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CONSERVATIVE INCOME  
PORTFOLIO

EDITION 29 June 2018

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RISK

4



ESTATE  CAPITAL

## Cautious to Balanced Investor

*You don't seek risky investments  
but don't avoid them either.*

*Your aim is a longer term return.*

*You accept modest yet frequent  
fluctuations in value and the  
risk of a moderate loss.*

*Potential return of 21.94%  
& potential loss of -12.80%*

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# CONSERVATIVE INCOME PORTFOLIO

EDITION 29 June 2018

The Conservative Income Portfolio is a value style strategy. It is aimed at medium to long term investors who are seeking a sustainable level of income within a cautious to balanced portfolio along with a genuine prospect of income & capital growth.

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

The Conservative Income Portfolio performance is benchmarked against the average performance of the IA Mixed Investment 20%–60% sector. The Conservative Income Portfolio has a risk rating and investor profile of 4 out of 10.

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## RISK

Potential return of 21.94%  
& potential loss of -12.80%.

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## ACTIVE

Managed daily by our personally  
selected fund managers.

80%

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## EQUITY

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

44%

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## YIELD

Income from assets either  
distributed or reinvested.

3.03%

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## FEE S

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

0.85%

## Risk

### Prospective Risk Level



### Historic Risk Level



A **risk level 4** investor should be prepared to accept annual returns somewhere **within the range of a -12.80% loss and a 21.94% 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 4** portfolios will experience an annual return outside this range — this means an investor may experience **losses greater than -12.80% or gains greater than 21.94%** 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

**21.94%**

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

**4.57%**

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

### Lower Return

**-12.80%**

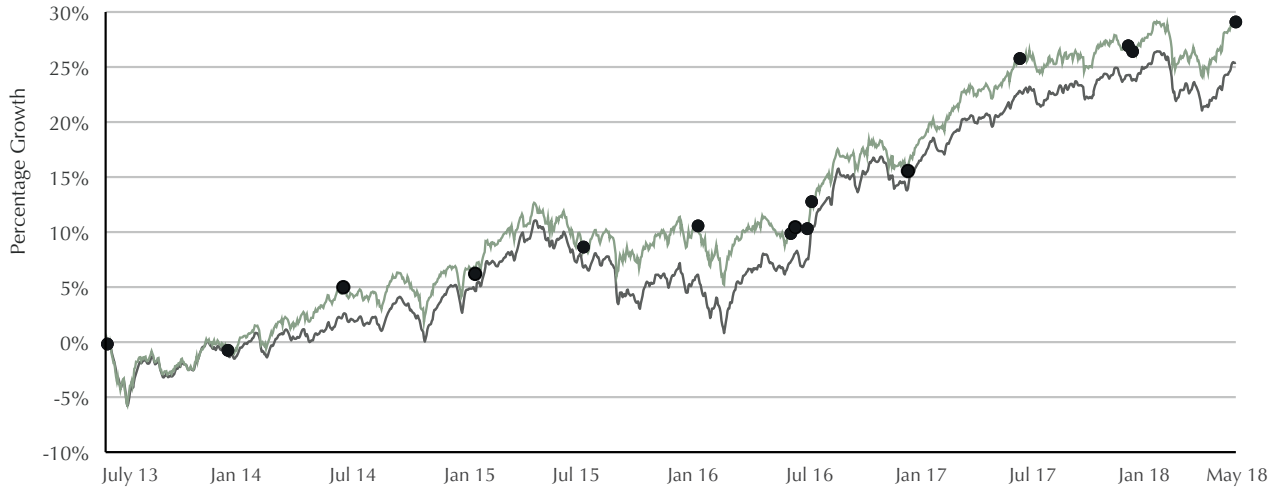
In 95 years out of 100, this is the lowest expected level of return for a given level of risk. There is a 2.5% chance that returns could fall outside the lower return figure in one year.

## Asset Allocation

	Money Markets	Fixed Interest	Property	UK Equity	US Equity	European Equity	Asian Equity	Japan Equity	Global Equity	Other Assets
Conservative Income	24%	24%	8%	22%	5%	5%	7%	4%	1%	0%
Benchmark IA Mixed Investment 20%-60%	7%	37%	3%	15%	5%	4%	3%	0%	12%	14%
Difference Portfolio v Benchmark	17%	-13%	5%	7%	0%	1%	4%	4%	-11%	-14%

## Cumulative Performance Chart

KEY Conservative Income 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 %
Conservative Income	1.83	4.39	17.77	16.48	29.89
Benchmark IA Mixed Investment 20%-60%	1.29	3.33	17.51	15.05	25.40
Difference Portfolio vs Benchmark	0.54	1.06	0.26	1.43	4.10

## 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
Conservative Income	4.09	11.27	-0.19	7.38	5.70
Benchmark IA Mixed Investment 20%-60%	2.96	12.41	-2.03	8.58	2.98
Difference Portfolio v Benchmark	2.56	-1.14	1.84	-1.20	2.72

## Individual Fund's Performance To 18/05/2018

## 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	20.00%	Matt Clay	0.11	-0.40	-0.20	0.12	-0.30
BlackRock Continental European Income	3.00%	A Zoellinger & A Gaskell	-2.08	6.38	30.60	35.27	65.89
Franklin UK Equity Income	6.00%	C Morton, B Russon & M Hall	6.16	7.76	33.05	30.16	57.79
GAM Star Credit Opportunities	4.00%	Anthony Smouha	-0.48	5.17	20.89	23.30	-
Janus Henderson UK Property PAIF Feeder	5.00%	M Langlands Pearse & A McLennan	4.80	8.83	10.73	12.47	37.52
JPM US Equity Income	4.00%	Clare Hart & Jonathan Simon	2.55	11.04	40.37	49.94	86.32
Jupiter Japan Income	4.00%	Dan Carter	8.50	21.48	55.20	58.86	74.13
L&G UK Property	5.00%	Michael Barrie & Matt Jarvis	4.64	8.61	11.28	20.33	50.95
LF Miton UK Multi Cap Income	5.00%	Gervais Williams & Martin Turner	6.24	9.83	26.66	36.32	90.81
M&G Global High Yield Bond	3.00%	S Isaacs, J Tomlins & L Coxa	3.02	13.26	12.77	15.20	21.94
MI Somerset Emerging Markets Dividend Growth	2.00%	Edward Lam & Edward Robertson	-3.72	7.06	41.86	29.89	32.83
Royal London Short Duration Gbl High Yield Bond	4.00%	Azhar Hussain & Stephen Tapley	0.62	1.40	4.81	8.76	18.56
Royal London Sterling Extra Yield Bond	4.00%	Eric Holt	1.68	7.03	26.15	26.03	45.53
Royal London UK Equity Income	6.00%	Martin Cholwill	6.56	7.73	33.45	27.43	65.09
Schroder Asian Income	6.00%	Richard Sennitt	2.03	12.27	52.21	44.16	51.46
Schroder Global Equity Income	4.00%	Ian Kelly	7.56	18.64	60.26	52.89	83.26
Schroder High Yield Opportunities	4.00%	Michael Scott	1.95	5.37	19.61	23.49	41.96
Schroder Income	5.00%	Kevin Murphy & Nick Kirrage	14.88	18.04	48.00	31.95	64.36
Threadneedle European High Yield Bond	2.00%	Michael Poole	-2.04	4.78	25.52	33.69	27.24
Threadneedle High Yield Bond	4.00%	B Whitman & D Blackhouse	0.68	3.31	12.66	12.95	25.72

## 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>
4.80	1.23	0.86	0.30	0.42	0.85	-3.28	7.92	12	24



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

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