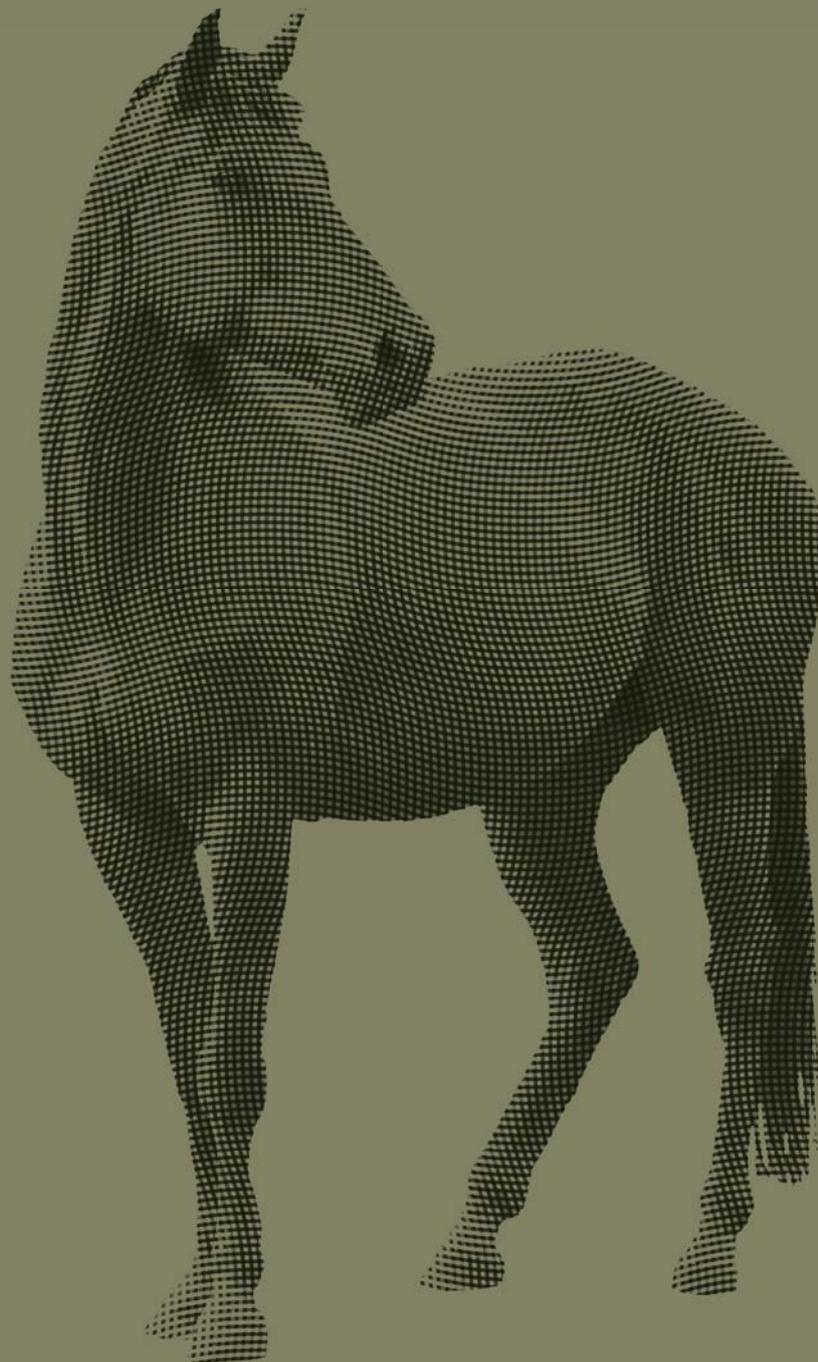

RISK

5



Balanced Investor

You are aiming for higher long term returns & accept some sustained periods of poorer performance. You accept the risk of a greater than moderate loss.

*Potential return of 25.86%
& potential loss of -15.61%*

BALANCED BETA PORTFOLIO

EDITION 29 June 2018

The Balanced Beta Portfolio is a passive growth 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 and fixed interest securities. Passive funds replicate the stockholdings of an underlying index. Since these funds track the composition and performance of the underlying index, there are low levels of human involvement and so the funds have a lower total expense ratio.

The Balanced Beta Portfolio performance is benchmarked against the average performance of the IA Mixed Investment 20%–60% sector and has a risk rating and investor profile of 5 out of 10. The Balanced Beta Portfolio is the Estate Capital default portfolio for regular pension contributions.

RISK

Potential return of 25.86%
& potential loss of -15.61%.

5

ACTIVE

Managed daily by our personally
selected fund managers.

49%

EQUITY

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

38%

FEEES

The weighted total cost
for the portfolio including
management, trading &
research costs.

0.64%

Risk

Prospective Risk Level



Historic Risk Level



A **risk level 5** investor should be prepared to accept annual returns somewhere **within the range of a -15.61% loss and a 25.86% gain** — returns within this range would be expected 95% of the time. It should be remembered that there is a 5% chance that **risk level 5** portfolios will experience an annual return outside this range — this means an investor may experience **losses greater than -15.61% or gains greater than 25.86%** 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 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

25.86%

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

5.12%

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

Lower Return

-15.61%

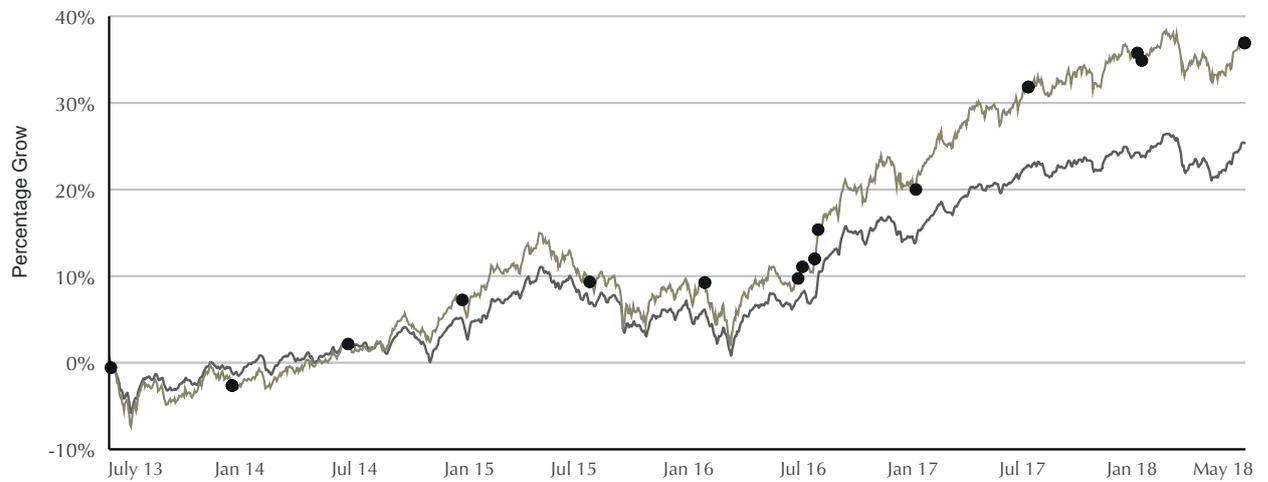
In 95 years out of 100, this is the lowest expected level of return for a given level of risk. There is a 2.5% chance that returns could fall outside the lower return figure in one year.

Asset Allocation

| | Money Markets | Fixed Interest | Property | UK Equity | US Equity | European Equity | Asian Equity | Japan Equity | Global Equity | Other Assets |
|--|---------------|----------------|----------|-----------|-----------|-----------------|--------------|--------------|---------------|--------------|
| Balanced Beta | 23% | 18% | 10% | 5% | 12% | 5% | 12% | 4% | 3% | 8% |
| Benchmark IA Mixed Investment 20%-60% | 7% | 37% | 3% | 15% | 5% | 4% | 3% | 0% | 12% | 14% |
| Difference Portfolio vs Benchmark | 16% | -19% | 7% | -10% | 7% | 1% | 9% | 0% | -9% | -6% |

Cumulative Performance Chart

KEY **Balanced Beta** **Benchmark** ● Automated Switch



Powered by data from FE

Cumulative performance chart shows % growth from 21/05/2013 to 18/05/2018 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 18/05/2018

| | 6 months % | 1 year % | 2 years % | 3 years % | 5 years % |
|--|------------|----------|-----------|-----------|-----------|
| Balanced Beta | 1.10 | 6.11 | 25.82 | 22.37 | 37.68 |
| Benchmark IA Mixed Investment 20%-60% | 1.29 | 3.33 | 17.51 | 15.05 | 25.79 |
| Difference Portfolio vs Benchmark | -0.19 | 2.78 | 8.31 | 7.32 | 11.89 |

Discrete Performance to Month End Shown: % Growth to 18/05/2018

| | 30/04/18 | 30/04/17 | 30/04/16 | 30/04/15 | 30/04/14 |
|--|----------|----------|----------|----------|----------|
| Balanced Beta | 5.62 | 17.12 | -2.24 | 12.25 | 2.37 |
| Benchmark IA Mixed Investment 20%-60% | 2.96 | 12.41 | -2.03 | 8.58 | 2.98 |
| Difference Portfolio vs Benchmark | 2.66 | 4.71 | -0.21 | 3.67 | -0.61 |

Individual Fund's Performance To 18/05/18

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> |
|---|------------------|-----------------------------------|-------------------|-----------------|------------------|------------------|------------------|
| Artemis Strategic Bond | 3.00% | Alex Ralph & James Foster | 0.58 | 3.24 | 13.98 | 14.65 | 27.36 |
| BlackRock Cash | 20.00% | Matt Clay | 0.11 | -0.40 | -0.20 | 0.12 | -0.30 |
| Fidelity Emerging Asia | 2.00% | Dhananjay Phadnis | 2.61 | 19.58 | 66.34 | 52.23 | 81.32 |
| Fidelity Global Financial Services | 1.00% | Sotiris Boutsis | 1.94 | 13.86 | 51.88 | 44.66 | 64.51 |
| GAM Star Credit Opportunities | 3.00% | Anthony Smouha | -0.48 | 5.17 | 20.89 | 23.32 | 53.57 |
| HSBC American Index | 3.00% | - | 3.73 | 13.26 | 47.39 | 56.34 | 101.48 |
| iShares Global Property Securities Equity Index | 2.00% | - | -3.71 | 0.81 | 14.40 | 24.23 | - |
| iShares Japan Equity Index | 4.00% | Kieran Doyle | 2.99 | 15.35 | 47.95 | 44.30 | 61.15 |
| Janus Henderson China Opportunities | 1.00% | Charlie Awdry & May Ling Wee | 4.52 | 32.78 | 95.77 | 67.29 | 130.63 |
| Janus Henderson UK Property PAIF Feeder | 5.00% | M Langlands Pearse & A McLennan | 4.76 | 8.75 | 10.56 | 12.38 | 37.63 |
| L&G European Index | 4.00% | - | 0.65 | 7.25 | 43.50 | 34.07 | 58.33 |
| L&G Global Inflation Linked Bond Index | 4.00% | - | -1.05 | 0.13 | 1.16 | 2.94 | - |
| L&G Pacific Index | 6.00% | - | 0.95 | 11.03 | 54.36 | 41.40 | 44.64 |
| L&G UK Index | 5.00% | - | 7.65 | 10.05 | 36.11 | 26.75 | 44.57 |
| L&G UK Property | 5.00% | Michael Barries & Matt Jarvis | 4.61 | 8.57 | 11.18 | 20.19 | 50.69 |
| L&G US Index | 3.00% | - | 3.96 | 13.46 | 49.20 | 55.84 | 99.37 |
| Old Mutual Gbl Equity Absolute Returns | 8.00% | A Alentorn, I Heslop & M Servent | -1.44 | 10.09 | 12.34 | 18.53 | 31.89 |
| Polar Capital Global Insurance | 1.00% | Nick Martin | 8.68 | 29.73 | 112.90 | 117.00 | 192.57 |
| Polar Global Technology | 1.00% | Ben Rogoff & Nick Evans | -1.53 | 6.46 | 37.18 | 55.84 | 90.95 |
| Royal London Short Duration Gbl High Yield Bond | 2.00% | Azhar Hussain & Stephen Tapley | 0.62 | 1.40 | 4.81 | 8.76 | 18.56 |
| Royal London Sterling Extra Yield Bond | 3.00% | Eric Holt | 1.68 | 7.03 | 26.15 | 26.03 | 45.53 |
| Schroder Global Healthcare | 1.00% | John Bowler | 3.19 | 7.22 | 27.57 | 27.46 | 87.06 |
| Threadneedle High Yield Bond | 2.00% | Barrie Whitman & David Blackhouse | 0.68 | 3.31 | 12.66 | 12.95 | 25.72 |
| Vanguard Emerging Markets Stock Index | 3.00% | - | -1.79 | 12.81 | 61.16 | 34.91 | 35.50 |
| Vanguard FTSE Developed World ex UK Eq Indx | 4.00% | - | 2.98 | 11.47 | 48.06 | 48.20 | 79.25 |
| Vanguard Global Small Cap Index | 2.00% | - | 5.68 | 14.76 | 53.29 | 52.02 | 86.67 |
| Vanguard UK Investment Grade Bond Index | 2.00% | - | -0.55 | -0.11 | 9.24 | 13.24 | 24.77 |

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> |
|-------------------|--------------|-------------|---------------|--------------------------|-----------------------------|-----------------|-----------------|-------------------------|-------------------------|
| 6.11 | 1.91 | 1.07 | 0.50 | 1.02 | 0.64 | -4.15 | 12.05 | 12 | 24 |

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

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