

Editor's Note

Dear Esteemed Customer,

Happy New Year to us all! We thank God for bringing us to the end of the year 2013 and enabling us be a part of 2014. Last year, we witnessed an increasing awareness of the Pension Industry, the new Scheme and the Retirement Savings Account. The exit of the Military from the scheme, the opening of Pencom zonal offices in the 6 Geopolitical zones; Lagos, Awka, Illorin, Calabar, Gombe & Kano and the proposed amendment to the Pension Reform Act 2004 by the House of Assembly, just to mention a few.

For us at PAL however, our core objective in the course of the year was to be innovative in finding new platforms upon which to reach out to and offer better services to our esteemed customers. The Pal PenSave Account and the Mobile Office have enabled us achieve that objective. These innovations have brought us closer to

our clients, bringing awareness to people of all ages and in diverse works of life and providing the opportunity to partake in the benefits of the Pensions Scheme- PRA 2004.

This New Year promises to be a very exciting one for all of us. With the imminent political activities set to unfold this year, one may speculate that investors; especially foreign investors will be more conservative in their portfolio management. This however, will not deter us from putting our best foot forward to ensure that our goal of rendering consistent and real returns while providing superior customer service is achieved.

This edition will expatiate on our 2 major initiatives of 2013 and their benefits in ensuring your secured future. Have a good read!!!

The New Business

PAL PenSave Account

The Future starts now



Did you know that you have the advantage of time to set aside a bigger balance at retirement even when not in structured employment? Sec 9(4) of the Pensions Reform Act 2004 allows persons not ordinarily covered by Sec (1) of the same Act to be entitled to make Voluntary Contributions under the scheme.

The PAL PenSave Account is tailored to suit individuals not in structured employment but want to take advantage of the attractive and real returns on investment generated from running this account under the pension scheme. It is a discretionary contribution personally funded by individuals in the informal sector, SME Managers, young adults 18 years and above, housewives, etc. This account just like the statutory Retirement Savings Account assures you real returns on investment. It allows you plan towards an early retirement or simply provides an outlet that enables you plan towards a future project – it is that simple.

The Benefits of Opening A PAL PenSave Account

- An early start towards retirement plans: this enable you to start saving early from a ripe age, securing a better future for yourself



- Voluntary contributions towards a future project that can be accessed before retirement: with this, you can contribute any amount as low as N1000 and gain access to it at any time, subject to tax.
- A safe and disciplined avenue to manage finances: this will help you discipline yourself with regards to saving and managing your finances appropriately.
- A safer outlet for investment that assures high rates on returns: you are assured that your funds are properly managed and accounted for with continuous returns on investment
- Ensures you maintain your life style even in retirement: start saving now to secure your tomorrow, you will not feel a 'pinch'.

The New Business

The Mobile Office (MO) Initiative

The Mobile Office initiative sprung up as a result of our plans to expand our branch network by adding 10 branches in different locations with full regional office functionalities which would enable us achieve wider coverage and strategic visibility.

The MO enables us get right to your door step, reaching far and wide. The services provided in the MO are a replica of what is offered at any of

our branches. We ensure we attend to all the queries of our clients providing them with an up to date statement of account, certificate, update forms and status update on payment requests.

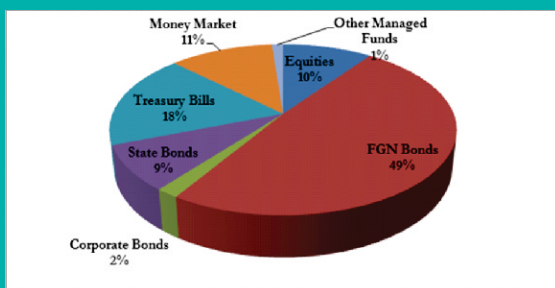


PAL VALUE FUND

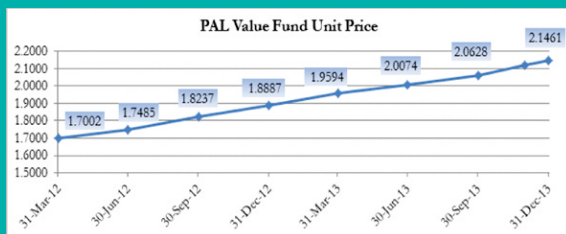
The PAL Value Fund opened last year with a unit price of N1.8887 and closed in December 2013 with a unit price of 2.1461 representing a year to date growth of 13.65%.

The PAL Value Fund Portfolio as at 31st December, 2013 comprised the following asset classes: FGN Bonds (49%), Treasury Bills (18%), Money Market (11%), Equities (10%), State Bonds (9%), Corporate Bonds (2%) and Other Managed Funds (1%).

ASSET ALLOCATION AS AT 31ST DECEMBER 2013



UNIT PRICE AS AT 31ST DECEMBER 2013



Frequently Asked Questions

Q1. Is the Retirement Savings Account operated like a bank account?

The RSA is only similar to a bank account because it helps you save money, but is in no way operated like a bank account. The contributor cannot withdraw money from the RSA before his/her retirement except he/she has been disengaged from employment and has been unable to secure another job in the space of 6 months.

Q2. As a student, I want to start saving for my future, how can I go about it?

The PAL PenSave Account enables anyone from the age of 18 and above to start saving for the future with any amount as low as N1000 and at his/her convenience

Q3. When do we in the Military who are yet to be paid off expect to receive our funds?

Every Military personnel is expected to get a DSS form from his/her PFA. This form should be completed and submitted to the PFA. The PFA will submit the completed forms to PENCOM who will collate and instruct the PFA to make the transfer.

Joke

An old woman took a package to the post office to mail and was told it would cost \$3.95 for fast delivery or \$2.30 for slower service. "There is no hurry," she told the clerk, "just so the package is delivered in my lifetime." He glanced at her and said, "That will be \$3.95, please."

Quotable quotes

"Nothing is impossible. The word itself says I'm possible!" - Audrey Hepburn.

Financial Tips



Start an Emergency Fund

One of personal finance's often repeated mantra is "pay yourself first". No matter how many obligations you have or how little your "take home"

seems to be, it is advisable to always save first and then, spend what it left. By saving, you are indeed "paying yourself first"

Regardless of whether you have a regular savings or a retirement savings account, any type of savings is better than none.

Unfortunately, saving isn't a priority for many people and there is no rule that says you have to create a nest egg or emergency fund.

At the same time, we must all acknowledge the dangers of NOT having any plans for a financially secured future.