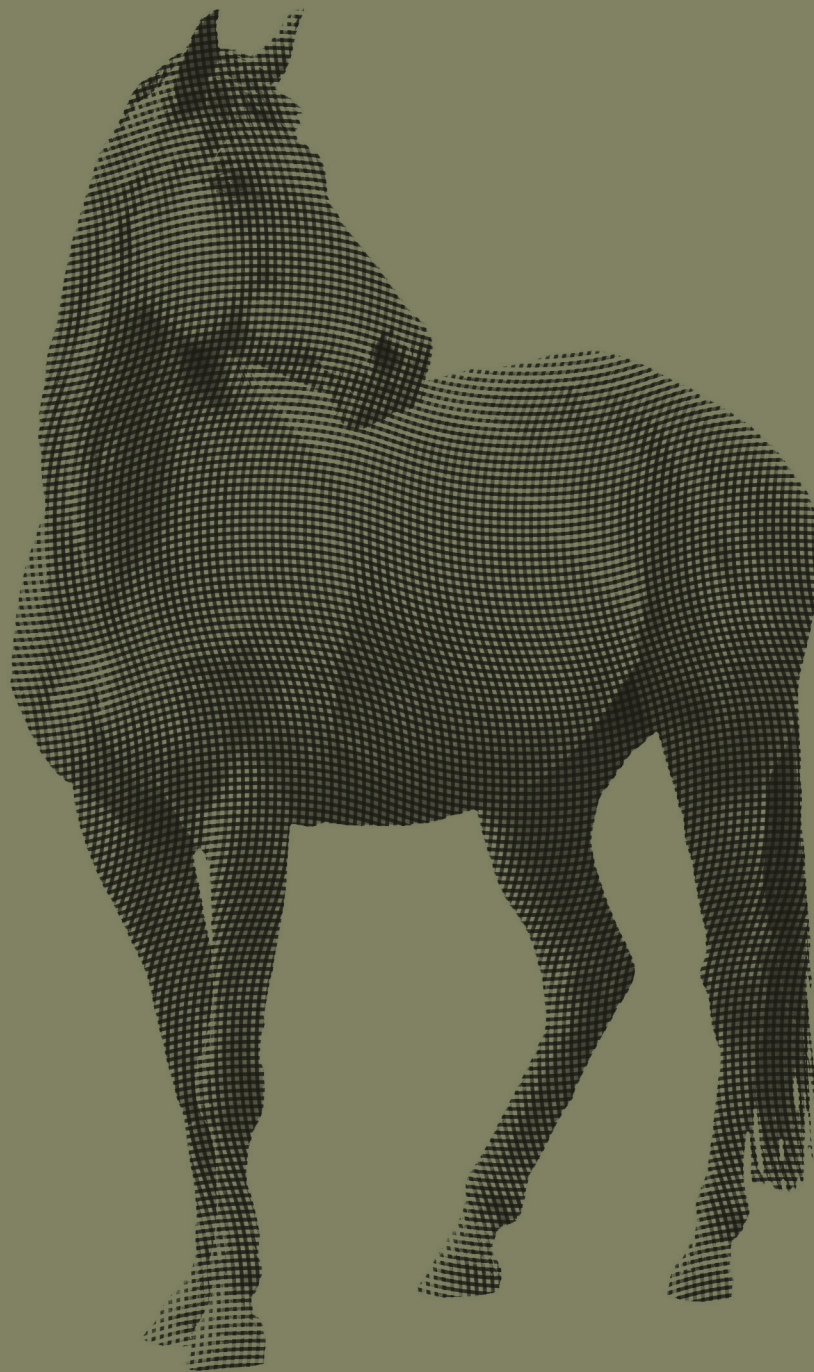

RISK

5



Balanced Investor

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

*Potential return of 26.33%
& maximum loss of -15.28%*

BALANCED BETA PORTFOLIO

EDITION 24 January 2016

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 IMA 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 26.33%
& potential loss of -15.28%.

5

ACTIVE

Managed daily by our personally
selected fund managers.

43%

EQUITY

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

50%

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 -15.28% loss and a 26.33% 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 -15.28% or gains greater than 26.33%** at some point(s) during their investment in one year.

Range of Returns

Upper Return

26.33%

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

5.53%

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

Lower Return

-15.28%

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

	<i>Risk /10</i>	<i>Money Markets</i>	<i>Fixed Interest</i>	<i>Property</i>	<i>UK Equity</i>	<i>US Equity</i>	<i>European Equity</i>	<i>Asian Equity</i>	<i>Japan Equity</i>	<i>Global Equity</i>	<i>Other Assets</i>
Balanced Beta	5	12%	23%	15%	18%	11%	7%	12%	0%	0%	2%
Benchmark	5	5%	51%	7%	14%	4%	1%	2%	0%	11%	5%

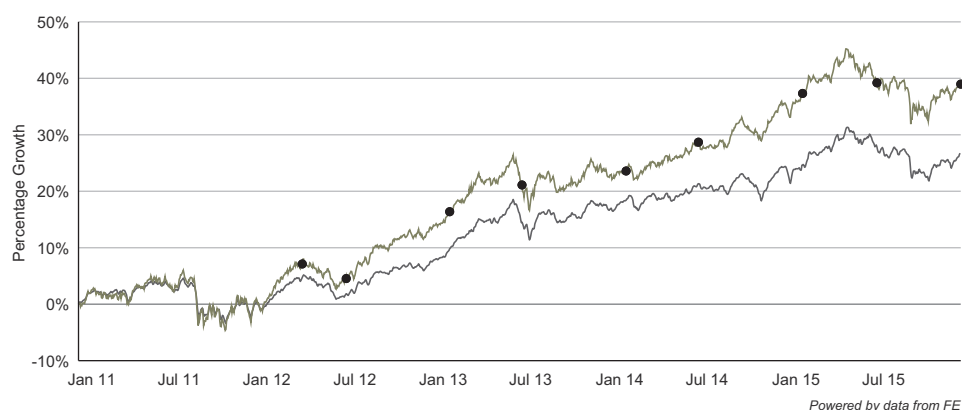
Cumulative Performance Chart

KEY

Balanced Beta

Benchmark

● Automated Switch



Cumulative performance chart shows % growth from 04/12/2010 to 03/12/2015 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 03/12/2015

	6 months %	1 year %	2 years %	3 years %	5 years %
Balanced Beta	-1.82	2.68	13.24	22.34	38.97
Benchmark Mixed Investment 20%-60%	-2.13	2.01	8.24	17.77	26.74
Difference Portfolio vs Benchmark	0.31	0.67	5.00	4.57	12.23

Discrete Performance to Month End Shown: % Growth to 03/12/2015

	30/11/15	30/11/14	30/11/13	30/11/12	30/11/11
Balanced Beta	2.02	9.72	9.01	14.63	0.41
Benchmark Mixed Investment 20%-60%	1.37	5.73	9.43	8.55	-0.27

Performance Ratios Over 3 Years

Risk Rating	Volatility	Alpha	Beta	Sharpe	Information Ratio	Weighted Average TER	Max Loss	Max Gain	Negative Periods	Positive Periods
5	6.36	0.77	1.11	0.53	0.68	0.43	-4.12	9.18	12	24

Individual Fund's Performance To 03/12/2015

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 High Income I Inc	8%	Adrian Gosden	-1.22	3.04	9.94	26.46	52.32
BlackRock Cash D Acc	10%	Bea Rodriguez	0.08	0.17	0.42	0.59	1.27
BlackRock CntnentalEurEqTk D	6%	Nimish Patel	-4.95	2.04	8.57	33.23	33.81
BlackRock Jpn Eq Trkr D Acc	3%	Nimish Patel	-0.88	14.86	20.72	54.33	39.75
BlackRock Pacex Jap EqTkr D Acc	3%	Nimish Patel	-9.87	-5.76	-1.59	3.39	7.19
Henderson China Oppos I Acc	3%	Charlie Awdry	-10.89	7.26	18.61	47.97	-
Henderson UK Property OEIC I Acc	7%	Marcus Langlands Pearse	4.26	8.81	22.30	29.98	-
HSBC American Index C Acc	4%	HSBC Global Asset Management	1.69	7.03	31.03	65.46	93.38
HSBC FTSE 250 Index C Acc	10%	HSBC Global Asset Management	-3.07	14.05	21.46	56.39	78.85
Jupiter India I Acc	3%	Avinash Vazirani	9.48	8.55	76.61	51.04	-
Threadneedle Hi Yld Bd Z Inc £	7%	Barrie Whitman	0.01	2.82	7.85	17.43	33.93
Threadneedle UK Property Inst Acc	8%	Don Jordison	4.79	9.57	27.26	32.20	34.19
TwentyFour Dynamic Bond I NetAcc£	7%	Gary Kirk	-0.49	3.87	10.91	22.26	42.24
Vanguard FTSE DvpWldExUK EqIdx A	5%	Europe Equity Index Team	-3.15	3.48	19.17	46.91	57.61
Vanguard FTSE U.K.All Shr Idx A A£	9%	Europe Equity Index Team	-7.18	-0.33	6.00	24.65	37.59
Vanguard Gbl Bd Index Hdg A £	3%	US Bond Index Team	1.32	1.95	8.77	9.17	21.70
Vanguard US Equity Index A	4%	US Equity Index Team	-1.37	4.79	27.01	62.75	87.09

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.

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

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