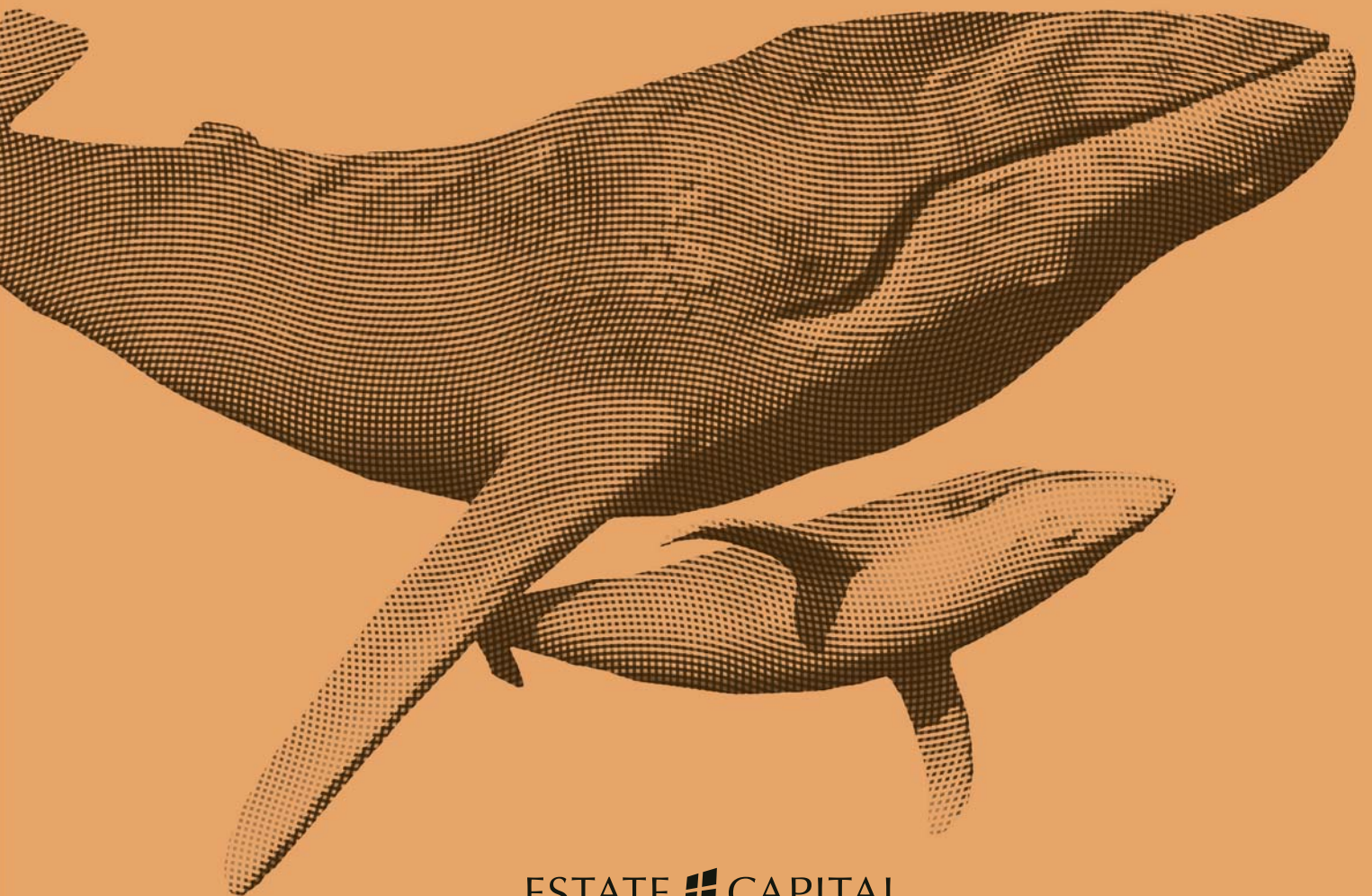

BALANCED ALPHA
PORTFOLIO

EDITION 27 July 2017

RISK

6



ESTATE  CAPITAL

Balanced Investor

You are aiming for higher long term returns and accept significant fluctuations in value. You accept the risk of a greater than moderate loss.

*Potential return of 29.69%
& potential loss of -18.51%*

BALANCED ALPHA PORTFOLIO

EDITION 27 July 2017

The Balanced Alpha Portfolio is a growth style strategy. It 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, commercial property, cash, fixed interest securities, commodities and alternative investments. They are actively managed by leading fund managers to maximise total return whilst maintaining control of risk.

The Balanced Alpha Portfolio performance is benchmarked against the average performance of the IA Mixed Investment 40%–85% sector and has a risk rating and investor profile of 6 out of 10.

RISK

Potential return of 29.69%
& potential loss of -18.51%.

6

ACTIVE

Managed daily by our personally
selected fund managers.

73%

EQUITY

Held in risk to drive growth, vs
the stability of bonds & property.

57%

Risk

Prospective Risk Level



Historic Risk Level



A **risk level 6** investor should be prepared to accept annual returns somewhere **within the range of a -18.51% loss and a 29.69% gain** — returns within this range would be expected 95% of the time. It should be remembered that there is a 5% chance that a **risk level 6** portfolios will experience an annual return outside this range — this means an investor may experience **losses greater than -18.51% or gains greater than 29.69%** at some point(s) during their investment in one year.

It is important to remember the figures are not intended to be and should not be taken as a projection of the likely returns from the portfolio risk levels. This is intended to support the risk discussion between an adviser and a client following the completion of a risk profile questionnaire. They show the implied volatility and mean expected return of risk levels 1 to 10 to two standard deviations in one year (ie all returns are expected to be between these extremes in 95 years out of 100; this is often described as a 95% confidence level). The figures shown are the expected arithmetic average returns and the ranges assume that returns are based on a log normal distribution. Figures are shown net of tax and underlying manager fees.

Range of Returns

Upper Return

29.69%

In 95 years out of 100, this is the highest expected level of return for a given level of risk. There is a 2.5% chance that returns could fall outside the upper return figure in one year.

Average of All Returns

5.59%

This is the average of all possible returns within a risk level in one year.

Lower Return

-18.51%

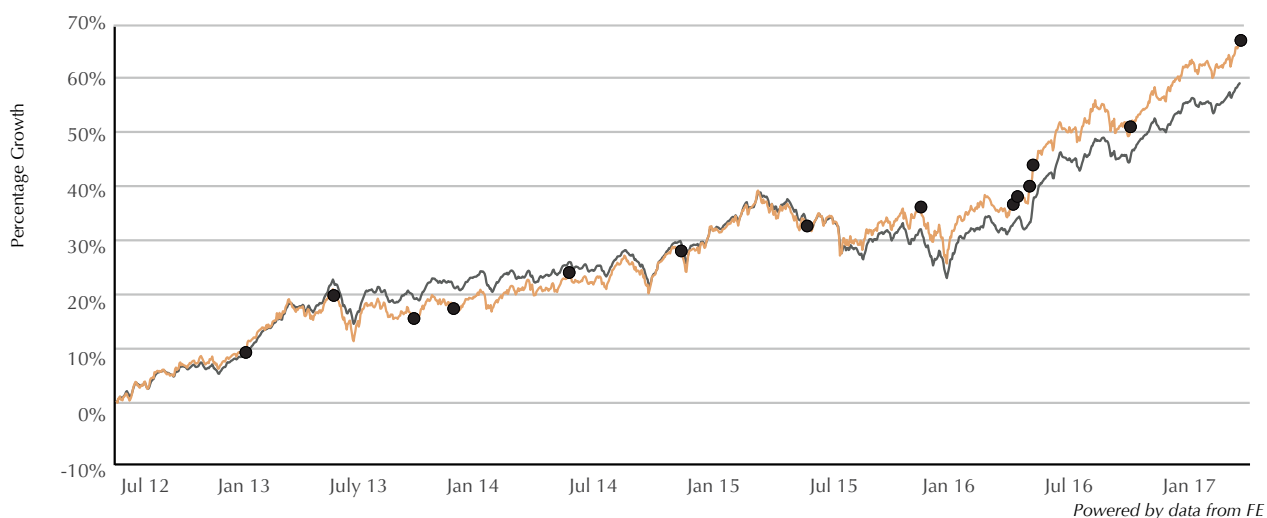
In 95 years out of 100, this is the lowest expected level of return for a given level of risk. There is a 2.5% chance that returns could fall outside the lower return figure in one year.

Asset Allocation

	Money Markets	Fixed Interest	Property	UK Equity	US Equity	European Equity	Asian Equity	Japan Equity	Global Equity	Other Assets
Balanced Alpha	22%	13%	7%	13%	15%	9%	16%	4%	1%	0%
Benchmark IA Mixed Investment 40%-85%	6%	17%	2%	23%	10%	7%	5%	0%	15%	15%
Difference Portfolio v Benchmark	16%	-4%	5%	-10%	5%	2%	11%	4%	-14%	-15%

Cumulative Performance Chart

KEY Balanced Alpha Benchmark ● Automated Switch



Cumulative performance chart shows % growth from 05/06/2012 to 02/06/2017 calculated using bid prices with income re-invested into the fund net of tax. The cumulative performance chart shows how the portfolio has performed against the benchmark taking into account the changing composition of the portfolio over the period of time shown.

Cumulative Performance: % Growth to 02/06/2017

	6 months %	1 year %	2 years %	3 years %	5 years %
Balanced Alpha	11.91	21.52	22.78	35.97	66.77
Benchmark IA Mixed Investment 40%-85%	10.22	19.36	16.10	27.09	58.97
Difference Portfolio vs Benchmark	1.69	2.16	6.68	8.88	7.80

Discrete Performance to Month End Shown: % Growth to 02/06/2017

	31/05/17	31/05/16	31/05/15	31/05/14	31/05/13
Balanced Alpha	21.55	-0.10	11.31	3.69	18.29
Benchmark IA Mixed Investment 40%-85%	19.41	-3.33	9.86	3.80	20.37
Difference Portfolio v Benchmark	2.14	3.23	1.45	-0.11	-2.08

Individual Fund's Performance To 02/06/2017

Cumulative Performance: % Growth

<i>Fund</i>	<i>% Holding</i>	<i>Fund Manager</i>	<i>6 months %</i>	<i>1 year %</i>	<i>2 years %</i>	<i>3 years %</i>	<i>5 years %</i>
BlackRock Cash	18%	Bea Rodriguez	0.04	0.13	0.38	0.63	1.09
BlackRock European Dynamic	5%	Alister Hibbert	29.20	32.38	36.86	50.79	-
BlackRock Global Property Securities Tracker	2%	Kieran Doyle	7.45	17.26	27.07	-	-
BlackRock UK Gilts All Stock Tracker	2%	Panayotis Ferendinos	4.36	5.68	12.79	22.80	19.66
CF Lindsell Train UK Equity	6%	Nick Train	22.23	26.00	29.34	49.47	148.19
Fidelity Emerging Asia	4%	Dhananjay Phadnis	17.47	40.72	31.48	71.28	100.71
First State Global Listed Infrastructure	3%	Peter Meany	18.91	32.78	44.10	65.14	126.79
FP Crux European Special Situations	3%	Richard Pease	26.11	33.69	41.71	57.74	151.48
Fundsmith Equity	5%	Terry Smith	24.49	37.21	61.21	101.77	184.79
GAM Star Credit Opportunities	3%	Anthony Smouha	8.94	14.66	17.60	29.51	89.79
Henderson China Opportunities	2%	Charlie Awdry	17.53	49.28	28.87	80.54	124.82
Henderson UK Property PAIF Feeder	3%	Marcus Langlands Pearse	3.50	2.04	3.35	15.24	36.62
Jupiter India	4%	Avinash Vazirani	21.81	50.37	57.45	104.86	162.42
L&G All Stocks Index Linked Gilt	5%	LGIM Fund Management Team	7.25	21.15	24.21	42.68	48.73
Legg Mason Japan Equity	1%	Hideo Shiozumi	23.13	13.63	93.56	141.36	311.04
Lindsell Train Japanese Equity	3%	Michael Lindsell	19.67	27.77	20.62	63.98	184.21
Old Mutual North American Equity	4%	Amadeo Alentorn	11.70	37.42	46.08	86.16	171.96
Old Mutual UK Mid Cap	5%	Richard Watts	25.47	33.83	39.53	77.61	201.26
Polar Capital Global Insurance	2%	Nick Martin	8.37	29.81	50.30	79.60	155.50
Royal London Sterling Extra Yield Bond	3%	Eric Holt	10.77	17.53	18.26	23.45	70.62
Schroder Global Healthcare	2%	John Bowler	14.66	20.42	20.94	58.92	155.98
Schroder US Mid Cap	2%	Jenny Jones	7.30	31.56	43.55	82.91	151.91
Schroder US Smaller Companies	2%	Jenny Jones	6.73	35.09	40.90	75.76	143.01
Threadneedle UK Property	4%	Gerry Frewin	8.81	6.71	8.81	24.46	35.91
Veritas Asian	7%	Ezra Sun	18.90	37.57	37.66	71.82	129.55

Performance Ratios Over 3 Years

<i>Volatility</i>	<i>Alpha</i>	<i>Beta</i>	<i>Sharpe</i>	<i>Information Ratio</i>	<i>Weighted Average TER</i>	<i>Max Loss</i>	<i>Max Gain</i>	<i>Negative Periods</i>	<i>Positive-Periods</i>
6.38	3.05	0.89	1.11	0.95	0.74	-3.79	16.96	10	26

*Maximise your returns with
a level of risk you're entirely
comfortable with*

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