Royal London Unit Trust Managers

Assessment of Value 2023

ROYAL LONDON

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Introduction

Welcome to your 2023 Assessment of Value report for Royal London Unit Trust Managers Limited (RLUTM). This report aims to give you an update on the funds we manage on your behalf, any issues that we have identified, and appropriate actions to rectify those issues, all with a view to ensure that you receive value for money.

Each year, we gather data on the funds and their competitors, hear from fund managers and report our findings to investors in this annual report. This report covers the 12 months to 31 March 2023, but given the long-term nature of many investments, we also look at the longer term picture.

Throughout this report we will refer to Royal London. From a legal point of view this is not quite accurate – in fact, RLUTM appoints Royal London Asset Management Limited (RLAM) to manage the funds, with both ultimately owned by The Royal London Mutual Insurance Society Limited (RLMIS). But for most investors, they see the fund name with 'Royal London', and hence we believe it is simpler to use that term in this report.

Independence and experience

The funds in the RLUTM range are managed according to objectives and guidelines in the various fund prospectuses. It is the duty of the RLUTM Board of Directors to ensure the funds are being managed in accordance with that prospectus and are delivering value for investors.

This is a key role – on a day-to-day basis individual investors cannot do this, and the Board therefore represents their interests. To ensure that, the Board has a mix of skills and is made up of five directors from RLAM and two independent directors. The Royal London representatives bring their experience and knowledge of the company to bear, while the independent directors bring a different perspective and ensure that investors interests are fully represented. You can find out more about our Directors on page 13.

Regular insight

The Assessment of Value report is an annual one. However, the Board's engagement with the funds is much more frequent. We meet formally four times a year, but will also have regular 'business as usual' conversations as we monitor the funds to ensure that they are delivering what we expect. Most of what we talk about falls into the three broad categories used for the Assessment of Value, namely service, performance, and cost. Some of the issues highlighted later in this report have already been actioned, as our regular review process highlighted these before the Assessment of Value process kicked off.

What we did since last year's report

This report covers most of our actions, but we wanted to cover a couple of key elements here. The first was around how we make this report as helpful as possible: we reached out to investors and advisors to see if we had the balance between information and ease of understanding about right. Feedback was varied as you would expect, but the general theme that came out was that the report could be leaner, and the results pages should appear earlier in the report so you can quickly find the result for your fund(s). We were happy to do both.

The second concerns the backdrop over the past 12 months: this has been a period of political, economic and market uncertainty. The invasion of Ukraine, three UK Prime Ministers, the return of inflation and a stream of central bank interest rate rises have combined to produce negative overall returns for many types of investments including US equities, UK government bonds and UK corporate bonds. As a result, returns for many funds were negative.

From our point of view, this was not in itself a reason to 'mark-down' a fund in our assessment because we take a longer-term view.

For instance, if a fund is to fulfil its promise to invest in gilts, the only way it could have produced positive returns over the past 12 months would have been to avoid gilts altogether. Such a course of action might have produced returns this year, but such a deviation from the promised approach would, in our view, be negative for investors in the long run. What fund managers can do is try to mitigate the negative effects of poor markets, while making sure that they are in a position to benefit in more positive circumstances.

Despite the challenging backdrop, in aggregate, the RLUTM funds did well over the year. The table on pages 4 to 6 lists all the funds covered by this report and shows their ratings, followed by further information where we have identified an issue.

What we can provide next year

We hope you find this report useful. But as feedback showed last year, there are always things we can do to help our investors. We will continue to commission research into a wide range of Royal London products, services and communications, including this report. If you have questions or suggestions on ways to improve it, please contact us on **AssessmentofValue@rlam.co.uk**

John Brett
Independent Non-Executive Director and Chair, RLUTM

Jill Jackson
Independent Non-Executive Director, RLUTM

Fund-by-fund results

Below you can find our Assessment of Value ratings for each of the performance, service and cost criteria for each of RLUTM's funds, as at the end of March 2023. On pages 10 to 11 you can find information on what we assess for each criterion. However, for each one we assign either a Green rating, denoting that no issue has been found; or, if an issue has been identified, this is denoted by an Amber or Red rating, depending on the significance of that issue. We have also introduced an overall rating which blends the results across the different criteria to give an 'at a glance' view of whether a fund is doing what it should for our investors.

Where we believe an aspect of a given fund or any of the individual share classes merits a Red or Amber rating, we have added a note on the following pages to provide more details of the issue and our approach to dealing with it.

If you want to know more about your fund or see the latest information on how it is performing, you can go to the 'Our Funds' section of our website at www.rlam.com

Fund Name	Overall Rating	Quality of Service	Performance	Costs					Further Information
				AFM Costs	Economies of Scale	Comparable Market Rates	Comparable Services	Classes of Units	
Royal London Asia Pacific Ex Japan Equity Tilt Fund	Green	Green	Green	Green	Green	Green	N/A	Green	
Royal London Cautious Managed Fund	Green	Green	Green	Green	Green	Green	N/A	Green	
Royal London Corporate Bond Fund	Green	Green	Green	Green	Green	Green	Green	Amber	See page 7
Royal London Diversified Asset-Backed Securities Fund	Green	Green	Green	Green	Green	Green	N/A	Green	
Royal London Emerging Markets ESG Leaders Equity Tracker Fund	Green	Green	Green	Green	Green	Green	N/A	Green	
Royal London Ethical Bond Fund	Green	Green	Green	Green	Green	Green	Green	Green	
Royal London Europe Ex UK Equity Tilt Fund	Green	Green	Green	Green	Green	Green	N/A	Green	
Royal London European Growth Fund	Green	Green	Amber	Green	Green	Green	Green	Amber	See page 7
Royal London Global Equity Diversified Fund	Green	Green	Green	Green	Green	Green	Green	Green	
Royal London Global Equity Income Fund	Green	Green	Green	Green	Green	Green	N/A	Green	
Royal London Global Equity Select Fund	Green	Green	Green	Green	Green	Green	Green	Green	
Royal London Global Index Linked Fund	Green	Green	Green	Green	Green	Green	N/A	Green	

Green

If your fund has been allocated a green rating for all of the criteria we have looked at, this means that no issues have been identified.

Amber

An amber rating for any of the categories means our review has captured a potential issue in the value for the fund (or one of its share classes) and flagged it for review. We will let you know what we are doing to monitor or address the issue.

Red

Where a fund has been allocated a red rating for any one of our performance, service and cost categories, we will set out what actions we are taking. For example, this could take the form of a change to the investment process, focusing additional effort on a service issue or reducing our fees.

Fund Name	Overall Rating	Quality of Service	Performance	Costs					Further Information
				AFM Costs	Economies of Scale	Comparable Market Rates	Comparable Services	Classes of Units	
Royal London Global Sustainable Equity Fund	Green	Green	Amber	Green	Green	Green	Green	Green	See page 7
Royal London GMAP Adventurous Fund	Green	Green	Amber	Green	Green	Green	Green	Green	See page 8
Royal London GMAP Balanced Fund	Green	Green	Green	Green	Green	Green	Green	Green	
Royal London GMAP Conservative Fund	Green	Green	Amber	Green	Green	Green	N/A	Green	See page 8
Royal London GMAP Defensive Fund	Green	Green	Green	Green	Green	Green	Green	Green	
Royal London GMAP Dynamic Fund	Amber	Green	Red	Green	Green	Green	N/A	Green	See page 8
Royal London GMAP Growth Fund	Green	Green	Amber	Green	Green	Green	Green	Green	See page 8
Royal London Index Linked Fund	Green	Green	Green	Green	Green	Green	Green	Green	
Royal London International Government Bond Fund	Green	Green	Green	Green	Green	Green	N/A	Green	
Royal London Investment Grade Short Dated Credit Fund	Green	Green	Green	Green	Green	Green	N/A	Green	
Royal London Japan Equity Tilt Fund	Green	Green	Green	Green	Green	Green	N/A	Green	
Royal London Multi Asset Strategies Fund	Green	Green	Amber	Green	Green	Green	N/A	Green	See page 8
Royal London Property Fund (incl feeder: RL Property Trust)	Green	Green	Green	Green	Green	Green	N/A	Green	
Royal London Short Duration Credit Fund	Green	Green	Green	Green	Green	Green	N/A	Green	
Royal London Short Duration Gilts Fund	Green	Green	Green	Green	Green	Green	N/A	Green	
Royal London Short Duration Global Index Linked Fund	Green	Green	Green	Green	Green	Green	N/A	Green	
Royal London Short Term Fixed Income Enhanced Fund	Green	Green	Amber	Green	Green	Green	N/A	Green	See page 9
Royal London Short Term Fixed Income Fund	Green	Green	Amber	Green	Green	Green	N/A	Green	See page 9
Royal London Short-Term Money Market Fund	Green	Green	Green	Green	Green	Green	N/A	Green	
Royal London Sterling Credit Fund	Green	Green	Green	Green	Green	Green	Green	Green	
Royal London Sustainable Growth Fund	Green	Green	<1 Year	Green	Green	Green	Green	Green	New Fund (launched: May 2022)

Green

If your fund has been allocated a green rating for all of the criteria we have looked at, this means that no issues have been identified.

Amber

An amber rating for any of the categories means our review has captured a potential issue in the value for the fund (or one of its share classes) and flagged it for review. We will let you know what we are doing to monitor or address the issue.

Red

Where a fund has been allocated a red rating for any one of our performance, service and cost categories, we will set out what actions we are taking. For example, this could take the form of a change to the investment process, focusing additional effort on a service issue or reducing our fees.

Fund Name	Overall Rating	Quality of Service	Performance	Costs					Further Information
				AFM Costs	Economies of Scale	Comparable Market Rates	Comparable Services	Classes of Units	
Royal London Sustainable Short Duration Corporate Bond Fund	🟢	🟢	<1 Year	🟢	🟢	🟢	N/A	🟢	New Fund (launched: November 2022)
Royal London UK Broad Equity Tilt Fund	🟢	🟢	🟢	🟢	🟢	🟢	N/A	🟢	
Royal London UK Core Equity Tilt Fund	🟢	🟢	🟢	🟢	🟢	🟢	N/A	🟢	
Royal London UK Dividend Growth Fund	🟢	🟢	🟢	🟢	🟢	🟢	N/A	🟡	See page 7
Royal London UK Equity Fund	🟢	🟢	🟢	🟢	🟢	🟢	🟢	🟢	
Royal London UK Equity Income Fund	🟢	🟢	🟢	🟢	🟢	🟢	🟢	🟡	See page 7
Royal London UK Government Bond Fund	🟢	🟢	🟢	🟢	🟢	🟢	N/A	🟢	
Royal London UK Mid Cap Growth Fund	🟢	🟢	🟢	🟢	🟢	🟢	N/A	🟢	
Royal London UK Opportunities Fund	🟡	🟢	🔴	🟢	🟢	🟢	N/A	🟢	See page 9
Royal London UK Real Estate Fund (including feeder fund)	🟢	🟢	🟢	🟢	🟢	🟢	N/A	🟢	
Royal London UK Smaller Companies Fund	🟢	🟢	🟡	🟢	🟢	🟢	N/A	🟢	See page 9
Royal London US Equity Tilt Fund	🟢	🟢	🟢	🟢	🟢	🟢	N/A	🟢	

Green

If your fund has been allocated a green rating for all of the criteria we have looked at, this means that no issues have been identified.

Amber

An amber rating for any of the categories means our review has captured a potential issue in the value for the fund (or one of its share classes) and flagged it for review. We will let you know what we are doing to monitor or address the issue.

Red

Where a fund has been allocated a red rating for any one of our performance, service and cost categories, we will set out what actions we are taking. For example, this could take the form of a change to the investment process, focusing additional effort on a service issue or reducing our fees.

Fund findings and actions

This section provides further information on those funds where our assessment this year has identified an issue, or a potential issue, in relation to one or more of the criteria that we look at.

Royal London Corporate Bond Fund
Royal London European Growth Fund
Royal London UK Dividend Growth Fund
Royal London UK Equity Income Fund

Criterion	Rating
Cost — A share classes	●

Specific findings

Costs are a key element reviewed by the Board. Different share classes in the funds pay different fee levels. Our review across the range confirmed that differences in fee levels reflected the different costs associated with each in terms of the channel through which the class is sold.

However, our review has highlighted that the Fund Management Fees (FMFs) for the 'A' Class of each of the above four funds requires further analysis to ensure that the share classes are still priced appropriately and delivering value for customers.

No issues were identified for the FMFs of the other classes of shares in those funds.

What actions are we taking?

A more detailed review of the FMFs for the A classes will be completed by the end of 2023 and the results will be presented to the Board. The review will focus on the level of the FMF to ensure it remains appropriate.

Royal London European Growth Fund

Criterion	Rating
Performance	●

Specific findings

The fund has not achieved its target which is to deliver returns (after deducting fees) that are greater than its benchmark index over a long-term period (measured as 5 years). We have therefore given the fund an Amber rating for performance.

What actions are we taking?

Given that the scale of underperformance is relatively small, the Board has not yet looked for changes to how the fund is managed. The Board will continue to closely monitor performance, with regular updates from the investment team over the next 12 months to determine if action is needed to improve performance.

Royal London Global Sustainable Equity Fund

Criterion	Rating
Performance	●

Specific findings

Whilst the fund's returns have matched its benchmark, it has not achieved its stated performance target of beating its benchmark index by 2.5% per annum (after deducting fees) measured over three-year periods, and therefore is Amber rated for performance.

What actions are we taking?

The Board recognises that in a low returns world, achieving a 2.5% outperformance, after fees, is challenging. This is particularly so when events such as the invasion of Ukraine can cause a massive surge in prices of energy companies that this fund typically avoids, but which are included in the make-up of the index. The fund has performed well compared to its peers and has delivered against its sustainable outcomes. We are therefore not recommending any changes in how this fund is managed.

We will, however, undertake a review of whether the existing performance target continues to be the right one, and how this is articulated.

Royal London Global Multi Asset Portfolios (GMAPs)

Criterion	Rating	
Performance	**GMAP Conservative Fund**	🟡
	GMAP Growth Fund	🟡
	GMAP Adventurous Fund	🟡
	GMAP Dynamic Fund	🔴

Specific findings

As in previous years, our review of the GMAPs range has combined consideration of the funds' performance versus their investment objectives, which are to achieve capital growth over the course of a market cycle, targeting a risk/return level that is relative to that of the other funds in the range, and performance versus the funds' custom composite benchmarks.

In addition to the composite benchmark, this year we have also factored into our assessment how the funds have performed against their industry sector as that is also a reference point we cite in our communications to investors.

The GMAP Adventurous, Balanced, Defensive and Growth funds were rated as Amber for performance in last year's Assessment of Value report, while the Dynamic fund was rated Red. Performance had improved following a review of the funds and a change in the strategic asset allocation.

For the past 12 months, performance of the Balanced and Defensive funds has continued to improve and hence their ratings have moved this year to Green. The Adventurous and Growth funds have performed well against their sectors, but with performance behind composite benchmark, the Board decided to retain their Amber ratings for this year's report.

The Dynamic fund remains behind both composite benchmark and sector and therefore remains Red.

The Conservative fund was rated Amber this year, following a Green rating in 2022, with the Board noting that its risk/return profile has moved out of line with the rest of the range. This fund invests predominantly in fixed income assets which have experienced a challenging period for returns recently.

What actions are we taking?

The Board noted that the investment team have looked at the strategic asset allocation for the funds and adjusted this to reflect changing long-term investment expectations. The Board will continue to closely monitor performance across the range, with regular updates from the investment team, over the next 12 months.

And in respect of the Dynamic fund, the Board has asked that the investment team review its process and report on whether changes should be made to create a more favourable outlook for the fund.

In addition, this year's assessment has highlighted that there is scope for us to be clearer in how we communicate to investors what the GMAP funds do and how their performance should be measured. We will therefore undertake a review of the information that we communicate to investors. This work will be completed by the end of 2023.

Royal London Multi-Asset Strategies Fund (MAST)

Criterion	Rating
Performance	🟡

Specific findings

This fund aims to generate growth, over five-year rolling periods, through a diversified multi asset portfolio, while managing the volatility of returns and limiting losses during periods of financial market turbulence. The fund targets returns above those available on cash (cash defined as the Bank of England's Sterling Overnight Index Average, or SONIA).

Having been launched at the end of 2018, the fund does not yet have a full five-year track record, and although it has produced positive returns since inception and demonstrated an ability to control volatility and protect against downside impacts, it has not matched its performance target of SONIA plus 4%. It has therefore been rated Amber for the Performance element of our assessment.

What actions are we taking?

The Board will continue to closely monitor performance, with regular updates from the investment team, over the next 12 months.

Also, in the context of the significantly changed economic environment since the fund was launched, we are reviewing whether the fund's existing objective and target continues to be appropriate. And we will communicate with you if we conclude that any changes should be made.

Royal London Short Term Fixed Income Fund
Royal London Short Term Fixed Income Enhanced Fund

Criterion	Rating
Performance	Amber

Specific findings

These two funds both target a specific level of returns above those available on cash (cash defined as the Bank of England's Sterling Overnight Index Average, or SONIA), over rolling 12-month periods.

Although both funds have produced positive returns in the past 12 months, neither has been able to achieve its 'SONIA-plus' performance target and hence are rated Amber. These funds were also rated Amber for performance in our 2022 report and the factors that affected these funds in 2021-2022 have continued in 2022-2023.

In particular, the Board recognises that in a period that has seen a rapid and sustained rise in interest rates, these funds' stated performance targets are extremely challenging to achieve as, generally speaking, the value of the types of assets held by these funds falls within a period when interest rates are rising. The Board noted that alongside performance, these funds target security (i.e. not having underlying holdings default) and liquidity (providing investors with next-day access) and have continued to meet these aims throughout the review period.

What actions are we taking?

For the reasons set out above, our assessment has not recommended any changes in how these funds are managed as the Board is satisfied that the recent performance outcomes are because of market conditions. In the light of those conditions now persisting over a longer timeframe, however, we will undertake a review of whether the existing performance targets for both funds continue to be the right ones, and how those targets are expressed. And we will communicate with you if we conclude that any changes should be made.

Royal London UK Opportunities Fund

Criterion	Rating
Performance	Red

Specific findings

This fund has underperformed its target which is to deliver returns greater than its benchmark index over a long-term period (measured as five years). With the performance having further declined since last year's assessment when we gave it an Amber rating, we have moved this year's rating to Red.

What actions are we taking?

In last year's assessment we committed to closely monitor the situation and take any actions necessary if performance did not improve sufficiently. Responding to a further decline in performance, we have made changes to the team managing the fund and the new team has made adjustments to the composition of the fund's investments, whilst still pursuing the same investment objective. The fund now has more holdings for greater diversification, and is less focused on economically sensitive areas such as industrials and consumer discretionary companies, with greater exposure to healthcare and energy.

The Board understands that these changes will take time to feed through to the fund's performance returns and will continue to monitor the fund closely in the interim.

Royal London UK Smaller Companies Fund

Criterion	Rating
Performance	Amber

Specific findings

This fund aims to deliver returns greater than its benchmark index over long-term periods (measured as 5 years). Although the fund has previously had a good track record, over the last two years or so its returns have been disappointing. The Board has therefore rated it as Amber for performance.

What actions are we taking?

No immediate changes will be made. The investment team continues to use an investment strategy that has been in place for some years, and that has helped produce strong returns in the past. The Board will continue to review updates from the investment team on the fund over the next 12 months so the Board can evaluate whether the situation is improving or whether changes are required.

How we assessed the funds

Introduction

Throughout the year, we look at how our business is adding value for our customers and focus on the areas where we can do better. The purpose of this report is to give you an insight into this process – where are we adding value and what measures are we putting in place where we are falling short of investor expectations and our own high standards.

Here we provide you with an overview about the issues we are investigating, our methodology and how you can interpret our findings.

Evolving our Assessment of Value

Assessing value is an ongoing process at Royal London, as part of the regular work done by teams within Royal London, as well as at Board level.

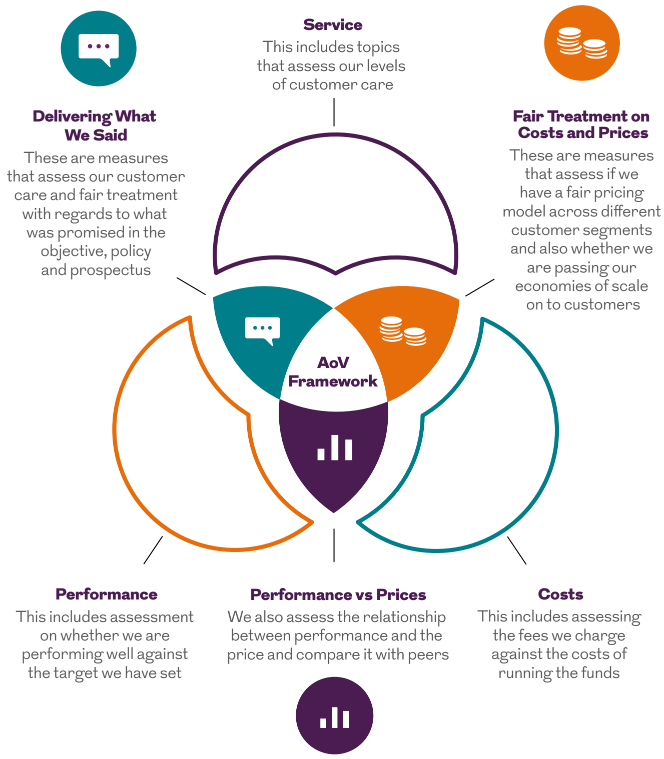
Annually, we will report back to you in this report so you can see the progress from both last year's report and the other work which we have done as part of our ongoing reviews of our funds.

We believe that trust and good service are, in part, achieved through transparency. Being transparent means giving investors the information they require in the simplest form possible – allowing them to make informed decisions about their investments and finances.

We continue to review and improve the 'methodology' used in this assessment and how we report our findings. For example, this year we have changed how we report on costs in the fund to show the underlying categories we assess and the introduction of a new information technology tool in our business has provided us with an enhanced quality of data for several of those categories. We have also introduced an overall value rating which blends the results across the different criteria to give an 'at a glance' view of whether a fund is doing what it should for our investors.

Understanding this report

Our approach continues to be based around using the three broad categories of **performance**, **service** and **cost** to determine where we are adding value and where we are falling short scrutinising each of the seven criteria specifically defined by the FCA for such assessment.



Performance

What do we mean by good performance?

This sounds straightforward but this is not always the case. When we launch a fund, we state in the prospectus what the investment objective is. This may be to produce a return that is better than cash, a group of competitor funds, or a market index such as the FTSE 100.

You will be able to clearly see if our independent process has identified any concerns around underperformance that need to be investigated.

We'll let you know what measures we are putting in place if your fund is significantly underperforming its benchmark. It's important to remember that although we report to you every 12 months, when we look at performance we mainly focus on the longer term picture, as most of our funds are designed to be held over time periods significantly longer.

Service

What do we mean by good service?

Here we are assessing our levels of care and whether we are being fair to customers. Service in asset management is, in many ways, about transparency – do we action customer requests and provide transparent information on an accurate and timely basis? By assessing our level of service, we wanted to ensure that customers continue to receive the range and quality of the information they need.

To gauge our service, we also look closely at feedback from advisers – although this report is designed for investors, we know that most investors in Royal London funds use an adviser.

We'll let you know what measures we are putting in place if complaints or other measures indicate poor customer service outcomes. We'll also let you know if you are eligible for a lower fee share class.

For the past 12 months, we have rated our fund range as Green for Services provided. As before, in addition to reviewing the service we provide, we also looked at services our partners such as HSBC (who provide fund accounting and custody services) and SS&C (our transfer agency) to get a complete picture of the services our investors receive. The main focus is on checking negative service impacts, for instance by looking at our quarterly complaints analysis and our risk management log – where any regulatory breaches have to be recorded. We also used our ongoing adviser research feedback and the work being done as part of the wider Royal London Consumer Duty project.

Cost

While cost plays a significant part in determining whether our funds are delivering value for investors, we do not believe it should be the only factor, and that driving down costs is not always in the best interests of investors. For example, the fees we charge enable us to continue to invest in improving the technology and infrastructure that underpins the delivery of our services. This includes making sure that the business is prepared for unforeseen events and can continue to operate without any business interruptions as it did during the pandemic.

What questions are we asking on costs?

- Are the fee levels we charge our customers reasonable by reference to the costs involved with managing the funds, and the services provided to investors?
- Where there are different fee rates for different types of shares in a particular fund, are those differences fair?
- Are we as efficient as we can be in managing our costs and do we keep them under review? How do we compare to other firms in this industry? Are we achieving economies of scale?
- How do the fees we charge compare with similar funds available from our competitors and with what we charge investors in other parts of our business?

And, as we explain below, this year we have made it clearer for you to see what our review of costs has found.

How we report our findings

In previous Assessments of Value reports, we have reported a single 'Cost' rating for each fund, which represented an aggregate gauge of our review of costs against five separate categories. This year we have done the same process, but reported against all five for greater transparency. The categories align with those questions listed above and are:

- **AFM Costs:** We compare what has been charged by the fund against the cost of providing the services that are paid for from the charge.
- **Economies of scale:** We assess whether RLUTM is able to achieve savings and benefits from economies of scale, relating to the direct and indirect costs of managing a fund and taking into account the size of the fund and whether it has grown or contracted in size as a result of flows.
- **Comparable market rates:** We compare the fund charges with those of similar funds provided by other firms.
- **Comparable services:** We compare the charges of the fund against that of comparable mandates (if any) managed in other segments of our business. 'Comparable' means similar size and with similar investment objectives and policies.
- **Classes of units:** We assess whether it is appropriate for investors to hold shares in classes subject to higher charges than those applying to other classes of the same fund.

Our fund traffic light system

The 'Results' section of this report uses a traffic light system that lets you see at a glance, whether your fund is delivering good value, or if it is falling short under each of performance, service or cost, and if there are any Amber or Red traffic lights, the page where you can find further information.

● **Green**

If your fund has been allocated a Green rating, no issues have been identified.

● **Amber**

An Amber rating means our data has captured a potential issue in the value for one of our funds and flagged it for review. We will let you know what we are doing to monitor or address the issue.

● **Red**

Where a fund has been allocated a Red rating for any one of our performance, service and cost categories, we will set out what actions we are taking. This could take the form of, for example, a change to the investment process, new resources or reducing charges.

RLUTM Board

John Brett
Independent Non-Executive Director and Chair

John joined RLUTM in September 2019 as an independent non-executive director. He has held a number of senior roles in asset management over the last 20 years including CEO of a wealth management firm, Head of Distribution for Aberdeen Asset Management and Sales & Marketing Director for Scottish Widows Investments. He is a qualified lawyer and has held senior positions responsible for legal, risk, governance, products and strategy. He is currently the non-executive chair of a wealth management business.

Jill Jackson
Independent Non-Executive Director

Jill joined RLUTM in April 2022 as an independent non-executive director. Jill has over 25 years' experience in the asset management industry and has held a number of senior positions for large asset managers during that time. Prior to joining the RLUTM Board, Jill was the Chief Executive Officer of The Big Exchange, a direct to consumer impact investing platform. Jill currently chairs an advisory council on responsible investing for a family-owned asset management firm and is also the Trustee of a cancer charity.

Hans Georgeson
Executive Director

Hans joined Royal London Asset Management as Chief Executive Officer in April 2021. He started his financial services career in 1996 as an equity analyst at BZW Investment Management, the asset management arm of Barclays. Hans remained with Barclays until 2010, progressing through a number of executive roles at Barclays Wealth, Gerrard Investment Management and Barclays Stockbrokers.

In 2010 Hans joined Architas, and under his tenure the business grew to over £40bn assets, operating across 13 countries. Hans graduated from Oxford University with a degree in Politics, Philosophy & Economics and a Masters degree in Economics. He completed his MBA at INSEAD in 2000.

Andy Hunt
Executive Director

Andrew joined Royal London in December 2015, joining the Board of RLUTM in July 2017 and becoming Chief Financial Officer of RLUTM and RLAM in January 2018. He has responsibility for all aspects of finance including business performance, statutory and regulatory reporting, and the ICARA. Andrew is also Client Money Oversight Officer for RLUTM and RLAM, responsible for the protection of client money and assets.

Rakesh Kumar
Executive Director

Rakesh joined RLAM in April 2011, joining the RLUTM Board in June 2017 and is RLAM's Operations Director. He is responsible for the management and oversight of the investment and operational aspects of RLAM's business. He has expertise in providing leadership, influencing business growth and implementing and managing change to drive organisational performance. Rakesh holds a BSc in Management from the University of St Andrews along with an Executive MBA from Cass Business School. He has over 10 years' experience in the global financial sector.

Susan Spiller
Executive Director

Susan joined the RLUTM Board in June 2017 and is Head of Proposition at RLAM where she is responsible for product development, product governance, and product management. She joined RLAM in March 2002. Prior to this she has built up a strong background in a wide variety of sales, marketing, product development, and investment management activities. Her experience includes 15 years' experience working at Charles Schwab & Co, Fidelity Investments, and State Street Bank & Trust Co. Susan has a BA degree in Economics from Duke University and an MBA from Stanford University.

Rob Williams
Executive Director

Rob was appointed to the RLUTM Board in July 2013, after joining RLAM in January 2013. He is the Chief Distribution Officer at RLAM with responsibility for sales, marketing, product development and client account management. He has over 25 years' experience of the asset management industry, and prior to joining Royal London held senior distribution roles at Old Mutual and JPMorgan Asset Management covering both UK and international markets. Rob holds a Bachelor's degree from Royal Holloway, University of London and an MBA from the University of London.

Glossary

Absolute return: an investment approach that aims to achieve a return that is not benchmarked against any index and aims to provide positive returns regardless of financial conditions.

ACD: authorised corporate director. The officially designated manager of an OEIC or ICVC, who is obliged to comply with FCA regulations.

Active management: an investment style that is designed to exceed the return of a benchmark index. Active managers base their decisions to deviate from a benchmark's composition on their judgment and analysis.

Assessment of Value: introduced by the Financial Conduct Authority in 2019, the Assessment of Value rules require fund management companies to assess the value of each of their funds, take corrective action on any funds that do not offer good value, and explain their fund assessments annually in a publicly available report.

Asset class: a category of investments, such as shares or bonds, that display similar characteristics.

Benchmark: a performance target for investments. This is usually an index or a peer group (an acknowledged selection of similar investments).

Bonds: sometimes referred to as fixed income, bonds represent loans made by investors to corporations or public bodies (the bond issuers). Bonds pay out a previously agreed interest payment (or coupon) on their debt to investors until a maturity date, when the initial investment (or principal) is repaid.

Bond fund: a portfolio composed of fixed income investments.

Capital growth: the rise over time of an investment's value.

Capital preservation/protection: investment techniques/approaches that aim to prevent loss of an investment's original capital value.

Capital return: the measured performance of an investment according to its change in value over time, without factoring in dividends or any other income.

Commodities: resources-related physical investments like oil, gold or wheat.

Corporate bonds: fixed income investments issued by a company as a way to raise finance.

Derivatives: investments that derive their value from another closely related underlying investment.

Developed markets: countries with more advanced economies. Developed markets according to MSCI classification include the UK, US, Hong Kong and most eurozone countries.

Domicile: the country where a fund was first set up, and the jurisdiction that applies for tax and regulation purposes.

Diversification: investing in multiple asset classes or sectors in order to reduce risk.

Duration: an investment's sensitivity to interest rate changes.

Emerging markets: markets in the developing world that are more advanced than frontier markets. Emerging markets according to MSCI classification include China, Russia, India and Brazil.

Equities: stocks listed on an exchange.

Equity fund: a portfolio that invests in equities.

ESG: environmental, social and governance. A list of predefined criteria that determines how a company operates in terms of sustainability and overall corporate governance.

Ethical criteria: predefined restrictions on sectors or asset classes that a manager may invest in.

FCA: Financial Conduct Authority. The UK's regulator of the finance industry.

Fixed income investments: also known as bonds. Fixed income investments pay out a previously agreed interest payment until that investment reaches maturity.

FMF: Fund Management Fee, a single fee paid to Royal London covering all the expenses of managing a fund.

FTSE 100: Financial Times Stock Exchange 100 Index. A list of the top 100 UK companies, ranked by market capitalisation.

Government and public bonds: bonds issued by governments or public bodies, not by corporations.

Growth: a style of investing that aims to increase the original capital invested.

Hedging: reducing risk by protecting an investment with another related investment.

ICVC: investment company with variable capital. An open-ended investment vehicle that can create new shares to accommodate additional investors.

Income: a form of payment generated by an investment, such as dividends or bond coupons.

Income investing: investment style that looks for income rather than capital growth.

Index-linked bonds: fixed income investments that are closely tied to an index of consumer prices/inflation.

Inflation: the average rise in prices of a predetermined list (or 'basket') of goods.

Interest rates: the cost of borrowing and using money. These are set by central banks and are expressed as a percentage owed of the amount borrowed.

Interest rate risks or exchange rate risks: risks associated with changes in the level of interest rates or the difference between the comparative value of different countries' currencies.

Investment grade bonds: bonds that have been assessed by credit ratings agencies, and which are deemed to be higher quality (and less likely to default).

Large-cap: companies with a large market capitalisation (value). These companies represent the top 70% of market capitalisation, according to MSCI, although the proportion can differ between large-cap indices.

Liquidity: the availability of money for lending or ease of buying/selling an investment.

Market capitalisation: the number of a company's shares multiplied by the share's value. This is the value of a company as determined by the market.

Maturity: the time at which the principal and all interest related to a bond are to be paid.

Mid-cap: companies with a medium market capitalisation (value). These companies usually represent around 15% of market capitalisation, although the proportion can differ between mid-cap indexes.

Multi-asset/multi-asset strategies: investment approaches that use different asset classes such as shares, bonds and cash in one portfolio.

Overseas corporate bonds/overseas government bonds: bonds from countries other than the UK.

Passive strategy: fund that sticks closely to an index in terms of its composition and expected returns.

Securities: the word 'security' can generally be used interchangeably with bond or equity/stock. It can also be used to mean both at once – 'bond and equity securities'.

Small-cap: companies with a small market capitalisation (value). These companies usually represent around 5% of market capitalisation, although the proportion can differ between mid-cap indexes.

Sovereign bonds: fixed income investments issued by governments.

Stocks/shares: another work for an equity security, which represent partial ownership of a listed company.

Share class: funds can offer different classes of shares to different types of investors that charge different fees and expenses, while still giving exposure to the same underlying set of investments.

Sub-investment grade securities/non-investment grade: bond with a lower rating than investment grade. A greater risk of default usually means a higher yield.

Total return: the capital gain (including income) or loss generated by an investment over a specific period.

Tracking error: a measure of risk indicating how closely a portfolio follows an index.

UK government bonds: also known as 'gilts' and issued by HM Treasury.

Value investing: an investment style targeting stocks that are being bought and sold at prices lower than their intrinsic value, i.e. that are undervalued by the market.

Volatility: usually made in reference to prices, volatility describes the potential for rapid, aggressive and unpredictable change.

Yield: a measure of the income return earned on an investment. For a bond, the yield is usually seen as the annual income paid as a percentage of the current market price.

Contact us

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Issued in July 2023 by Royal London Unit Trust Managers Limited, Firm Registration Number: 144037, registered in England and Wales number 2372439.

Please refer to the Prospectus or Key Investor Information Document (KIID), available via the relevant Fund Information page on www.rlam.com.

Ref: BR RLAM PD 0109

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