



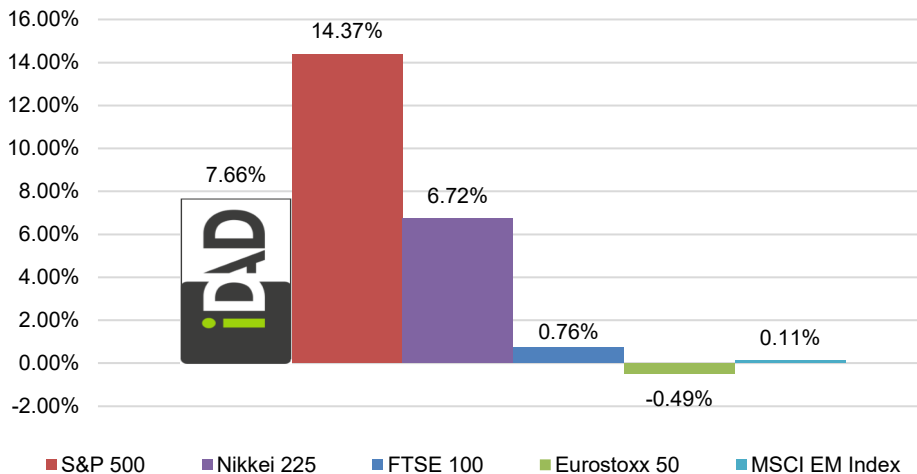
IDAD Performance - Q3 2021

Managing Director Commentary

Not unexpectedly, equity markets remained broadly flat over Q3 2021. Any gains made were mostly given up by the end of September as the Bulls and the Bears continued to tussle for dominance. We saw 42 product maturities over the quarter and 46 new products were launched – the average return on products crept up slightly to 7.66% p.a. Towards the end of the quarter travel restrictions started to ease around the World and, although it is likely to be some time before business and daily life returns to normal (or a post-COVID normal). We hope that advisers and their clients will be able to benefit from a more stable economic environment and see some return to face to face meetings. At IDAD we also hope to be able to meet advisers more frequently in the coming months.

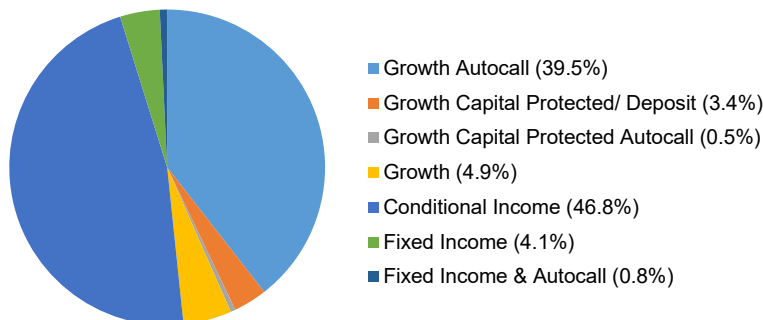
The rest of 2021 retains plenty of uncertainty, indeed there are quite a few potential concerns on the horizon. As well as inflationary pressures (stoked in part by rising fuel costs) there are real supply chain issues affecting most economies. Everyone is familiar with computer chip shortages impacting the production of everything from phones to cars, but the issues are wider, affecting many more product lines. With many economies heavily consumer-led, some market downturns are not unexpected over the next 6 months as the global economy adjusts to the 'new normal'. If you change your phone every 12 months and you have to wait 6 months longer for delivery, you're not going to buy a new one 6 months later, which means half a year's worth of sales are lost. As always, a reminder that IDAD develops investment solutions to cover all market circumstances. We work in multiple sectors in multiple markets these days, so remember, if you're looking for opportunities for your existing or new clients, always ask as we probably have one.

Annualised Performance since 2008



Source: IDAD 18/10/2021. Bloomberg 02/01/2008 - 30/09/2021

Products Issued by Type since 2008



Source: IDAD 18/10/2021

Facts & Figures (since 2008)

Average Annual Performance on all matured Products: 7.66% p.a.

Total number of Products issued: **1599**
 Total number of Products matured: **936**
 % of Products to make a loss: **3.56%**
 % of Products to only return 100%: **2.75%**

Annualised Performance by Product Type

Autocall: **8.71%**
 Conditional Income: **6.87%**
 Fixed Income: **5.96%**
 Capital Protected: **2.02%**

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