| 1959   | 200% (209%)                   |                                   |                                  |                                 |                                |

Figures in brackets relate to bonuses declared January 2011

| PLL Unitised With-Profits |                |       |
|---------------------------|----------------|-------|
| Units Purchased In        | Terminal Bonus | MVR   |
| 1996                      | 39.0%          | -1.0% |
| 1997                      | 19.0%          | -1.0% |
| 1998                      | 0.0%           | -1.0% |
| Pre 01/10/1999            | 0.0%           | -9.5% |
| Post 01/10/1999           | 31.0%          | -0.5% |
| 2000                      | 27.0%          | -1.0% |
| 2001                      | 28.0%          | -0.5% |
| 2002                      | 40.0%          | -1.0% |
| 2003                      | 46.0%          | -0.5% |
| 2004                      | 36.0%          | -1.0% |
| 2005                      | 22.0%          | -1.0% |
| 2006                      | 11.0%          | -0.5% |
| 2007                      | 7.0%           | -1.0% |
| 2008                      | 16.0%          | -1.0% |
| 2009                      | 21.0%          | -1.0% |
| 2010                      | 9.0%           | -1.0% |

The above table applies to pensions and non-pensions policies

| SEDA Personal Pension Maturity Bonuses and Cash Commutation Factors applicable from 1st July 2011 |                           |        |                           |        |                          |        |
|---|---------------------------|--------|---------------------------|--------|--------------------------|--------|
| Pension Age   | Maturity Bonuses          |        |                           |        | Cash Commutation Factors |        |
|   | 01 Dec 1999 - 31 Dec 1999 |        | 01 Apr 1986 - 30 Nov 1999 |        | Male                     | Female |
|   | Male                      | Female | Male                      | Female |                          |        |
| 60  | 45.7%                     | 48.3%  | 5.0%                      | 7.0%   | 19.059                   | 19.905 |
| 61  | 45.3%                     | 47.8%  | 4.6%                      | 6.6%   | 18.655                   | 19.482 |
| 62  | 44.9%                     | 47.3%  | 4.2%                      | 6.2%   | 18.235                   | 19.047 |
| 63  | 44.5%                     | 46.7%  | 3.8%                      | 5.8%   | 17.798                   | 18.598 |
| 64  | 44.1%                     | 46.2%  | 3.4%                      | 5.4%   | 17.340                   | 18.136 |
| 65  | 43.7%                     | 45.7%  | 3.0%                      | 5.0%   | 16.862                   | 17.663 |
| 66  | 42.9%                     | 45.3%  | 2.4%                      | 4.6%   | 16.373                   | 17.180 |
| 67  | 42.2%                     | 44.9%  | 1.8%                      | 4.2%   | 15.880                   | 16.690 |
| 68  | 41.5%                     | 44.5%  | 1.2%                      | 3.8%   | 15.389                   | 16.193 |
| 69  | 40.7%                     | 44.1%  | 0.6%                      | 3.4%   | 14.900                   | 15.691 |
| 70  | 40.0%                     | 43.7%  | 0.0%                      | 3.0%   | 14.410                   | 15.182 |
| 71  | 40.0%                     | 42.9%  | n/a                       | n/a    | 13.914                   | 14.669 |
| 72  | 40.0%                     | 42.2%  | n/a                       | n/a    | 13.411                   | 14.153 |
| 73  | 40.0%                     | 41.5%  | n/a                       | n/a    | 12.899                   | 13.635 |
| 74  | 40.0%                     | 40.7%  | n/a                       | n/a    | 12.383                   | 13.117 |
| 75  | 40.0%                     | 40.0%  | n/a                       | n/a    | 11.868                   | 12.598 |

Different scales of maturity bonus apply to policies depending on when they commenced

No maturity bonuses apply to policies that commenced before April 1986

The same cash commutation factors apply regardless of when a policy commenced

**This sheet refers solely to the Classic Conventional With-Profits Personal Pension Policy**

On retirement, the pension payable comprises the basic pension per annum increased by the relevant proportionate reversionary bonuses, maturity bonuses and terminal bonuses as appropriate. Some or all of this pension amount can be commuted to a cash fund using the relevant cash commutation factor.

Phoenix Ireland is the trading name used by Scottish Mutual International Limited and Phoenix Life Limited.

Scottish Mutual International Limited is authorised and regulated by the Central Bank of Ireland and is registered in Ireland (Company No. 242244).

The company's registered office is 25-28 North Wall Quay Dublin 1, Ireland. An up-to-date list of its directors, containing the particulars required by paragraphs (a), (b) and (c) of section 196(1) of the Companies Act 1963, is available upon request from the company's registered office.

Phoenix Life Limited is authorised and regulated in the United Kingdom by the Financial Services Authority. Phoenix Life Limited is incorporated in England (Company No. 1016269) and has a registered branch in Ireland (Branch No. 906073). The company's registered office is 1 Wythall Green Way, Wythall, Birmingham B47 6WG United Kingdom. Its directors are A B Davidson (UK), J P Evans (UK), M J Merrick (UK), A Moss (UK), M D Ross (UK), J C Park (UK), W R Treen (UK), M N Urmoston (UK) and J Yates