

LWM

Consultants Ltd.

Investors in Values



LWM CAUTIOUS INCOME PORTFOLIO RE-BALANCE 30 JUNE 2012

Summary

2011 was a challenging year for equities and many of the underlying problems from 2011 remain. One fund manager recently suggested that the time of normality will only return when the markets don't get spooked by the announcement that there will be no more quantitative easing.

Within this market our focus remains to protect and grow your wealth, this does not mean that there won't be periods when assets fall but in the long term we aim to deliver good solid positive growth. To this end since launch the portfolio has returned 14.82% p.a.



Our service to you includes providing you with detailed information on the portfolios - each quarter our website will include updated performance data and our investment committee report (this covers our view of the markets and any potential areas we need to monitor). You will also find notes from meetings we have with fund managers.

We are keen not to overload you with information; in the last review we gave a brief summary of each fund in the portfolio. The feedback we had was that what would help you more would be a summary showing the new funds and the old funds and then a brief summary of the changes.

In this document we have provided a summary of the risk of the portfolio, the performance and a summary of the key changes to the portfolio. If you require any additional information then please let us know.

Risk and benchmark performance of fund:

A cautious investor recognises that investment values will change but that they would feel very uncomfortable if investments rose and fell in value very rapidly. The portfolio we have constructed reflects this and has a low to medium risk score of 4 out of 10.

| Risk (maximum 10) | Score | Upper return | Average return | Lower return |
|-------------------|-------|--------------|----------------|--------------|
| 4 | | 23.45% | 5.95% | -11.55% |

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 |
|-----------------------|---------------------|-----------------------|
| 40.45% | 11.31% | 3.31% |

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

| 2009 | 2010 | 2011 | 2012 | Since launch |
|--------|--------|--------|-------|--------------|
| 28.63% | 17.38% | -2.29% | 6.18% | 14.82% p.a. |

Performance from 31 December 2008 to 31 March 2012. Source: Morningstar, on an 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.

Fixed Interest



One sector we believe is attractive is emerging market debt where there is greater potential for profits than in developed markets. This is driven by the low interest environment faced by most of the developed countries which stifles potential returns. In emerging markets for bonds interest rates are higher and therefore there is greater potential for asset rises as lower inflation brings lower interest

rates.

We have therefore reduced exposure to developed market debt and increased exposure to emerging market debt. In researching this we found the volatility to be lower for emerging market debt than developed debt. So with this change we are lowering volatility and opening up the potential for greater growth going forward.

We are recommending Threadneedle Emerging Market Bond Fund and Baillie Gifford Emerging Markets Bond Fund. We have recently posted a review of the Baillie Gifford Fund onto the website after meeting the fund manager and we believe this fund and the Threadneedle Fund offer a good blend.

We have removed the Baring Global Absolute Fund as this has failed to perform although its inclusion was to protect against a rising inflation rate which did not occur. We retain exposure to the Standard Life GARS Fund which has continued to deliver and provides an excellent foundation stone for the portfolios. We have increased the holding in the Standard Life Fund to act as an underpin to the portfolio.

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 removal of the Edinburgh Investment Trust which has been replaced by the Standard Life UK Equity Income Unconstrained Income Fund. We have met the fund manager of the Standard Life fund and a review is on our website, we like this fund because

it seeks income from not only the FTSE 100 but also outside of this so from the FTSE 250 and 350 which can drive better returns and ensures this is not a quasi-tracker fund.

The Edinburgh fund has performed extremely well over the past two years, it was purchased initially at a 10% discount to net asset value and now stands at a premium.

Global / Specialist Equities



The main change is the removal of the Newton Balanced Fund which we felt did not match with the style of the portfolio. To provide additional growth but in keeping with the Cautious approach we have added the Investec Special Situations Fund, this fund not only has a well-respected fund manager at the helm but has a track record of delivering excellent performance with a global focus.

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, Schroders 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 Cautious Income Portfolio has been given a rating of 4 out of 10 and aims to achieve annual average returns of around 5.95%, with a downside risk of -11.55% and upside growth potential of 23.45%. 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 2.14% p.a. This means that the drag on performance is around 0.64% p.a. So in 2011 the return was -2.29%, the net return after rebates and fees would have been -2.93%. 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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