Cautious (0–40% Equity) Higher Income



3.1% total return (last 1 year)

3.0% PORTFOLIO YIELD

0.25%+VAT hawksmoor annual management charge

0.68% ONGOING CHARGES OF UNDERDLYING FUNDS

0.21% TRANSACTIONAL AND INCIDENTAL COSTS OF UNDERLYING FUNDS Lower Risk Higher Risk
CAUTIOUS MODERATE ADVENTUROUS EQUITY RISK

CAUTIOUS
(0-40% Equity)MODERATE
(40-60% Equity)ADVENTUROUS
(60-80% Equity)I

FACT SHEET

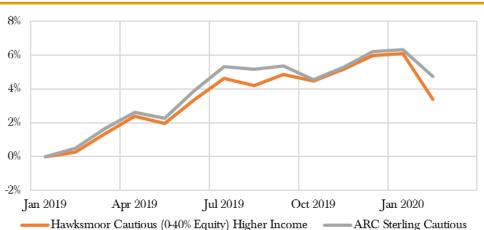
EQUITY RISK (80–100% Equity)

HAWKSMOOR Investment management

Cautious (0 –40% Equity) portfolios are intended for clients where a degree of equity risk is appropriate through an investment cycle, but where the longer-term preservation of capital is of primary importance. The portfolio will be managed with an asset allocation and risk profile consistent with a Dynamic Planner Fund Risk Profile of 4. You should be looking to invest for at least 3 years. The objective of this portfolio is to provide returns primarily from income.



PERFORMANCE



	1 month	3 months	6 months	1 year	<i>Since</i> <i>inception</i> <i>04/02/2019</i>
Hawksmoor Cautious (0-40% Equity) Higher Income Portfolio	-2.5	-1.7	-0.8	3.1	3.4
ARC Sterling Cautious	-1.5	-0.5	-0.4	4.2	4.7

ALL OF OUR MODEL PORTFOLIOS ARE AVAILABLE ON THE FOLLOWING EIGHT PLATFORMS:



The performance shown is since launch (04/02/2019) on one of the platforms on which the portfolio was first available and there may be small variations in the asset allocation and past performance of the portfolio between platforms. Performance figures and charts sourced from Hawksmoor Research (total return, bid to bid, excluding fund rebates and excluding fees applied by the platform and adviser, but including Hawksmoor's fees without the VAT). These figures refer to the past and past performance is not a reliable indicator of future results.

MARCH 2020

	Yield %	Risk Score	Weight %
Cash	0.0	1	2
Fixed Income			51
Royal London Short Dur. Global High Yield Bond	5.0	3	6
TwentyFour Monument Bond	1.8	3	5
Aviva Strategic Bond	4.0	4	5
iShares UK Gilts 0-5yr UCITS ETF 4	0.5	2	5
Church House Investment Grade Fixed Interest	2.1	2.5	5
M&G UK Inflation Linked Corporate Bond	1.2	2	5
Schroder Strategic Credit	4.3	3	5
Artemis Strategic Bond	4.0	3.5	5
Janus Henderson Strategic Bond	2.9	4	5
M&G Global Macro Bond	3.0	4	5

Equities			23
BlackRock UK Income	4.3	5	3
GAM UK Equity Income	4.9	5	4
JO Hambro UK Opportunities	3.1	4	3
Fidelity Global Dividend	2.7	5	3
Schroder Global Equity Income	4.6	5	4
Janus Henderson Global Equity Income	3.7	5	3
Guinness Global Equity Income	2.1	5	3

Alternatives			24
Janus Henderson UK Absolute Return	0.0	4	3
Church House Tenax Absolute Return Strategies	0.8	2.5	2
BMO Property Growth & Income	4.3	5	4
RM Alternative Income	4.9	4	3
WisdomTree Physical Gold GBP ³	0.0	3.5	2
Levendi Thornbridge Defined Return ^{1 2}	5.0	5	5
Fortem Capital Progressive Growth ^{1 2}	4.0	4	5

ASSET ALLOCATION

	Policy Range	Current
Cash	2%	2%
Fixed Income	45-65%	51%
Equities	0—40%	23%
Alternatives	15—35%	24%
Hawksmoor Risk Score	2—4	3.7

¹ Due to fund availability issues, the weighting assigned to *Levendi* Defined Return is currently held in *Fortem Capital Progressive* Growth, making a total 10% weighing on <u>Standard</u> Life only.

² Due to fund availability issues, the 5% and 5% weightings assigned to *Levendi Defined Return* and *Fortem Capital Progressive Growth*, making a total 10% weighting are being held in *Pimco Sterling Short Maturity Source ETF* on <u>Aegon</u> only.

³ ETFS Physical Gold is ineligible on <u>Standard Life</u>, <u>Nucleus</u> and <u>Transact</u> only. This allocation is instead retained in cash.

⁴ Due to fund availability issues, the 10% weighting assigned to *iShares UK Gilts 0-5yr ETF* is instead held in *Vanguard UK Short-Term Investment Grade Bond Index* on <u>Nucleus</u> only.

For more information, please contact:

Weighted Average



Jill Gill Adviser Relationship Manager

01392 410180 jill.gill@hawsksmoorim.co.uk The Hawksmoor Model Portfolio Service is managed by:

Jim Wood-Smith Chief Investment Officer, Private Clients

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James Clark Senior Fund Analyst



Ian Woolley, CFA Senior Investment Analyst

Ben Luck Research Assistant

FACT SHEET

MARCH 2020

HAWKSMOOR INVESTMENT MANAGEMENT

Moderate (40–60% Equity) Higher Income

defaqto 2019 DFM MPS on Platform defaqto 2019 DFM MPS (Platform) Portfolio Family

24.5% total return (last 5 years)

4.1% PORTFOLIO YIELD

0.25%+VAT hawksmoor annual management charge

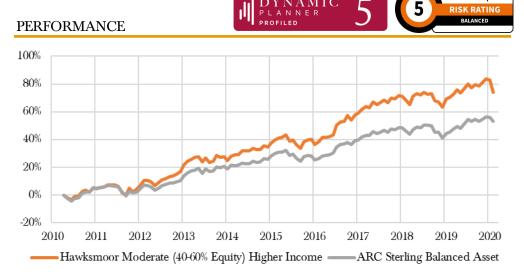
0.75% ONGOING CHARGES OF UNDERDLYING FUNDS

0.24% TRANSACTIONAL AND INCIDENTAL COSTS OF UNDERLYING FUNDS

```
    Lower Risk
    Higher Risk

    CAUTIOUS
(0-40% Equity)
    MODERATE
(40-60% Equity)
    ADVENTUROUS
(60-80% Equity)
    EQUITY RISK
(80-100% Equity)
```

Moderate (40–60% Equity) portfolios are intended for clients seeking returns in excess of inflation, typically with an equity content of close to 50%. These returns are not to the exclusion of the longer-term preservation of capital. The Portfolio value will tend to rise and fall with equity markets, but to a lesser degree. The portfolio will be managed with an asset allocation and risk profile consistent with a Dynamic Planner Fund Risk Profile of 5. You should be looking to invest for at least 5 years. The objective of this portfolio is to provide returns primarily from income.



	3 months	1 Year	3 years	5 years	<i>Since</i> <i>inception</i> <i>22/04/2010</i>
Hawksmoor Moderate (40-60% Equity) Higher Income Portfolio	-3.7	2.1	7.3	24.5	73.7
ARC Sterling Balanced Asset	-1.7	4.7	7.6	17.8	53.1

ALL OF OUR MODEL PORTFOLIOS ARE AVAILABLE ON THE FOLLOWING EIGHT PLATFORMS:

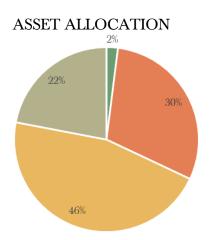


The performance shown is since launch (22/04/2010) on one of the platforms on which the portfolio was first available and there may be small variations in the asset allocation and past performance of the portfolio between platforms. Performance figures and charts sourced from Hawksmoor Research (total return, bid to bid, excluding fund rebates and excluding fees applied by the platform and adviser, but including Hawksmoor's fees without the VAT). These figures refer to the past and past performance is not a reliable indicator of future results.

	Yield %	Risk Score	Weight %
Cash	0.0	1	2
Fixed Income			30
Royal London Short Dur. Global High Yield Bond	5.0	3	2
Threadneedle High Yield Bond	3.7	4	5
Aviva Strategic Bond	3.2	4	4
M&G Emerging Markets Bond	6.3	5	6
Artemis Strategic Bond	4.0	3.5	5
TwentyFour Monument Bond	1.8	3	4
Schroder Strategic Credit	4.3	3	4
Equities			46

Equities			40
BlackRock UK Income	4.3	5	5
JO Hambro UK Dynamic	4.3	6	4
GAM UK Equity Income	4.9	5	5
Man GLG UK Income	4.4	5	5
Schroder Income Maximiser	8.2	5	5
Liontrust US Income	2.0	5	6
BlackRock Continental European Income	3.7	5	3
Jupiter Japan Income	2.3	6	2
Schroder Asian Income Maximiser	7.6	6	3
ASI Global Emerging Markets Equity Inc	3.4	7	3
Janus Henderson Global Equity Income	3.7	5	5

		22
4.3	5	5
4.9	4	4
0.0	3.5	3
5.0	5	5
4.0	4	5
	4.9 0.0 5.0	4.9 4 0.0 3.5 5.0 5



	Policy Range	Current
Cash	2%	2%
Fixed Income	30—50%	30%
Equities	40-60%	46%
Alternatives	0—20%	22%
Hawksmoor Risk Score	3—5	4.5

¹ Due to fund availability issues, the weighting assigned to *Levendi Defined Return* is currently held in *Fortem Capital Progressive Growth*, making a total 10% weighing on and <u>Standard Life only</u>.

² Due to fund availability issues, the 5% weightings assigned to Levendi Defined Return and Fortem Capital Progressive Growth, making a total 10% weighting are being held in Pimco Sterling Short Maturity Source ETF on <u>Aegon</u> only.

³ *ETFS Physical Gold* is ineligible on <u>Standard Life</u> and <u>Transact</u> only. This allocation is instead retained in cash.

Weighted Average



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James Clark Senior Fund Analyst



Ian Woolley, CFA Senior Investment Analyst

Ben Luck Research Assistant

FACT SHEET

MARCH 2020

Adventurous (60–80% Equity) Higher Income

HAWKSMOOR INVESTMENT MANAGEMENT

Higher Risk



0.9% TOTAL RETURN (LAST 1 YEAR)

4.1% PORTFOLIO YIELD

0.25%+VAT hawksmoor annual management charge

0.80% ONGOING CHARGES OF UNDERDLYING FUNDS

0.29% TRANSACTIONAL AND INCIDENTAL COSTS OF UNDERLYING FUNDS

CAUTIOUS	MODERATE	ADVENTUROUS	EQUITY RISK
(0-40% Equity)	(40–60% Equity)	(60-80% Equity)	(80–100% Equity)

Adventurous (60–80% Equity) portfolios are intended for clients seeking returns similar to global equity markets, though not to the exclusion of capital preservation The Portfolio value will tend to rise and fall with equity markets. The portfolio will be managed with an asset allocation and risk profile consistent with a Dynamic Planner Fund Risk Profile of 6. You should be looking to invest for at least 7 years. The objective of this portfolio is to provide returns primarily from income.



PERFORMANCE

Lower Risk



-Hawksmoor Adventurous (040% Equity) Higher Income -ARC Sterling Steady Growth

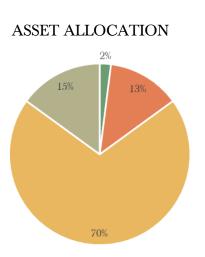
	1 month	3 months	6 months	1 year	<i>Since</i> inception 04/02/2019
Hawksmoor Adventurous (60-80% Equity) Higher Income Portfolio	-6.4	-5.7	-3.2	0.9	1.6
ARC Sterling Steady Growth	-4.2	-3.1	-1.7	4.8	6.2

ALL OF OUR MODEL PORTFOLIOS ARE AVAILABLE ON THE FOLLOWING EIGHT PLATFORMS:



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	Yield	Risk	Weight
	%	Score	%
Cash	0.0	1	2
Fixed Income			13
Artemis Strategic Bond	4.0	3.5	5
M&G Emerging Markets Bond	6.3	5	3
Threadneedle High Yield Bond	3.7	4	3
Polar Capital Global Convertibles	4.1	4	2
Equities			70
Man GLG UK Income	4.4	5	5
GAM UK Equity Income	4.9	5	5
Schroder Income Maximiser	8.2	5	5
JO Hambro UK Dynamic	4.3	6	5
BlackRock UK Income	4.3	5	6
Janus Henderson UK Responsible Income	4.2	5	4
Aberforth UK Small Companies	1.4	6	3
Liontrust US Income	2.0	5	7
BlackRock Continental European Income	3.7	5	5
Schroder Asian Income Maximiser	7.6	6	6
Baillie Gifford Japanese Income Growth	2.4	7	2
ASI Global Emerging Markets Equity Inc	3.4	7	6
Schroder Global Equity Income	4.6	5	4
Janus Henderson Global Equity Income	3.7	5	3
Polar Capital Global Insurance	1.5	5	4
Alternatives			15
BMO Property Growth & Income	4.3	5	4
RM Alternative Income	4.9	4	3
Sarasin Global Real Estate Equity	2.8	5	3
Fortem Capital Progressive Growth ¹	4.0	4	5



	Policy Range	Current
Cash	2%	2%
Fixed Income	10—30%	13%
Equities	60—80%	70%
Alternatives	0—20%	15%
Hawksmoor Risk Score	4—6	5.0

¹ Due to fund availability issues, the weighting assigned to *Fortem Capital Progressive Growth* is being held in *Pimco Sterling Short Maturity Source ETF* on <u>Aegon</u> only.

For more information, please contact:

Weighted Average



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James Clark Senior Fund Analyst



Ian Woolley, CFA Senior Investment Analyst

Ben Luck Research Assistant

FACT SHEET

MARCH 2020

HAWKSMOOR INVESTMENT MANAGEMENT

Equity Risk (80–100% Equity) Higher Income



0.7% total return (last 1 year)

3.9% PORTFOLIO YIELD

0.25%+VAT hawksmoor annual management charge

0.81% ONGOING CHARGES OF UNDERDLYING FUNDS

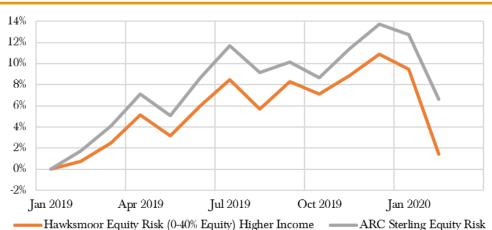
0.27% TRANSACTIONAL AND INCIDENTAL COSTS OF UNDERLYING FUNDS

Lower Risk			Higher Risk
CAUTIOUS (0—40% Equit	MODERATE (40–60% Equity)	ADVENTUROUS (60–80% Equity)	EQUITY RISK (80–100% Equity)

Equity Risk (80–100% Equity) portfolios are intended for clients seeking returns similar to global equity markets. The Portfolio value will tend to rise and fall with equity markets. The portfolio will be managed with an asset allocation and risk profile consistent with a Dynamic Planner Fund Risk Profile of 7. You should be looking to invest for at least 7 years. The objective of this portfolio is to provide returns primarily from income.



PERFORMANCE



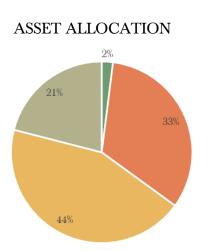
	1 month	3 months	6 months	1 year	Since inception 04/02/2019
Hawksmoor Equity Risk (60-80% Equi- ty) Higher Income Portfolio	-7.3	-6.9	-4.0	0.7	1.4
ARC Sterling Equity Risk	-5.4	-4.3	-2.3	4.8	6.6

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	Yield %	Risk Score	Weight %
Cash	0.0	1	2
UK Equities			33
Man GLG UK Income	4.4	5	5
GAM UK Equity Income	4.9	5	5
JO Hambro UK Dynamic	4.3	6	5
BlackRock UK Income	4.3	5	6
Schroder Income Maximiser	8.2	5	5
Janus Henderson UK Responsible Income	4.2	5	4
Aberforth UK Small Companies	1.4	6	3
Global Equities			44
Liontrust US Income	2.0	5	6
BlackRock Continental European Income	3.7	5	6
Schroder Asian Income Maximiser	7.6	6	6
Baillie Gifford Japanese Income Growth	2.4	7	5
ASI Global Emerging Markets Equity Inc	3.4	7	4
Schroder Global Equity Income	4.6	5	6
Janus Henderson Global Equity Income	3.7	5	6
Fidelity Global Dividend	2.7	5	5
Thematic Equities			21
BMO Property Growth & Income	4.3	5	4
RM Alternative Income	4.9	4	3
Sarasin Global Real Estate Equity	2.8	5	4
Polar Capital Global Insurance	1.5	5	4
Fortem Capital Progressive Growth ¹	4.0	4	6
Weighted Average	3.9	5.2	



	Policy Range	Current
Cash	2%	2%
UK Equities		33%
Global Equities	80-100%	44%
Thematic Equities		21%
Hawksmoor Risk Score	5—8	5.2

¹ Due to fund availability issues, the weighting assigned to Fortem Capital Progressive Growth is being held in Pimco Sterling Short Maturity Source ETF on <u>Aegon</u> only.

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