

Risk and benchmark performance of fund:

An adventurous investor is willing to accept a much higher level of risk in return for the potential for higher returns in the longer term. They recognise that this may result in the value of their portfolio fluctuating, possibly significantly, in the short term. They are aware that the risks are such that a significant percentage of the capital sum could be lost. The portfolio we have constructed reflects this and has our highest risk score of 8 out of 10.

Risk (maximum 10)	Score	Upper return	Average return	Lower return
8		39.05%	7.55%	-23.9%

Please read important notes at the end of this document.

Performance:



Standardised Performance

1 Yr to 31 March 2010	1 Yr to 31 Mar 2011	1 Yr to 31 March 2012
46.63%	11.49%	-2.87%

12 Months Total Return (bid to bid) – Source: Morningstar, net income reinvested

2009	2010	2011	2012	Since launch
30.95%	18.97%	-11.51%	9.90%	13.64% p.a.

Performance from 31 December 2008 to 31 March 2012. Source: Morningstar, on a bid to bid basis with net income reinvested.

Past performance is no guide to future performance and the value of your investments can fall as well as rise. Please read the important notes at the end of this document.

Key changes to the portfolio

In this section we review changes to the portfolios. Some sectors like property have had no changes to the holdings. We have reviewed these sectors and our analysis indicates the current holdings should remain.

UK Equity

We have made some minor tweaks to the percentage holdings to readjust the risk profile of the portfolio. The main change is the introduction of the L&G UK Alpha Fund.

The L&G UK Alpha Fund is managed by Richard Penny who is well respected in the industry and has delivered consistent long term performance. The fund is a concentrated portfolio of stocks holding between 30 and 40 stocks divided between strong growth and deep value. The style of the fund blends well with the other UK funds we hold.

US Equities

In reviewing the portfolios we identified that the Schroder US Mid Cap Fund and BlackRock US Opportunities Fund were delivering similar styles in terms of where they invested. Following further research we opted to keep the Schroder US Mid Cap Fund and remove the BlackRock US Opportunities Fund.



We also reviewed the GAM North American Fund and felt for a more adventurous portfolio there were alternative options – we have introduced the AXA Framlington Growth Fund and F&C US Smaller Companies Fund.

The AXA fund follows a strict stock picking process and the F&C fund has a long term value orientated slant and both funds have excellent track records. The introduction of these funds brings in a good balance of funds within this sector.

European Equities

We have made a few changes to the European Sector to bring in some potential for extra growth. The two key new funds are JPM New Europe Fund which looks to take advantage of the new and emerging European countries and the Invesco Perpetual European Opportunities Fund which seeks to drive value from unloved companies which have low valuations but potential for long term returns.

We have balanced these more risky funds with the introduction of the Liontrust European Fund which has a tried and tested process delivering good long term growth.

Japan and Far East



Towards the end of 2011 GLG closed their highly successful Core Alpha Fund to new business.

The Japanese market is very difficult to analyse. The markets look cheap on the conventional metrics but Japan has many unique elements both culturally and financially and remains an enigma to most.

We have made a call to reduce our exposure to Japan significantly and added to our weightings in the Far East / Emerging Markets where we believe

there is greater potential and spread to achieve long-term returns.

We will continue to monitor this and potentially we could remove Japan as a holding and just hold assets in the Far East and / or Emerging Markets. To replace GLG we have turned to two excellent funds – M&G Japan Smaller Companies Fund and Schroder Japan Alpha Fund. Both funds are well established and respected.

Global / Special Situations

We have made some tweaks to the holdings and introduced some potential for extra growth through specialist sector plays – the IP Global Financial Capital Fund and 3i Infrastructure. The Invesco Perpetual Financial Capital Fund is a new fund which looks to invest in capital instruments (including equity and equity linked securities) and debt instruments. It will blend these instruments to reflect their view at any given point in time. It will hold up to 40% in equities.

The 3i Infrastructure trust is a listed infrastructure investment company investing mainly in Europe and Asia, with a focus on the Utilities, Transportation and Social Infrastructure sectors.

Conclusion

We have back-tested this new portfolio and feel that this provides a good basis for the next twelve months to deliver long-term performance. We will continue to monitor the funds and provide you with updates. We will be meeting with fund managers from Neptune, M&G, L&G, Schrodgers and JP Morgan over the coming months and will be posting updates as we have these.

Special notes

Risk

The risk score is to provide a guide; risk is set between 0 and 10. The higher the number the higher the risk, so for example ten is the highest level of risk and zero is minimal i.e. cash. The upper return is the expected upper maximum return for the given level of risk. The average of all returns is the possible returns within a risk level over one year. The lower level return is the lowest expected level of return. These are not guaranteed but provide a benchmark to measure performance of the portfolio.

The Adventurous Growth Portfolio has been given a rating of 8 out of 10 and aims to achieve annual average returns of around 7.55%, with a downside risk of -23.90% and upside growth potential of 39.05%. Although these returns are not guaranteed the investment committee will look to select assets which work within these boundaries.

Performance

The performance for the portfolio is based on the previous holdings for the portfolio. Data for performance is sourced from Morningstar. These figures are provided to give an indication of the performance of the portfolio. The performance figures take into account all fund / asset charges but do not reflect any additional charges, for example the cost of the investment plan and fees paid to LWM.

As an example of how this will impact on the performance, assuming the total gross cost of the portfolio is 1.5% p.a. (this is reflected in the performance figures shown), then after rebates and reflecting any fees payable to LWM Consultants the actual cost of this portfolio could be 2.05% p.a. This means that the drag on performance is around 0.55% p.a. So in 2011 the return was -11.51%, the net return after rebates and fees would have been -12.06%. This is an indication of costs as the assets and costs will move.

You should note that past performance is not a reliable indicator of future returns and the value of your investments can fall as well as rise. LWM only invests in UK based investments although some funds / assets may have overseas holdings, the performance of funds / assets where some holdings are denominated in foreign currencies will also be subject to variations in currency rates.

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Registered in England & Wales under Company Number 07408315
Registered Office: St John's Court Whiteladies Road Bristol BS8 2QY