



PRESS RELEASE

For immediate release (IFAs)

ALICO MAKES A COMEBACK WITH ITS NEW SELECT PORTFOLIO

Alico Wealth Management today announces the launch of the Select Portfolio, a collection of forward-thinking new retirement and investment products all underpinned by a comprehensive range of investments - the Select Investment Range.

The Select Portfolio has been designed to adapt with investors' changing needs, helping advisers to build sustainable relationships with their clients. As well as offering access to the same investment range, all the products in the portfolio have the same processes, the same straightforward and transparent charges and the same adviser remuneration options.

In the retirement space, the Select Portfolio offers the Retirement Plan, which has a savings element and an income element. The savings element caters for a range of risk appetites and allows investors to control their risk levels and, if required, reduce them as they approach retirement. The Income element gives flexibility to investors' retirement incomes by utilising drawdown, alongside a unique short term annuity. The Retirement Plan can also be used in combination with the lifetime annuity, either in small increments or all at once.

In the investment space, the Select Portfolio offers a range of products. As well as a stocks and shares ISA and an investment bond, the portfolio includes the Advantage Investment Plan - a ten year qualifying life policy which will be especially useful for new top rate taxpayers.

The underlying Select Investment Range enables advisers to choose from a best of breed panel of around 100 third-party Alico Choice Funds, carefully selected by Alico Wealth Management's team of investment experts. These funds offer performance-related rebates which reduce the charge on any fund by 0.25% for the following quarter should it underperform against its peer group.

Alico Wealth Management will also be making guaranteed and structured investments available through the products in the portfolio. This will be the first time that they will be

available alongside more traditional funds, and can be used by clients to fine-tune their portfolio according to their desired risk level.

Alico Wealth Management has teamed up with Morningstar Associates Europe Ltd to complement Alico's in-house research capabilities. Under the arrangement, Morningstar Associates Europe, Ltd provides a fresh perspective in the development and maintenance of the Alico Choice Fund panel, as well as constructing five of the Managed Portfolio Funds. The arrangement also brings free access to the Morningstar® Portfolio PlannerSM - a portfolio planning tool that enables advisers to develop bespoke portfolio recommendations for their clients based on their individual appetite for risk.

Mark Hawthorne, product director at Alico Wealth Management, comments: "The Select Portfolio is an exceptional new proposition for advisers and their clients.

"We believe that clients shouldn't have to change products just because their circumstances have changed – their investments should be flexible enough to adapt with them. The Select Portfolio provides this flexibility, which means that clients can remain with their financial adviser throughout the whole journey, from the accumulation phase to the point of retirement and beyond.

"Alico feels that the greater transparency proposed by the RDR is the way forward, and the Select Portfolio should encourage advisers to adapt their approach and prepare for RDR ahead of the 2012 deadline."

Further information about the Select Portfolio is available at: www.alicowm.co.uk

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Notes to editors

About Alico

Alico is a leading international life insurer with a unique heritage of serving customers across the globe for over 85 years. The company provides consumers and businesses with products and services for life insurance, accident and health insurance, retirement planning, and wealth management solutions. Through an extensive network of over 40,000 agents, brokers and financial institutions and 11,000 employees across 54 countries, Alico services 19 million customers worldwide.

Alico has branch offices, subsidiaries and affiliates in emerging, developing and developed markets in Europe, Asia, the Middle East, Africa and Latin America. Alico is domiciled in

Wilmington, Delaware and has regional headquarters in Tokyo, Paris, Athens, Dubai, and Santiago, Chile

About Morningstar Associates Europe Ltd and Morningstar Associates, LLC

Morningstar Associates Europe Ltd is an investment consulting organisation and provider of investment solutions serving institutions and intermediaries across the European Union. Services include bespoke fund research, fund select lists, asset allocation models and fund-of-funds advisory services. Morningstar Associates Europe, a wholly owned subsidiary of Morningstar Associates, LLC, is based in London and is authorised and regulated in the United Kingdom by the Financial Services Authority. Morningstar Associates, LLC, a wholly owned subsidiary of Morningstar, Inc., is an investment adviser registered with the United States Securities and Exchange Commission.

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