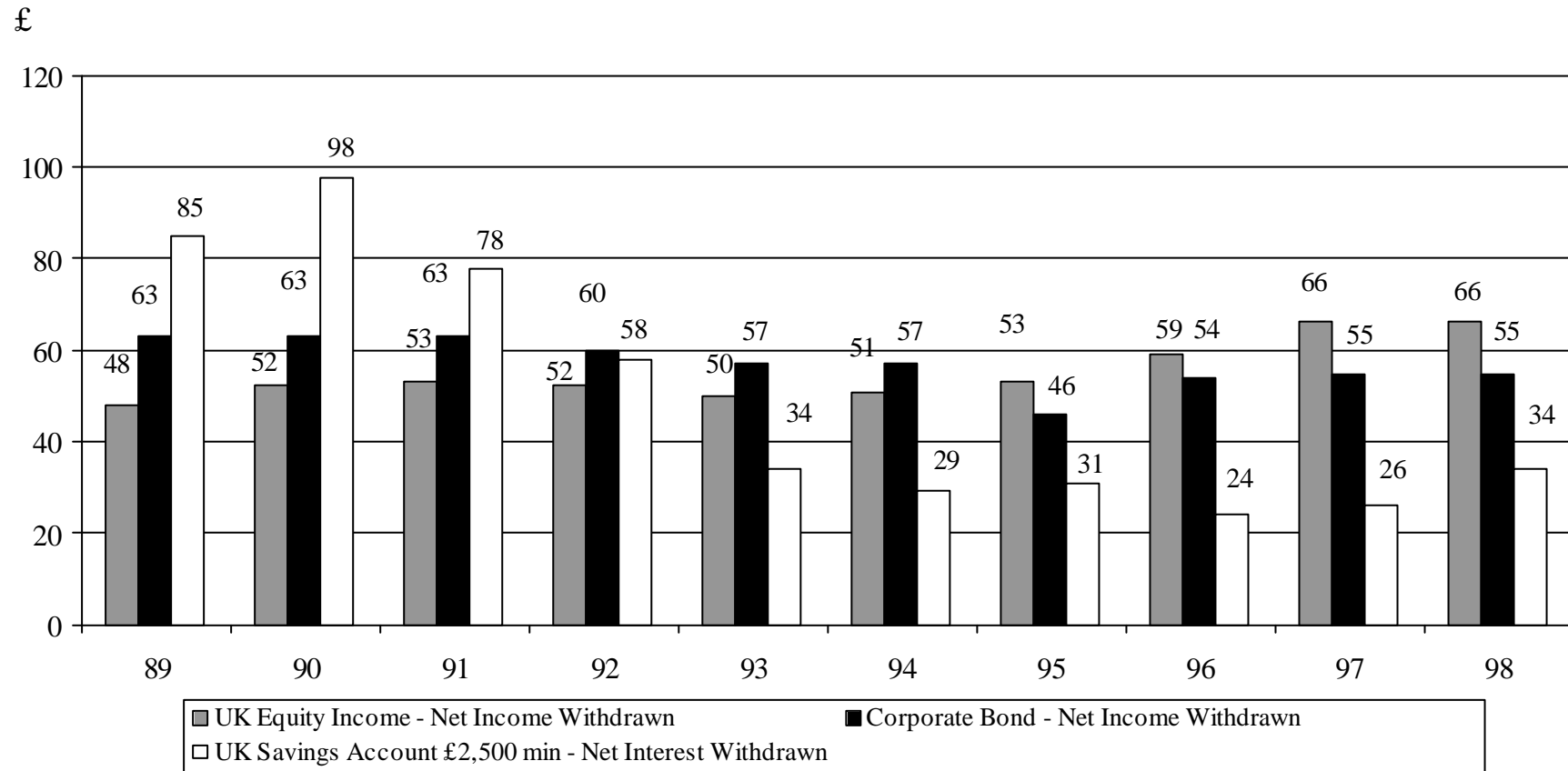


THE INCOME STORY - PART 1: Income Received

UK Equity Income Unit Trust vs. Corporate Bond and a Building Society Account

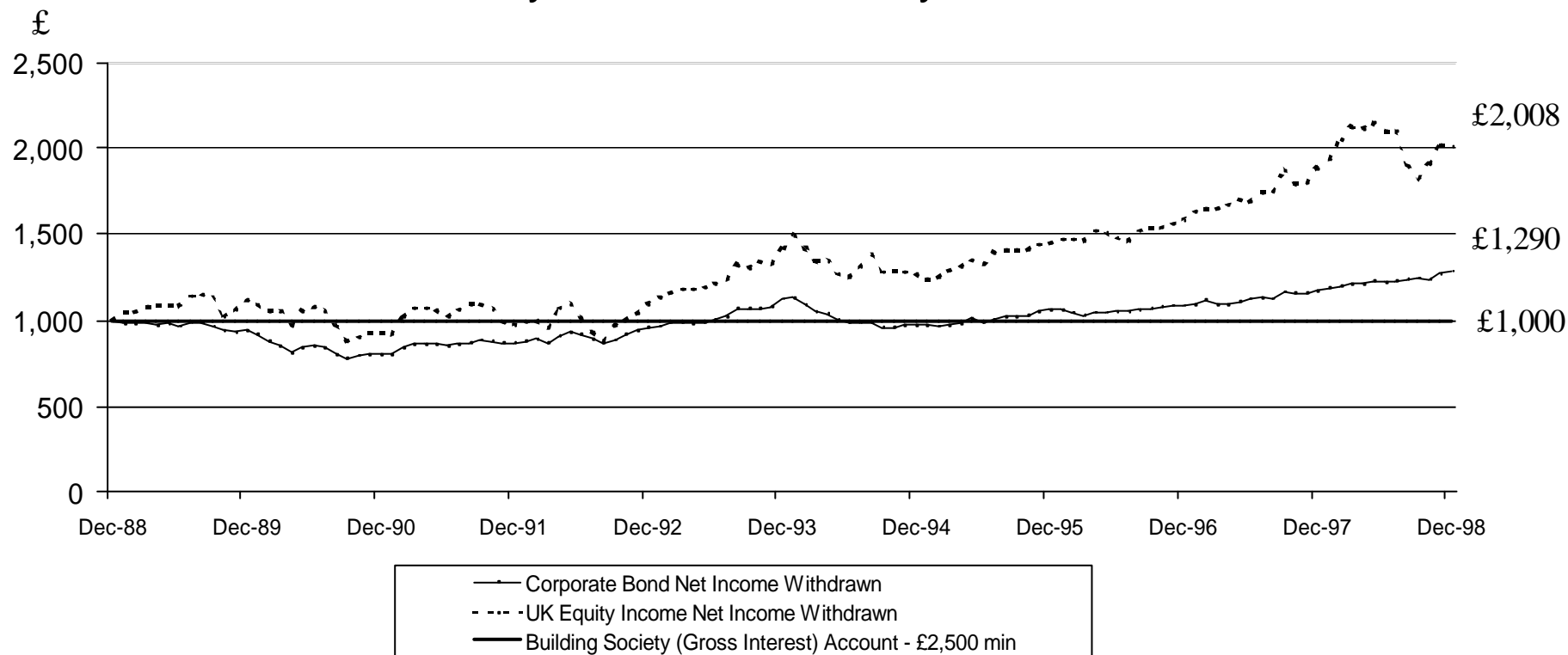
Yearly Income earned over each of 10 years from £1,000 lump sum invested on 1st January 1989



Unit trust figures based on offer to bid basis. Source: Reuters HSW

THE INCOME STORY - PART 2: Capital Growth

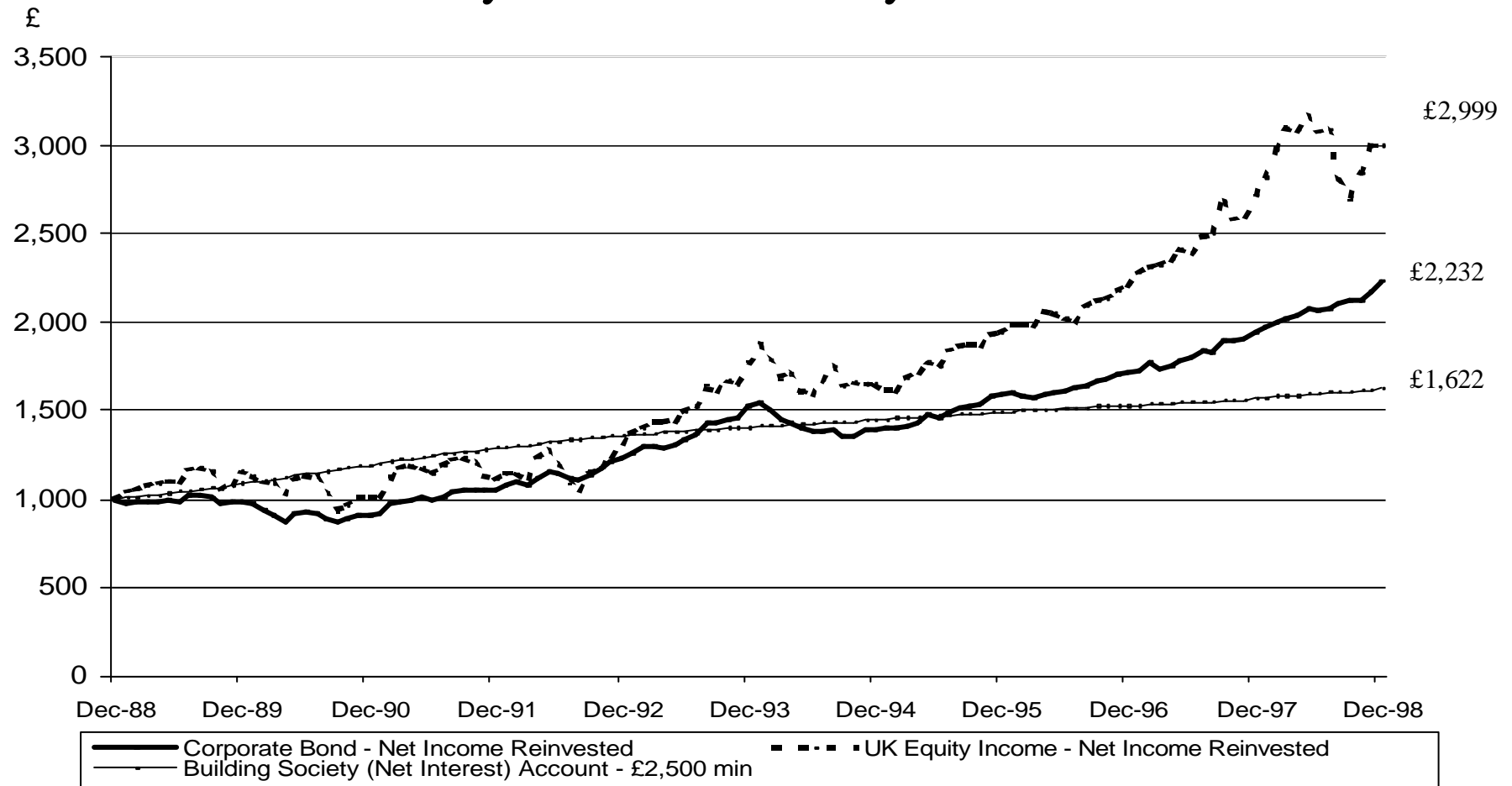
Capital Growth of £1,000 lump sum invested in a UK Equity Income & Corporate Bond vs Building Society Account 10 years to 1st January 1999



Unit trust figures based on offer to bid basis. Source : Reuters HSW

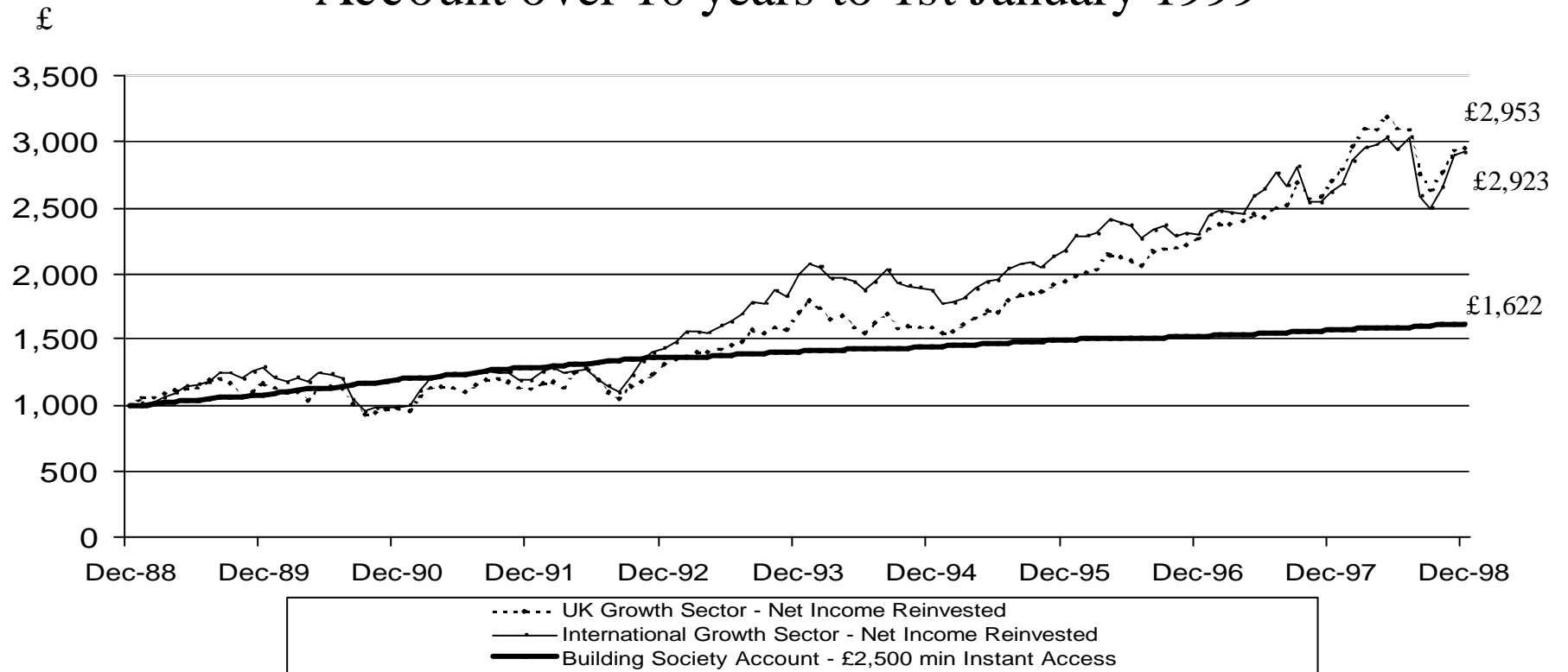
THE INCOME STORY - PART 3: Total Return

Total Return of £1,000 lump sum invested in a UK Equity Income & Corporate Bond vs Building Society Account 10 years to 1st January 1999



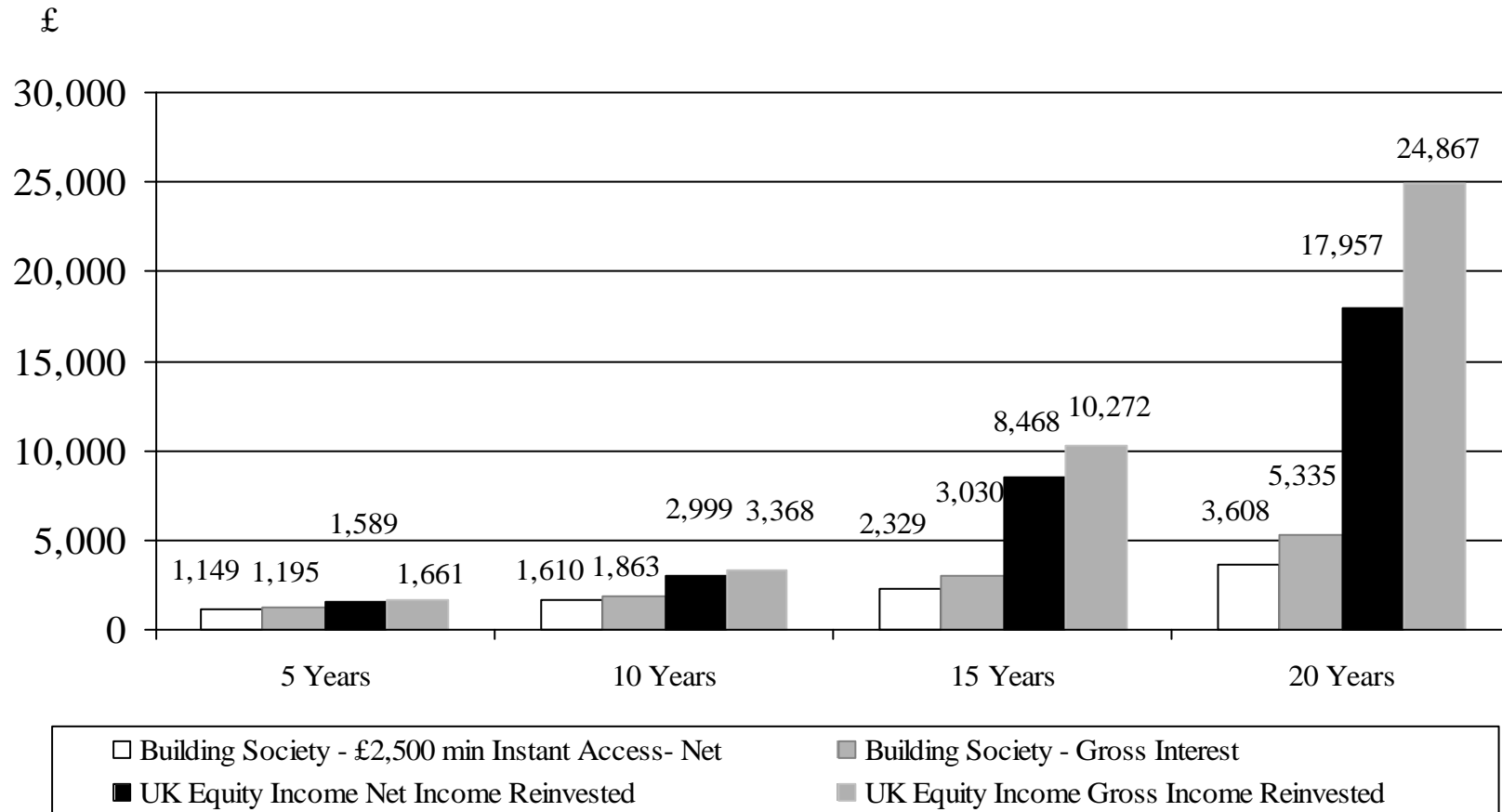
Unit trust figures based on offer to bid basis. Source: Reuters HSW

UK/International Growth Unit Trust Funds - Lump Sum Total Return from £1,000 invested in the average UK and International Growth Trust compared to a Building Society Account over 10 years to 1st January 1999



Unit Trust figures based on offer to bid basis. Source: Reuters HSW

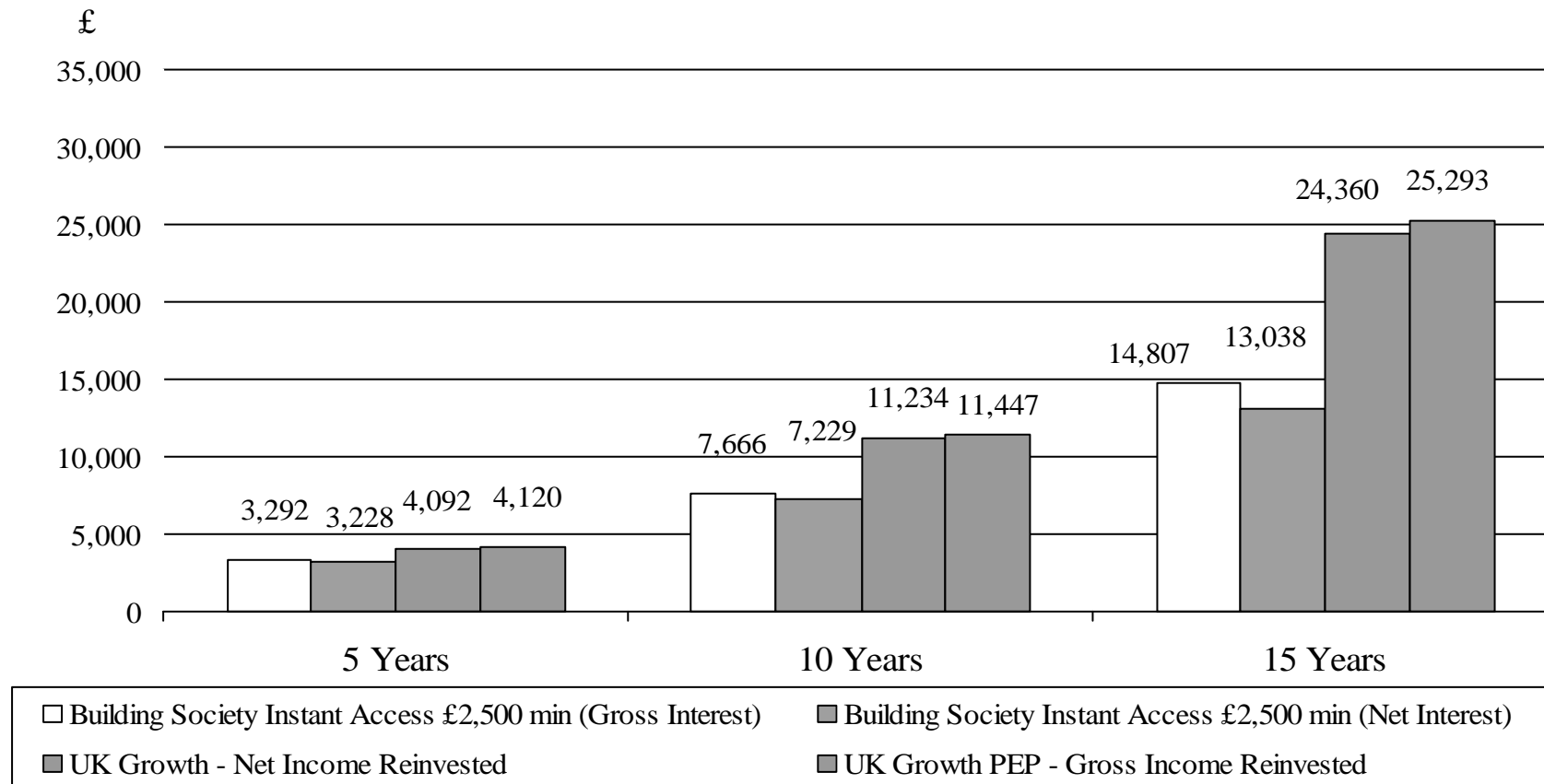
Lump sum £1,000 invested in UK Equity Income Fund and a Building Society Account over 5, 10, 15 & 20 years to 1st January 1999



Unit trust figures based on offer to bid basis. Source: Reuters HSW, Standard & Poors Micropal

UK Growth Unit Trust/PEP Savings Plan

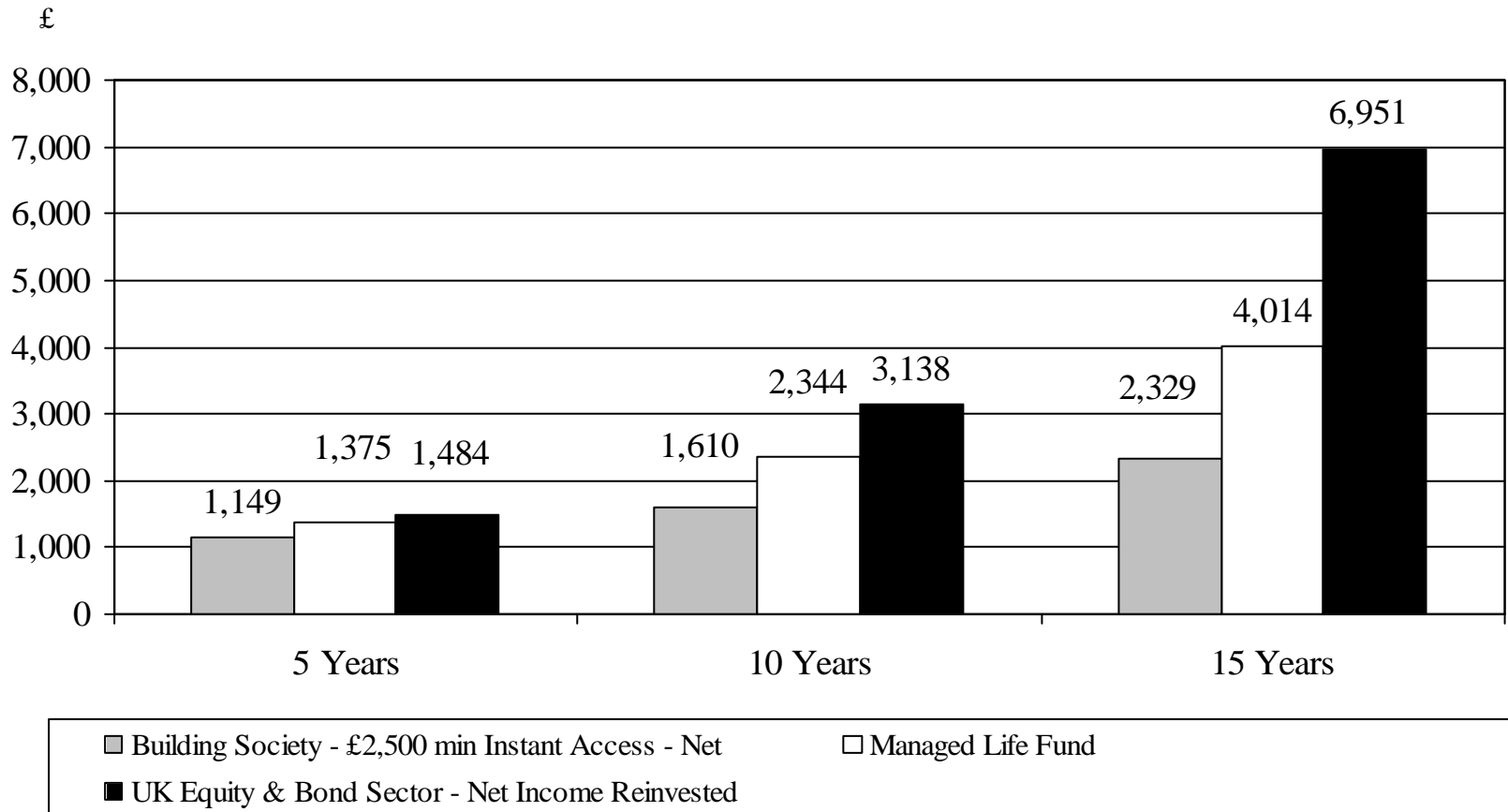
The Growth in value of a £50 Regular Savings Plan UK Growth vs Building Society Account over 5, 10 & 15 years to 1st January 1999



Unit trust figures based on offer to bid basis. Source : Reuters HSW, Standard & Poors Micropal

UK Equity & Bond / Managed Life Funds

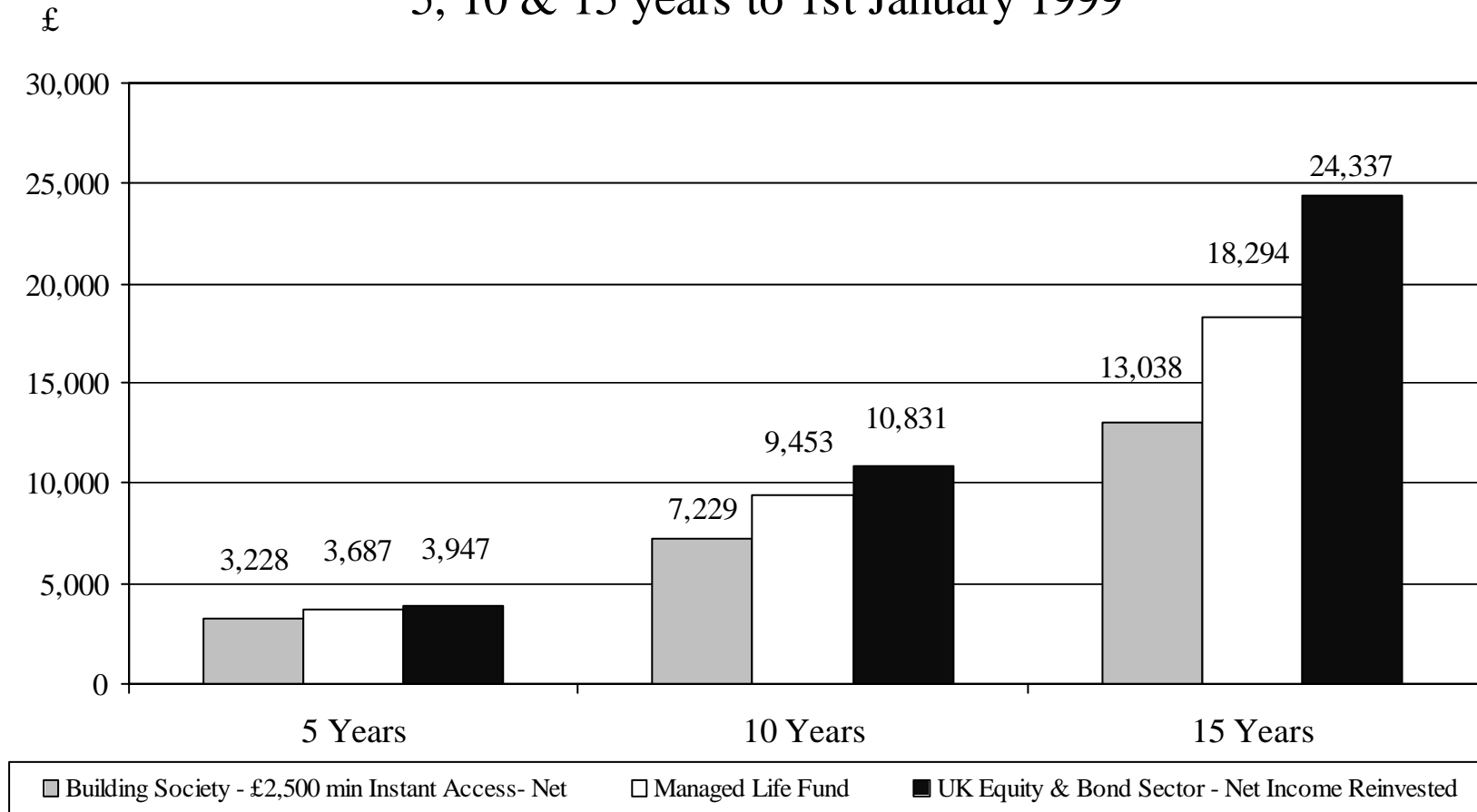
The growth in value of a £1,000 Lump Sum Investment UK Equity & Bond Sector vs Managed Life Fund & Building Society Account
5, 10 & 15 years to 1st January 1999



Unit trust figures based on offer to bid basis. Source : Reuters HSW, Standard & Poors Micropal

UK Equity & Bond / Managed Life Funds

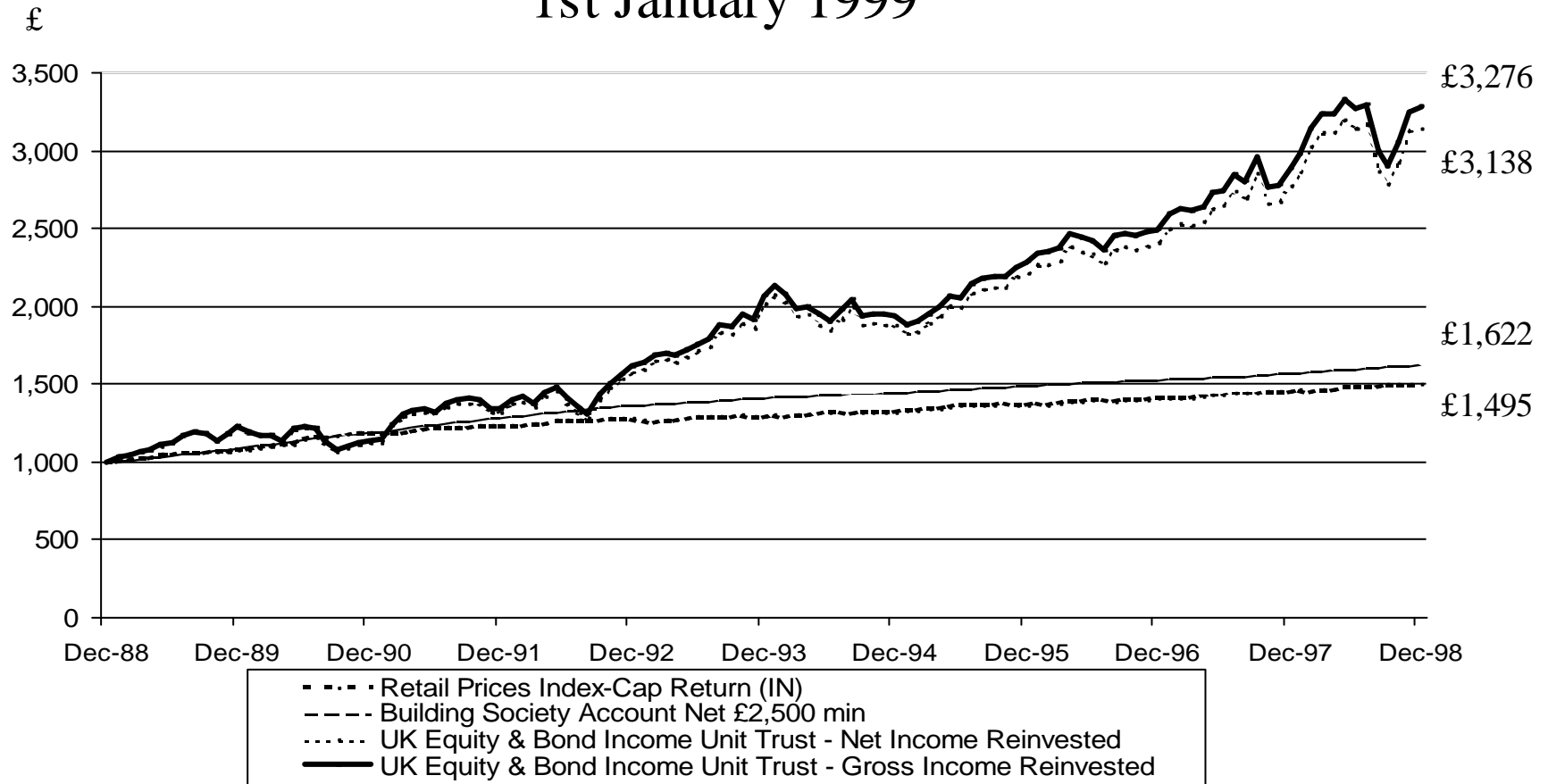
The growth in value of a £50 Regular Savings Plan UK Equity & Bond Sector vs Managed Life Fund & Building Society Account 5, 10 & 15 years to 1st January 1999



Unit trust figures based on offer to bid basis. Source : Reuters HSW, Standard & Poors Micropal

UK Equity & Bond Income Funds/Cash/RPI

Total returns from £1,000 invested in the average UK Equity & Bond Income Trust compared to an average Building Society Account and the Retail Price Index over 10 years to 1st January 1999



Unit Trust figures based on offer to bid basis. Source : Reuters HSW