

# IN SAFE HANDS

**IF YOU CHOOSE TO INVEST YOUR MONEY WITH RL360, YOU CAN BE CONFIDENT THAT YOU'VE MADE THE RIGHT CHOICE. WE ARE A FINANCIALLY ROBUST COMPANY WITH A UNIQUE STRUCTURE AND STRONG FINANCIAL BACKING. OUR MARKET SHARE HAS TREBLED OVER THE PAST FIVE YEARS, AND WE CONTINUE TO ATTRACT NEW POLICYHOLDERS FROM AROUND THE WORLD.**



## **UNRIVALLED LOCATION**

Our customers take great reassurance from our Isle of Man location - a well-established global financial centre with an outstanding reputation for investor protection and a host of international accolades.

As well as being awarded "white list" status, the OECD recently gave the Isle of Man the highest compliance rating for its international exchange of tax information, a level only achieved by 21 jurisdictions globally.

The Isle of Man has also been awarded an Aa2 sovereign rating by Moody's, and won the prestigious International Finance Centre award at the 2017 International Adviser Product and Service Awards.

Employing 10,000 people in the financial services industry, the island is also recognised by the IMF as a well-regulated, offshore finance centre of excellence.

**"THE ISLE OF MAN IS CHARACTERISED BY A STRONG INSTITUTIONAL FRAMEWORK AND HAS ESTABLISHED A PROACTIVE FINANCIAL SERVICES REGULATORY POLICY."**

Moody's

## GLOBAL REACH

While based on the Isle of Man, RL360 is a truly global business. We have offices in Hong Kong, Malaysia, Lebanon and Dubai, and operate in the Far East, Africa, the Middle East, Emerging Europe, Latin America and the UK.

Our international customers span the world, residing in 170 different countries.



## BACKGROUND

In 2008, two well-established Isle of Man-based offshore life companies – Scottish Life International Insurance Company Limited (est. 1996) and Scottish Provident International Life Assurance Limited (est. 1991) – came together to form Royal London 360°, and became the international arm of the Royal London Group.

## NEW CHAPTER

Five years on, the business evolved once more into RL360, as we became the first international life company to undertake a management-led buyout (MBO). The move was supported by independent private equity firm Vitruvian Partners, and further strengthened by global insurance group MunichRe and our former parent company Royal London Group, who provided an element of long-term financing.

## STRENGTH AND STABILITY

This renewed financial strength and strategic stability gave us the resources and drive to build RL360 in line with our specific business objectives. The full RL360 senior management team is deeply committed to future growth. They are based on the Isle of Man, ensuring key decisions are reached quickly and effectively.

Independent actuaries AKG awarded RL360 a B+ rating, the joint highest achieved by an international life office, describing RL360 as “a financially strong, standalone operation with very strong operational characteristics”.

## SUPPORTIVE STRUCTURE

At RL360 we provide the best of both worlds. We are a young, dynamic company but offer the reassurance and security of being part of International Financial Group Limited (IFGL), with 70,000 policies, over US\$11 billion of assets under administration and 339 staff.

Other companies in the group include:

### RL360° Services

On 1 December 2015 IFGL acquired CMI Insurance Company Limited (CMI) from Lloyds Banking Group. CMI was rebranded RL360° Services and currently operates as a closed book of business. AKG commented: “The acquisition... provides a solid platform for further positive development”.

### Ardan International

In December 2016, IFGL acquired award-winning Ardan International. As the first multi-currency, independent wealth platform designed exclusively for international Advisers, Ardan provides a secure online wealth platform for Advisers and their clients to manage their investments in one place.



70,000	Policies
\$11BN	Assets under management
339	Members of staff

Authorised and regulated in the Isle of Man, Ardan provides access to more than 80,000 funds and securities through multiple third party life and pension wrappers.

## **STRONG FINANCIAL PARTNERS**

### **Vitruvian**

Vitruvian Partners is an independent private equity firm which specialises in middle-market buyouts and growth capital investments. Vitruvian focuses on investing in 'dynamic situations' in industries characterised by growth and change such as financial services, technology and telecoms, media, business services, consumer services, life sciences and healthcare.

Vitruvian is currently investing the Vitruvian Investment Partnership III fund which closed in June 2017 at €2.4 billion. Vitruvian has offices in London, Munich, Stockholm, Luxembourg and San Francisco.

### **Munich Re**

Munich Re operates in all lines of insurance and is one of the world's leading reinsurers, delivering exceptional solution-based expertise, consistent risk management and financial stability. With over 43,000 employees worldwide, the group achieved a profit of €2.6bn in 2016.

### **Royal London Group**

Royal London is the UK's largest mutual life and pensions company, managing £100 billion of funds and servicing 9.1 million customers.

## **INVESTOR PROTECTION**

Our base on the Isle of Man gives our policyholders exceptional investor protection, with a range of statutory measures designed to first prevent problems occurring, and then to safeguard investments in the unlikely event that we are unable to meet our liabilities.



## **WORLD CLASS LEGISLATION**

In 2008, the Isle of Man passed a new Insurance Act with strict requirements for insurance companies based on the island. All insurance companies are required to ring-fence 100% of policyholder assets, ensuring these can never be called upon except to meet the claims and liabilities of policyholders.

So whatever the future holds, our liabilities to our policyholders will always take priority, and client assets could never be made available to liquidators.

We are also required to provide regular solvency calculations to our regulators to demonstrate our financial stability.

## **COMPENSATION REASSURANCE**

The Isle of Man operates a policyholder protection scheme with a Policyholders' Compensation Fund. If a life insurance company is unable to meet its liabilities, under the terms of the scheme (and subject to regulations), the policyholder will be compensated 90% of the insurer's liability in relation to their policy - regardless of where they reside.

The compensation scheme is funded by a levy on all life insurance companies operating on the Isle of Man. The island also provides an Ombudsman Scheme, which is a free, independent dispute resolution service for customers who have been unable to resolve a complaint with their financial services provider directly.

## **WORLD LEADER**

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With a well-established and successful life and pensions business, the Isle of Man is now the top choice for offshore life insurance, for a number of reasons.

### **Political and economic stability**

The Isle of Man is a self-governing dependent territory of the British Crown with its own democratically elected Parliament, judicial system and laws. The island enjoys healthy reserves, supported by a stable and diverse economy and 30 years of consistent economic growth.

### **Tax policy**

The Isle of Man has a clear and simple tax regime with no Capital Gains Tax, Withholding Taxes or Wealth Taxes.

### **Supportive government**

The Isle of Man government understands that the most effective way to create a successful business environment is to engage with the private sector. In turn, this helps the government respond with insight and agility to the challenges of the global economy.

### **Infrastructure**

The Isle of Man has an excellent telecoms and power infrastructure that has seen over £100 million of public and private investment in recent years.

### **Accessibility**

Situated in the Irish Sea, the Isle of Man is equidistant between England, Scotland, Wales and Ireland, and enjoys excellent transport links to the UK and Ireland.

### **Sophisticated regulation**

The island's principal regulator is the Isle of Man Financial Services Authority (IOMFSA), an independent statutory body responsible for the licensing and supervision of Isle of Man based banks, building societies, investment businesses, collective investment schemes and corporate and trust service providers.

It is also responsible for the regulation of the island's insurance and pensions sector. The IOMFSA aims to secure an appropriate degree of protection for policyholders, maintain international confidence in the island's insurance and pension industry, and to deter financial crime.

The IOMFSA is highly respected worldwide, and liaises closely with international colleagues to ensure those who choose the Isle of Man for their finance products can be sure of the highest standards of support.

# 30 yrs

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We are supported by a stable and diverse Isle of Man economy with 30 years of consistent economic growth.



RL360 Insurance Company Limited

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Registered Office: International House, Cooil Road, Douglas, Isle of Man, IM2 2SP, British Isles. Registered in the Isle of Man number 053002C. RL360 Insurance Company Limited is authorised by the Isle of Man Financial Services Authority.

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**FIND OUT  
HOW WE CAN  
HELP SHAPE  
YOUR FUTURE**

**RL360**<sup>°</sup>