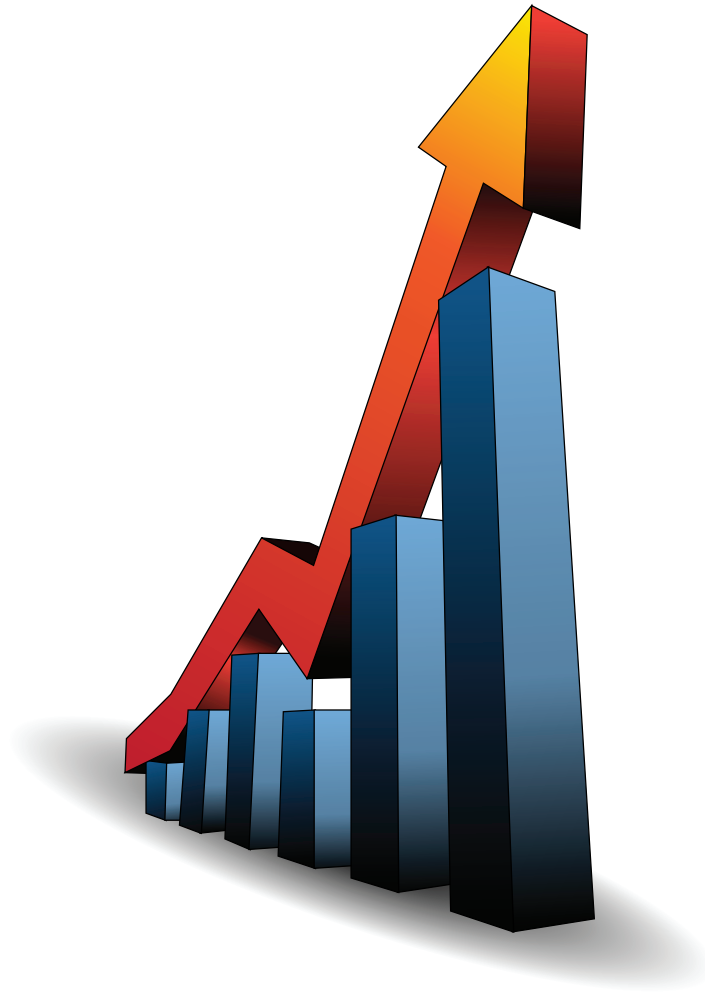


# hase osborne

ASSET MANAGEMENT



## A guide to our risk profiles

2015



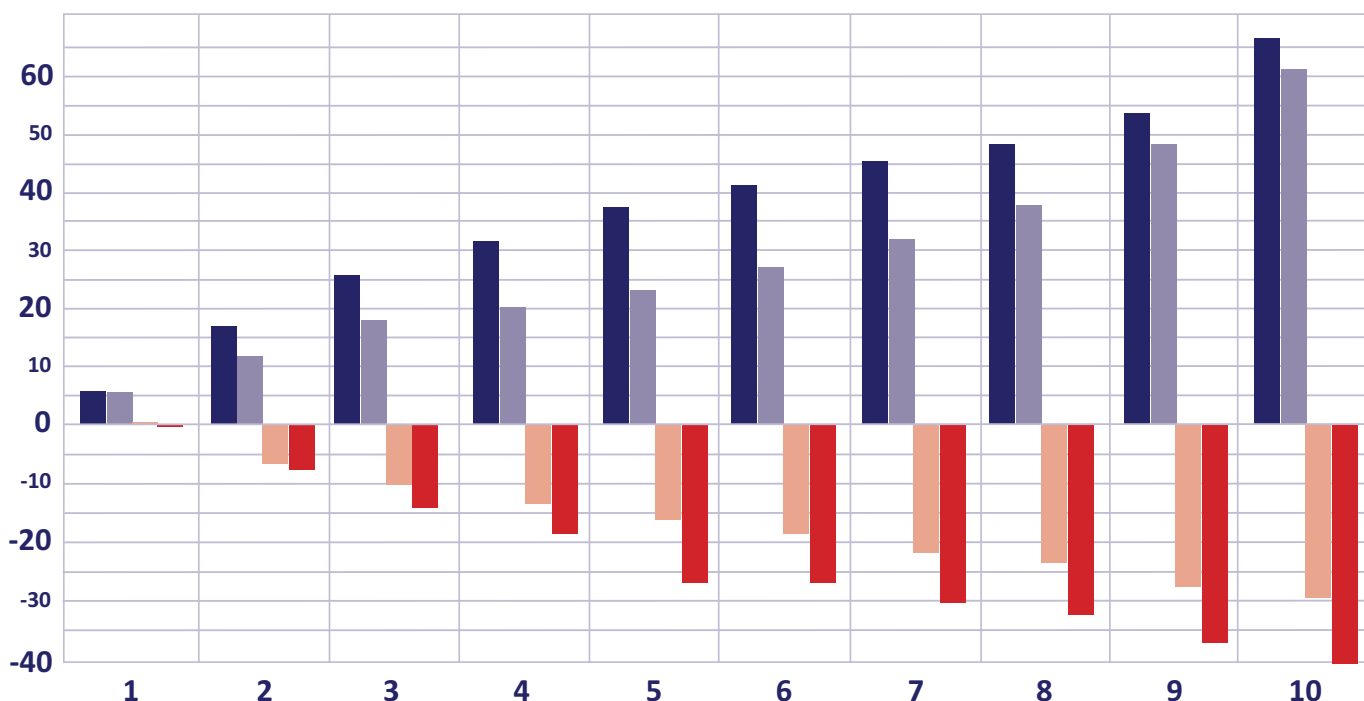
## Past Performance – Calendar Year Sector Average returns (%)

| Risk Profile    | 1    | 2    | 3     | 4     | 5     | 6     | 7     | 8     | 9     | 10    |
|-----------------|------|------|-------|-------|-------|-------|-------|-------|-------|-------|
| Maximum Return  | 5.6  | 17.3 | 26.8  | 31.6  | 37.1  | 41.4  | 45.2  | 48.9  | 54.8  | 66.4  |
| 97.5 percentile | 5.4  | 11.8 | 18.3  | 20.1  | 23.5  | 27.2  | 32.0  | 37.8  | 48.1  | 61.6  |
| Average Return  | 2.9  | 4.7  | 6.1   | 6.5   | 7.0   | 7.4   | 7.9   | 8.7   | 10.0  | 11.5  |
| 2.5 percentile  | 0.1  | -6.6 | -10.2 | -13.5 | -16.7 | -18.6 | -21.9 | -23.8 | -27.8 | -29.5 |
| Minimum Return  | -0.1 | -7.7 | -14.1 | -18.3 | -22.9 | -26.9 | -30.3 | -32.6 | -37.0 | -40.1 |

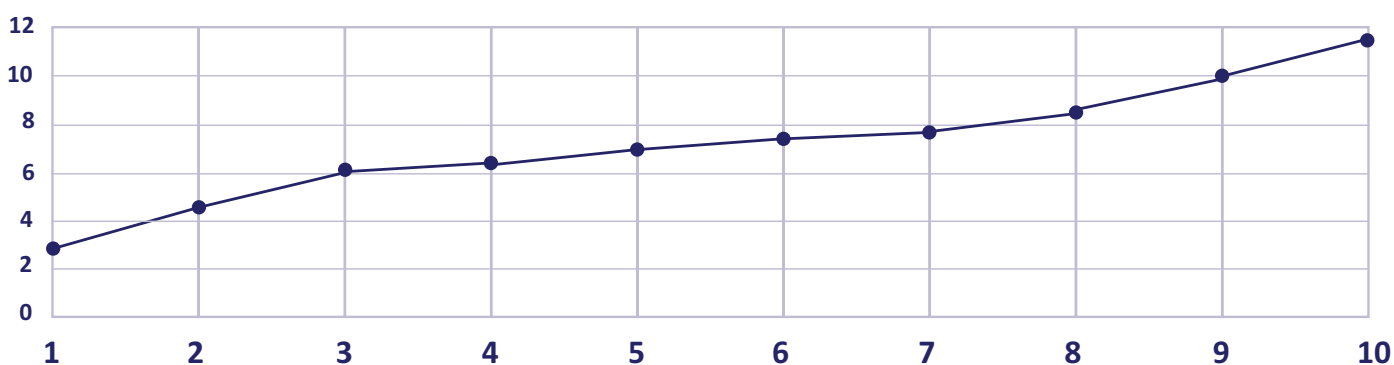
Note: The returns shown are based on the prevailing asset allocation models employed during the time periods illustrated.

## Range of Annual Returns (%)

The darker blue and red bars highlight the maximum and minimum annual returns achieved during the period December 1998 – December 2014. The equivalent statistics for the median 95% of returns are represented by the paler bars.



## Average Annual Returns (%)



The table and graphs are based on average annual returns achieved during the period December 1998 – December 2014 using monthly rolling data to illustrate percentage returns by risk profile. Note that past performance is not necessarily an indicator of future returns and that the value of investments can fall as well as rise, meaning that you may not get back the amount you originally invested. Data produced by Morningstar and published in Money Management, a Financial Times publication.

## Past Performance – Calendar Year Sector Average returns (%)

| Risk Profile | 1    | 2    | 3     | 4     | 5     | 6     | 7     | 8     | 9     | 10    |
|--------------|------|------|-------|-------|-------|-------|-------|-------|-------|-------|
| 2014         | 0.3  | 5.2  | 10.1  | 8.8   | 7.5   | 6.4   | 5.8   | 5.9   | 5.5   | 6.0   |
| 2013         | 0.3  | 4.1  | 6.5   | 10.0  | 13.1  | 16.0  | 18.2  | 15.1  | 13.8  | 6.3   |
| 2012         | 0.5  | 7.8  | 10.9  | 11.8  | 12.7  | 12.9  | 13.3  | 13.6  | 13.9  | 15.0  |
| 2011         | -0.1 | 0.0  | 2.2   | -0.9  | -3.9  | -5.4  | -7.2  | -9.9  | -12.3 | -15.3 |
| 2010         | 0.3  | 5.7  | 10.4  | 12.1  | 13.7  | 14.7  | 16.2  | 18.3  | 20.5  | 23.1  |
| 2009         | 0.5  | 9.5  | 14.5  | 18.4  | 22.2  | 23.8  | 26.8  | 32.9  | 38.3  | 48.4  |
| 2008         | 3.9  | -6.6 | -10.1 | -14.9 | -19.1 | -21.1 | -25.0 | -27.5 | -30.2 | -33.1 |
| 2007         | 5.0  | 1.4  | 1.6   | 2.9   | 4.0   | 4.8   | 5.9   | 12.1  | 17.4  | 26.8  |
| 2006         | 4.0  | 5.3  | 5.9   | 7.7   | 9.4   | 10.3  | 11.6  | 12.7  | 13.9  | 15.2  |
| 2005         | 4.0  | 8.0  | 12.9  | 15.9  | 18.5  | 20.4  | 23.0  | 27.8  | 32.1  | 37.9  |
| 2004         | 3.7  | 7.5  | 9.7   | 10.3  | 10.9  | 11.2  | 11.8  | 11.7  | 11.4  | 11.3  |
| 2003         | 3.0  | 7.6  | 11.6  | 15.0  | 18.0  | 19.9  | 23.0  | 27.3  | 31.1  | 36.2  |
| 2002         | 3.4  | 2.3  | -1.2  | -6.1  | -10.4 | -13.0 | -16.3 | -17.4 | -19.9 | -18.5 |

Note: The returns shown are based on the prevailing asset allocation models employed during the time periods illustrated.

## Asset Allocation

The graph summarises our current strategic asset allocation models as at December 2014. Actual asset allocation may vary to take into account individual client circumstances.



**Very Defensive (Risk Profile 1)**

A Very Defensive investor is looking for an investment where the capital will not fall in the short term. The return is likely to be the same as a high street deposit account and will not generally have exposure to any non-cash investments. Therefore the real value of the investment is at risk of being reduced by inflation over the long term.

**Defensive (Risk Profile 2)**

A Defensive investor is looking for an investment where returns are potentially higher than high street deposit accounts, and is therefore willing to accept a small amount of risk, but where the capital should not fall in the short term. A Defensive Investor is aware that non-cash investments might fall in value as well as rise and that the real value of cash investments is exposed to being reduced by inflation over the long term.

**Cautious (Risk Profile 3)**

A Cautious investor is looking for an investment where the return should be slightly higher than a high street deposit account, accepting that the value of the investment could fall as well as rise. A Cautious investor would feel uncomfortable if their investments rose and fell in value very significantly.

**Moderately Cautious (Risk Profile 4)**

A Moderately Cautious investor is looking for an investment where the long term return should be higher than a high street deposit account, accepting that the value of the investment could fall as well as rise. A Moderately Cautious investor would feel uncomfortable if their investments rose and fell in value substantially in any one year.

**Cautious Balanced (Risk Profile 5)**

A Cautious Balanced investor is looking for an investment with potentially a clearly higher return than is available from a high street deposit account and is willing to accept modest fluctuations in the value of the investment as a result. A Cautious Balanced investor would feel uncomfortable if their investments fell in value very substantially in any one year.

**Adventurous Balanced (Risk Profile 6)**

An Adventurous Balanced investor is looking for an investment with potentially a significantly higher return than is available from a high street deposit account and is willing to accept fluctuations in the value of the investment as a result. An Adventurous Balanced investor would feel uncomfortable if their investments fell in value dramatically in any one year.

**Moderately Adventurous (Risk Profile 7)**

A Moderately Adventurous investor is willing to accept a higher level of risk on their investments in return for potentially higher returns in the long run. They are willing to accept fluctuations in the value of the investments as a result. They would not feel uncomfortable if their investments fell in value significantly in any one year.

**Adventurous (Risk Profile 8)**

An Adventurous investor is willing to accept a significantly higher level of risk on their investments in return for potentially significantly higher returns in the long run. They are willing to accept fluctuations in the value of the investments as a result. They would remain comfortable if their investments fell in value significantly in any one year.

**Aggressive (Risk Profile 9)**

An Aggressive investor is willing to accept a much higher level of risk on their investments in return for potentially much higher returns in the long run. They are willing to accept what might be significant short term fluctuations in the value of their investments as a result. They would remain comfortable if their investments fell in value in more than one quarter in any one year, and might well see this as an ideal time to purchase further investments.

**Very Aggressive (Risk Profile 10)**

A Very Aggressive investor is willing to accept a very high level of risk on their investments in return for potentially very high returns in the long run. They are willing to accept what might be significant short term fluctuations in the value of their investments as a result, and will not seek to spread their risk through diversification across markets. They would feel comfortable if their investments fell in value in more than one quarter in any one year, and might well see this as an ideal time to purchase further investments.

**Declaration**

Please confirm your risk profile in the box below. Your investments will be managed in line with that selection, eg '4' 'Moderately Cautious'.

| Print name | Risk Profile Number | Risk Profile Name | Signature | Date |
|------------|---------------------|-------------------|-----------|------|
|            |                     |                   |           |      |
|            |                     |                   |           |      |