



# Defensive Growth

## The Defensive Growth Portfolio

DG  
14

Risk  
Rating  
2

The Defensive Growth Portfolio is aimed at medium to long term investors who are seeking a cautious investment that has a genuine prospect of capital growth above cash based investments.

The chosen investment funds can invest in fixed interest securities, UK and overseas equities and alternative assets. They are actively managed by leading fund managers to maximise total return whilst maintaining control of risk.

The Defensive Growth Portfolio performance is benchmarked against the average performance of the IMA UK Defensive sector.

The Defensive Growth Portfolio has a risk rating and investor profile of 2 out of 8.



### WRAP PLATFORM

The Estate Capital Defensive Growth Portfolio is available on our wrap platforms and can be held within an ISA account, investment account, pension account or off-shore and on-shore bond account.

All portfolios held on our wrap platform benefit from bi-annual rebalancing and fund switching. This service ensures that your portfolio is kept up to date with our fund selections and that your asset allocation remains in line with your selected investor risk profile.



The Estate Capital Portfolios are built around five risk related asset allocation strategies. The portfolios are made up of investment funds chosen because they are the leading funds in their sector. Each fund will be managed on an active basis, changing holdings and tactics in order to outperform their respective performance benchmarks, consistent with each fund manager's individual style.

Some managers choose and vary investments dependent on their geographical location, business sector or the prevailing economic conditions at the time, whilst others look at the performance of individual investment opportunities, selecting only those which are considered to represent the potential for growth.

Each of the Estate Capital portfolios contains a range of funds, therefore improving the diversification of the portfolio. Due to their nature as actively managed, these portfolios carry a weighted average annual cost of around 0.9%.



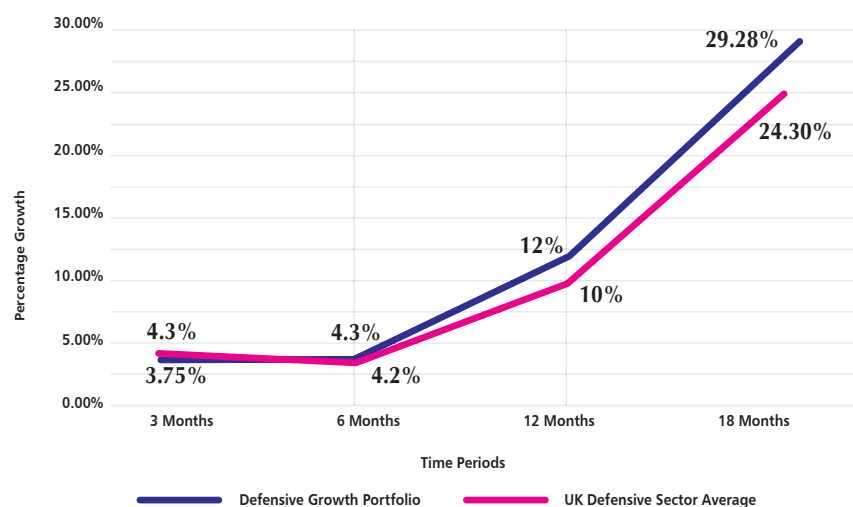
Asset Allocation	Percentage
UK Gilt	12%
UK Fixed Interest	31%
UK Corporate Bonds	14%
Global Bonds	8%
Absolute Return	23%
Global Property	7%
Global Equity	5%

# The Defensive Growth Portfolio

Sector	Fund Manager	Fund Holdings	% Holding	Risk Rating	Fund Manager	Yield	1 Year % Growth	2 Year % Growth	3 Year % Growth	5 Year AGR%	10 Year AGR%
Index linked Gilt	M&G	Index linked Bond	12%	1	Jim Leaviss	1.1	5.4%	12.7%	3.2%	5.9%	5.6%
UK Fixed Income	Invesco Perpetual	Monthly Income Plus	14%	4	Paul Causer & Paul Reed	6.9	20.2%	36.7%	-21.4%	8.8%	9.4%
UK Fixed Income	Artemis	High Income	9%	3	Adrian Frost	7.2	16.0%	27.8%	-25.4%	5.3%	8.6%
UK Fixed Income	Artemis	Strategic Bond	8%	3	James Foster & Alex Ralph	4.7	14.6%	28.7%	-19.1%	5.9%	
UK Corporate Bond	Invesco Perpetual	Corporate Bond	8%	2	Paul Causer & Paul Reed	4.9	13.1%	28.8%	-11.0%	6.6%	7.6%
UK Corporate Bond	M&G	Strategic Corporate Bond	6%	2	Richard Woolnough	4	11.7%	32.7%	-1.5%	8.8%	
Global Bond	Old Mutual	Global Strategic Bond	5%	3	Stewart Cowley	2.6	13.7%	37.5%	9.3%	11.5%	9.2%
Global Bond	Investec	Emerging Market Debt	3%	4	Peter Eerdmans	6.8	22.7%	40.1%			
Absolute Return	Standard Life	Global Absolute Return Strategies	13%	2	Multi Asset Team	0.7	11.6%	19.6%			
Absolute Return	Newton	Real Return	10%	5	Iain Stewart	4	12.6%	23.2%	-8.5%	10.4%	
Property	First State	Global Property Securities	7%	9	Andrew Nichols	3.1	32.3%	21.3%	-37.3%		
Specialist	Blackrock	Gold & General	2%	10	Ivy Hambro	0	38.4%	99.6%	-48.4%	25.3%	28.2%
Global Growth	M&G	Global Basics	3%	10	Graham French	0	23.7%	36.6%	-32.2%	11.8%	

Investment performance to December 2010

## Performance versus Benchmark



## Fund performance figures against benchmarks

	Yield	1 Year % Growth	2 Year % Growth	3 Year % Growth	5 Year AGR%	10 Year AGR%
Past performance of Funds	3.02%	12.51%	21.65%	-10.69%	5.72%	7.66%
Average UK Defensive Unit Trust	3.2%	10.8%	18.5%	-16.2%	4.5%	6.4%
Average Defensive Managed Life Fund		7.8%	11.4%	-11.1%	2.7%	3.1%
Average Defensive Managed Pension		9.6%	15.8%	-13.0%	4.1%	3.5%

## Portfolio performance figures against benchmark

	Rolling 3 months	Rolling 6 months	Rolling 12 months	Rolling 18 months
Defensive Growth Portfolio	3.75%	4.20%	12.22%	29.28%
UK Defensive Sector Average	4.30%	3.30%	10.00%	24.30%



# Conservative Growth

## The Conservative Growth Portfolio

CG  
14

Risk  
Rating  
3

The Conservative Growth Portfolio is aimed at medium to long term investors who are seeking a relatively cautious investment that has a genuine prospect of capital growth.

The chosen investment funds can invest in fixed interest securities, commercial property, UK and overseas equities and alternative assets. They are actively managed by leading fund managers to maximise total return whilst maintaining control of risk.

The Conservative Growth Portfolio performance is benchmarked against the average performance of the IMA Global Neutral sector.

The Conservative Growth Portfolio has a risk rating and investor profile of 3 out of 8.



### WRAP PLATFORM

The Estate Capital Conservative Growth Portfolio is available on our wrap platforms and can be held within an ISA account, investment account, pension account or off-shore and on-shore bond account.

All portfolios held on our wrap platform benefit from bi-annual rebalancing and fund switching. This service ensures that your portfolio is kept up to date with our fund selections and that your asset allocation remains in line with your selected investor risk profile.



### ESTATE CAPITAL PORTFOLIOS

The Estate Capital Portfolios are built around five risk related asset allocation strategies. The portfolios are made up of investment funds chosen because they are the leading funds in their sector. Each fund will be managed on an active basis, changing holdings and tactics in order to outperform their respective performance benchmarks, consistent with each fund manager's individual style.

Some managers choose and vary investments dependent on their geographical location, business sector or the prevailing economic conditions at the time, whilst others look at the performance of individual investment opportunities, selecting only those which are considered to represent the potential for growth.

Each of the Estate Capital portfolios contains a range of funds, therefore improving the diversification of the portfolio. Due to their nature as actively managed, these portfolios carry a weighted average annual cost of around 0.9%.



### ASSET ALLOCATION

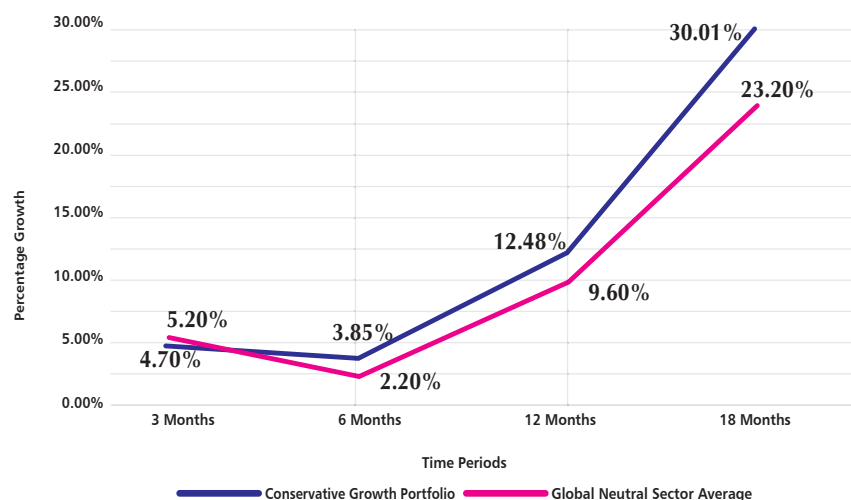
UK Gilt	7%
UK Fixed Interest	22%
UK Corporate Bonds	10%
Global Bonds	8%
Absolute Return	8%
Global Property	8%
UK Equity	14%
North America	5%
Europe	3%
Far East ex Japan	4%
BRICs	5%
Global Growth	6%

# The Conservative Growth Portfolio

Sector	Fund Manager	Fund Holdings	% Holding	Risk Rating	Fund Manager	Yield	1 Year % Growth	2 Year % Growth	3 Year % Growth	5 Year AGR%	10 Year AGR%
Index linked Gilt	M&G	Index linked Bond	7%	1	Jim Leaviss	1.1	5.4%	12.7%	3.2%	5.9%	5.6%
UK Fixed Income	Invesco Perpetual	Monthly Income Plus	10%	4	Paul Causer & Paul Reed	6.9	20.2%	36.7%	-21.4%	8.8%	9.4%
UK Fixed Income	Artemis	High Income	6%	3	Adrian Frost	7.2	16.0%	27.8%	-25.4%	5.3%	8.6%
UK Fixed Income	Artemis	Strategic Bond	6%	3	James Foster & Alex Ralph	4.7	14.6%	28.7%	-19.1%	5.9%	
UK Corporate Bond	Invesco Perpetual	Corporate Bond	5%	2	Paul Causer & Paul Reed	4.9	13.1%	28.8%	-11.0%	6.6%	7.6%
UK Corporate Bond	M&G	Strategic Corporate Bond	5%	2	Richard Woolnough	4	11.7%	32.7%	-1.5%	8.8%	
Global Bond	Old Mutual	Global Strategic Bond	5%	3	Stewart Cowley	2.6	13.7%	37.5%	9.3%	11.5%	9.2%
Global Bond	Investec	Emerging Market Debt	3%	4	Peter Eerdmans	6.8	22.7%	40.1%			
Absolute Return	Standard Life	Global Absolute Return Strategies	8%	2	Multi Asset Team	0.7	11.6%	19.6%			
Property	First State	Global Property Securities	8%	9	Andrew Nichols	3.1	32.3%	21.3%	-37.3%		
UK Equity Income	Invesco Perpetual	High Income	7%	4	Neil Woodford	4.3	15.5%	12.5%	-25.5%	7.9%	9.7%
UK Growth	Black Rock	UK Special Situations	7%	10	Richard Plackett	1	28.8%	31.7%	-37.2%	8.9%	8.6%
American Growth	Neptune	US Opportunities	5%	9	Felix Wintle	0	12.3%	23.8%	-15.9%	9.7%	
European Growth	Jupiter	European	3%	10	Alex Darwall	0.4	27.0%	41.3%	-29.2%	12.7%	8.2%
Far East	Fidelity	South East Asia	4%	9	Allan Liu	0.2	27.6%	71.7%	-48.5%	22.8%	13.0%
BRICs	Allianz RCM	BRIC Stars	5%	9	Michael Konstantinov	0	17.9%	75.0%	-55.2%		
Global Growth	M&G	Global Basics	3%	10	Graham French	0	23.7%	36.6%	-32.2%	11.8%	
Global Growth	Neptune	Global Equity	3%	8	Robin Geffin	0.4	21.0%	27.5%	-40.0%	11.3%	

Investment performance to December 2010

## Performance versus Benchmark



## Fund performance figures against benchmarks

	Yield	1 Year % Growth	2 Year % Growth	3 Year % Growth	5 Year AGR%	10 Year AGR%
Past performance of Funds	2.69%	17.34%	29.72%	-21.92%	8.15%	7.28%
Average Global Neutral Unit Trust	2.1%	10.7%	20.8%	-23.2%	4.7%	3.6%
Average Cautious Managed Life Fund		10.0%	18.3%	-19.0%	3.9%	3.0%
Average Cautious Managed Pension		11.7%	21.2%	-20.3%	4.5%	3.1%

## Portfolio performance figures against benchmark

	Rolling 3 months	Rolling 6 months	Rolling 12 months	Rolling 18 months
Conservative Growth Portfolio	4.70%	3.85%	12.48%	30.01%
Global Neutral Sector Average	5.20%	2.20%	9.60%	23.20%



# Income and Growth

## The Balanced Income Portfolio

BI  
14

Risk  
Rating  
4

The Balanced Income Portfolio is aimed at medium to long term investors who are seeking a sustainable level of income within a balanced portfolio along with a genuine prospect of income and capital growth.

The chosen investment funds can invest in UK and overseas equities and fixed interest securities. They are actively managed by leading fund managers to maximise total return whilst maintaining control of risk.

The Balanced Income Portfolio performance is benchmarked against the average performance of the IMA UK Neutral sector.

The Balanced Income Portfolio has a risk rating and investor profile of 4 out of 8.



### WRAP PLATFORM

The Estate Capital Balanced Income Portfolio is available on our wrap platforms and can be held within an ISA account, investment account, pension account or off-shore and on-shore bond account.

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### ESTATE CAPITAL PORTFOLIOS

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### ASSET ALLOCATION

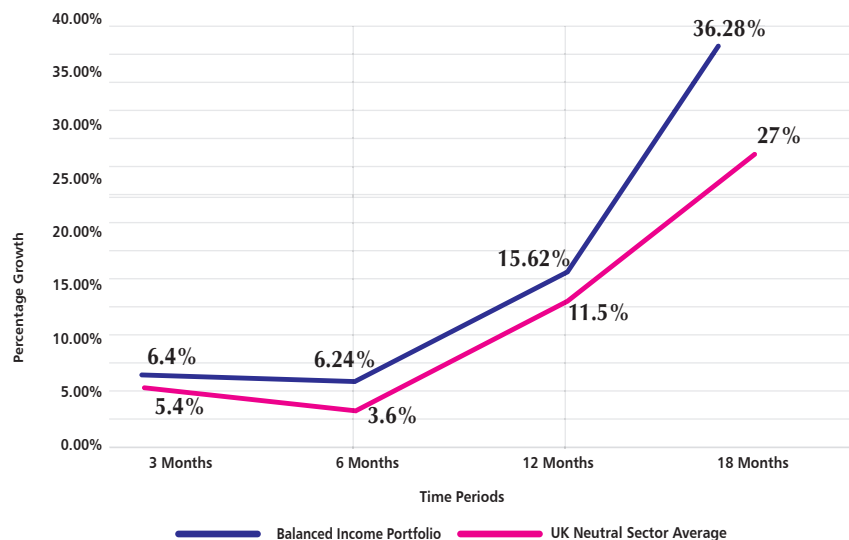
UK High Yield	19%
UK Fixed Interest	20%
UK Corporate Bonds	8%
UK Equity Income	43%
Global Equity Income	10%

# The Balanced Income Portfolio

Sector	Fund Manager	Fund Holdings	% Holding	Risk Rating	Fund Manager	Yield	1 Year % Growth	2 Year % Growth	3 Year % Growth	5 Year AGR%	10 Year AGR%
UK High Yield	Baillie Gifford	High Yield Bond	10%	4	Ben Thompson	5.5	21.9%	47.7%	-26.9%	9.5%	
UK High Yield	AEGON	High Yield Bond	9%	4	Philip Milburn	7.9	18.4%	52.0%	-26.8%	8.2%	
UK Fixed Income	Invesco Perpetual	Monthly Income Plus	8%	4	Paul Causer & Paul Reed	6.9	20.2%	36.7%	-21.4%	8.8%	9.4%
UK Fixed Income	Artemis	High Income	6%	3	Adrian Frost	7.2	16.0%	27.8%	-25.4%	5.3%	8.6%
UK Fixed Income	Artemis	Strategic Bond	6%	3	James Foster & Alex Ralph	4.7	14.6%	28.7%	-19.1%	5.9%	
UK Corporate Bond	Invesco Perpetual	Corporate Bond	8%	2	Paul Causer & Paul Reed	4.9	13.1%	28.8%	-11.0%	6.6%	7.6%
UK Equity Income	Invesco Perpetual	High Income	14%	4	Neil Woodford	4.3	15.5%	12.5%	-25.5%	7.9%	9.7%
UK Equity Income	Invesco Perpetual	Income	14%	4	Neil Woodford	4.4	14.7%	13.2%	-25.8%	7.7%	9.6%
UK Equity Income	Neptune	Income	15%	8	Robin Geffin	5.1	15.1%	26.1%	-33.2%	6.8%	
Global Equity Income	Veritas	Global Income	10%	8	Andy Headley & Charles Richardson	4.7	14.5%	37.2%	-21.8%	11.1%	

Investment performance to December 2010

## Performance versus Benchmark



## Fund performance figures against benchmarks

	Yield	1 Year % Growth	2 Year % Growth	3 Year % Growth	5 Year AGR%	10 Year AGR%
Past performance of Funds	5.37%	16.29%	29.31%	-24.71%	7.91%	9.16%
Average UK Neutral Unit Trust	3.1%	11.6%	19.8%	-22.9%	4.0%	4.7%
Average Balanced Managed Life Fund		12.2%	21.3%	-25.4%	4.8%	2.5%
Average Balanced Managed Pension		12.8%	23.2%	-25.7%	5.5%	2.6%

## Portfolio performance figures against benchmark

	Rolling 3 months	Rolling 6 months	Rolling 12 months	Rolling 18 months
Balanced Income Portfolio	6.40%	6.24%	15.62%	36.28%
UK Neutral Sector Average	5.40%	3.60%	11.50%	27.00%



# Balanced Growth

## The Balanced Growth Portfolio

BG  
14

Risk  
Rating  
5

The Balanced Growth Portfolio is aimed at medium to long term investors who are seeking above average capital growth from a balanced portfolio of mainly equity investments.

The chosen investment funds can invest in UK and overseas equities, fixed interest securities, commercial property, commodities and alternative investments. They are actively managed by leading fund managers to maximise total return whilst maintaining control of risk.

The Balanced Growth Portfolio performance is benchmarked against the average performance of the IMA Global Flexible sector.

The Balanced Growth Portfolio has a risk rating and investor profile of 5 out of 8.



### WRAP PLATFORM

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### ESTATE CAPITAL PORTFOLIOS

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### ASSET ALLOCATION

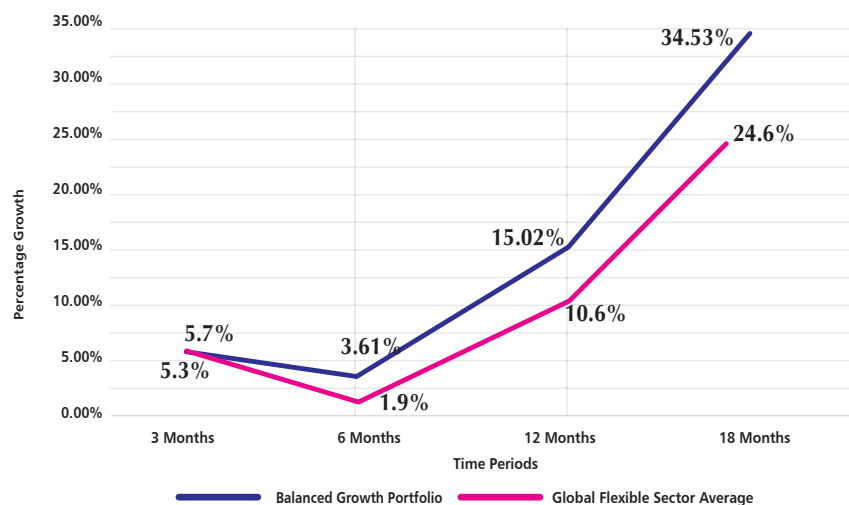
UK Gilt	4%
UK Fixed Interest	14%
UK Corporate Bonds	5%
Global Bonds	7%
Global Property	8%
UK Equity	15%
North America	8%
Europe	4%
Far East ex Japan	8%
BRICS	12%
Emerging Markets	2%
Specialist	13%

# The Balanced Growth Portfolio

Sector	Fund Manager	Fund Holdings	% Holding	Risk Rating	Fund Manager	Yield	1 Year % Growth	2 Year % Growth	3 Year % Growth	5 Year AGR%	10 Year AGR%
Index linked Gilt	M&G	Index linked Bond	4%	1	Jim Leaviss	1.1	5.4%	12.7%	3.2%	5.9%	5.6%
UK Fixed Income	Invesco Perpetual	Monthly Income Plus	8%	4	Paul Causer & Paul Reed	6.9	20.2%	36.7%	-21.4%	8.8%	9.4%
UK Fixed Income	Artemis	High Income	6%	3	Adrian Frost	7.2	16.0%	27.8%	-25.4%	5.3%	8.6%
UK Corporate Bond	Invesco Perpetual	Corporate Bond	5%	2	Paul Causer & Paul Reed	4.9	13.1%	28.8%	-11.0%	6.6%	7.6%
Global Bond	Old Mutual	Global Strategic Bond	4%	3	Stewart Cowley	2.6	13.7%	37.5%	9.3%	11.5%	9.2%
Global Bond	Investec	Emerging Market Debt	3%	4	Peter Eerdmans	6.8	22.7%	40.1%			
Property	First State	Global Property Securities	8%	9	Andrew Nichols	3.1	32.3%	21.3%	-37.3%		
UK Growth	AXA Framlington	Select Opportunities	7%	8	Nigel Thomas	1	25.7%	36.0%	-36.1%	8.7%	
UK Growth	Black Rock	UK Special Situations	8%	10	Richard Plackett	1	28.8%	31.7%	-37.2%	8.9%	8.6%
European Growth	Jupiter	European	4%	10	Alex Darwall	0.4	27.0%	41.3%	-29.2%	12.7%	8.2%
American Growth	Neptune	US Opportunities	4%	9	Felix Wintle	0	12.3%	23.8%	-15.9%	9.7%	
American Growth	Schroder	US Mid Cap	4%	9	Jenny Jones	0	20.3%	19.6%	-14.7%	9.0%	
Far East	Fidelity	South East Asia	8%	9	Allan Liu	0.2	27.6%	71.7%	-48.5%	22.8%	13.0%
China	First State	Greater China Growth	3%	7	Martin Lau	0.8	29.9%	62.8%	-38.3%	24.9%	
Russia	Neptune	Russia and Greater Russia	3%	10	Robin Geffin	0	25.0%	59.5%	-47.4%	19.2%	
Latin America	Threadneedle	Latin America	3%	10	Katy Dobson	0.5	30.3%	77.2%	-42.0%	23.2%	19.0%
India	First State	India Subcontinent	3%	8	David Gait & Sashi Reddy	0	49.5%	75.8%	-40.1%		
Emerging Markets	Aberdeen	Emerging Markets	2%	10	Global Emerging Markets Team	0.4	33.8%	63.7%	-30.6%	22.4%	17.8%
Specialist	Jupiter	Financial Opportunities	3%	8	Phillip Gibbs	0	-4.7%	38.3%	-11.6%	10.1%	11.8%
Specialist	Sarasin	AgriSar	2%	8	Mark Whitehead	0.5	21.5%	29.3%			
Specialist	JP Morgan	Natural Resources	8%	10	Ian Henderson	0	36.4%	102.8%	-59.7%	19.2%	23.8%

Investment performance to December 2010

## Performance versus Benchmark



## Fund performance figures against benchmarks

	Yield	1 Year % Growth	2 Year % Growth	3 Year % Growth	5 Year AGR%	10 Year AGR%
Past performance of Funds	2.07%	23.87%	44.63%	-30.33%	12.80%	11.87%
Average Global Flexible Unit Trust	1.5%	11.3%	20.6%	-24.4%	5.8%	3.0%
Average Balanced Managed Life Fund		12.2%	21.3%	-25.4%	4.8%	2.5%
Average Balanced Managed Pension		12.8%	23.2%	-25.7%	5.5%	2.6%

## Portfolio performance figures against benchmark

	Rolling 3 months	Rolling 6 months	Rolling 12 months	Rolling 18 months
Balanced Growth Portfolio	5.30%	3.61%	15.02%	34.53%
Global Flexible Sector Average	5.70%	1.90%	10.60%	24.60%

# Speculative Growth

## The Speculative Growth Portfolio

SG  
14Risk  
Rating  
7

The Speculative Growth Portfolio is aimed at medium to long term investors who are seeking above average capital growth from a speculative portfolio of mainly global equity investments.

The chosen investment funds can invest in UK and overseas equities, fixed interest securities, commercial property, commodities and alternative investments. They are actively managed by leading fund managers to maximise total return whilst maintaining control of risk.

The Speculative Growth Portfolio performance is benchmarked against the average performance of the IMA Global Dynamic sector.

The Speculative Growth Portfolio has a risk rating and investor profile of 7 out of 8.



### WRAP PLATFORM

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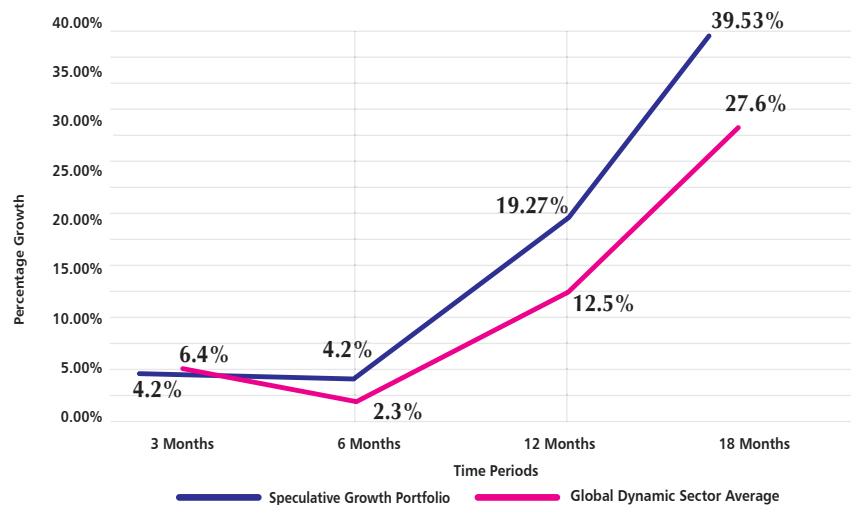
UK Fixed Interest	7%
UK Corporate Bonds	2%
Global Bonds	3%
Global Property	8%
UK Equity	16%
North America	13%
Europe	5%
Far East ex Japan	12%
BRICS	16%
Global Emerging Markets	4%
Specialist	14%

# The Speculative Growth Portfolio

Sector	Fund Manager	Fund Holdings	% Holding	Risk Rating	Fund Manager	Yield	1 Year % Growth	2 Year % Growth	3 Year % Growth	5 Year AGR%	10 Year AGR%
UK Fixed Income	Invesco Perpetual	Monthly Income Plus	7%	4	Paul Causer & Paul Reed	6.9	20.2%	36.7%	-21.4%	8.8%	9.4%
UK Corporate Bond	Invesco Perpetual	Corporate Bond	2%	2	Paul Causer & Paul Reed	4.9	13.1%	28.8%	-11.0%	6.6%	7.6%
Global Bond	Old Mutual	Global Strategic Bond	3%	3	Stewart Cowley	2.6	13.7%	37.5%	9.3%	11.5%	9.2%
Property	First State	Global Property Securities	8%	9	Andrew Nichols	3.1	32.3%	21.3%	-37.3%		
UK Equity Income	AXA Framlington	Select Opportunities	8%	8	Nigel Thomas	1	25.7%	36.0%	-36.1%	8.7%	
UK Growth	Black Rock	UK Special Situations	8%	10	Richard Plackett	1	28.8%	31.7%	-37.2%	8.9%	8.6%
European Growth	Jupiter	European	3%	10	Alex Darwall	0.4	27.0%	41.3%	-29.2%	12.7%	8.2%
European Growth	JP Morgan	New Europe	2%	10	Oleg Biryulyou & Sonia Pandit	0.1	34.3%	78.9%	-58.8%	15.8%	18.9%
American Growth	Neptune	US Opportunities	5%	9	Felix Wintle	0	12.3%	23.8%	-15.9%	9.7%	
American Growth	Schroder	US Mid Cap	5%	9	Jenny Jones	0	20.3%	19.6%	-14.7%	9.0%	
American Growth	Legg Mason	US Smaller Companies	3%	10	W Whitney George	0	20.2%	33.3%	-24.4%	7.7%	
Far East	Fidelity	South East Asia	12%	9	Allan Liu	0.2	27.6%	71.7%	-48.5%	22.8%	13.0%
China	First State	Greater China Growth	4%	7	Martin Lau	0.8	29.9%	62.8%	-38.3%	24.9%	
Russia	Neptune	Russia and Greater Russia	4%	10	Robin Geffin	0	25.0%	59.5%	-47.4%	19.2%	
Latin America	Threadneedle	Latin America	4%	10	Katy Dobson	0.5	30.3%	77.2%	-42.0%	23.2%	19.0%
India	First State	India Subcontinent	4%	8	David Gait & Sashi Reddy	0	49.5%	75.8%	-40.1%		
Specialist	Jupiter	Financial Opportunities	3%	8	Phillip Gibbs	0	-4.7%	38.3%	-11.6%	10.1%	11.8%
Specialist	Sarasin	AgriSar	2%	8	Mark Whitehead	0.5	21.5%	29.3%			
Specialist	Blackrock	Gold & General	2%	10	Ivy Hambro	0	38.4%	99.6%	-48.4%	25.3%	28.2%
Specialist	JP Morgan	Natural Resources	7%	10	Ian Henderson	0	36.4%	102.8%	-59.7%	19.2%	23.8%
Emerging Markets	Aberdeen	Emerging Markets	4%	10	Global Emerging Markets Team	0.4	33.8%	63.7%	-30.6%	22.4%	17.8%

Investment performance to December 2010

## Performance versus Benchmark



## Fund performance figures against benchmarks

	Yield	1 Year % Growth	2 Year % Growth	3 Year % Growth	5 Year AGR%	10 Year AGR%
Past performance of Funds	1.2%	26.4%	50.5%	-34.9%	15.1%	14.3%
Average Global Dynamic Unit Trust	1.3%	12.7%	22.2%	-29.2%	4.6%	2.8%
Average Flexible Managed Life Fund		13.7%	23.5%	-28.8%	5.4%	2.8%
Average Flexible Managed Pension		14.9%	25.0%	-31.5%	5.9%	2.8%

## Portfolio performance figures against benchmark

	Rolling 3 months	Rolling 6 months	Rolling 12 months	Rolling 18 months
Speculative Growth Portfolio	4.20%	4.20%	19.27%	39.53%
Global Dynamic Sector Average	6.40%	2.30%	12.50%	27.60%