

RICHMOND HOUSE

INVESTMENT MANAGEMENT

RHIM CAUTIOUS MODEL FACTSHEET

The RHIM Cautious model aims to deliver capital growth over the medium term, with lower volatility than the sector average using collective investment schemes (funds). Asset allocation will be actively managed whilst maintaining a cautious risk profile. This is a multi-asset portfolio which may invest between 25% and 45% in traditional equity funds which will include UK and overseas equities. The remainder will be invested in lower risk funds such as targeted absolute return funds and at least 35% across fixed income and property. The model is also permitted to hold up to 10% in cash when deemed appropriate. In order to deliver returns in excess of cash over the longer term investors must accept that the investment could fall in value, particularly in the short term. The model will sit within risk profile 4 on a scale of 1-10, where 1 is cash and 10 is 100% high risk equity markets. Please see the reverse for historical volatility and peak to trough data.



Commentary

NOVEMBER 2018 UPDATE

The year to 30th November has been challenging, with most asset classes in negative territory. However, sterling weakness has protected UK clients from the full extent of the falls more recently. Volatility has returned and even typically defensive assets such as corporate bonds have failed to deliver a positive return, with the IA corporate bond sector down 1.4% over 12 months. Over six months the sell-off in equities has gained momentum, with the FTSE 100 down 7%. Of the mainstream indices, only the US equity market is in positive territory over 12 months, yet even that upward trend appears to have broken down more recently. For some time we have thought that the reversal of QE and higher interest rates would bring a return of risk awareness to markets. We have therefore held absolute return funds (funds which aim to make positive returns regardless of market direction) and also introduced a gold fund this year. Over the 12 months as a whole these funds have not contributed positively, however during October, when equity markets fell in the region of 10%, Jupiter Absolute Return was up 2.3% and Merian Gold and Silver was up 1.7%, highlighting the diversification benefits, and indeed the positive impact they can have should this risk-averse environment continue. We also dramatically reduced exposure to European equities late 2017 and early 2018 due to the weaker outlook and this has proved to be beneficial given the poor returns this year.

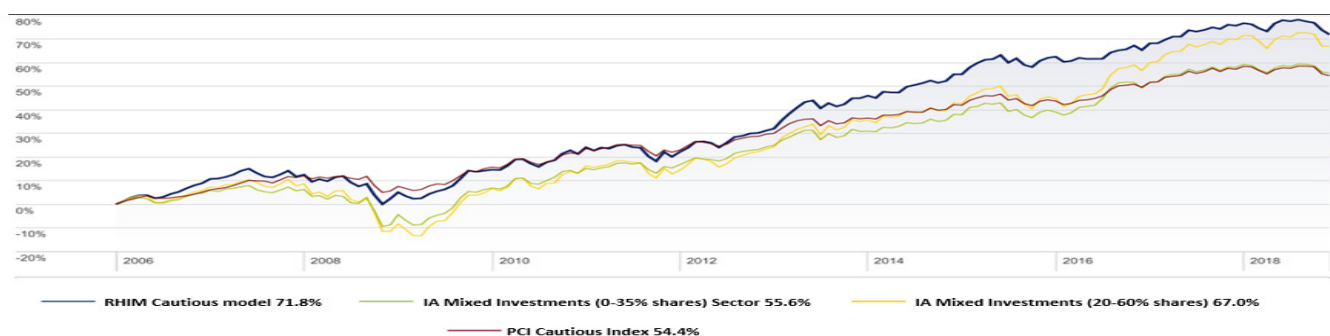
Risk Return (5 years) as at 30th November



Performance (Cumulative) as at 30th November

	1 year	5 years	10 years	Since Inception
RHIM Model	-2.16%	18.60%	68.03%	71.81%
PCI Return	-1.74%	13.38%	46.3%	54.4%
IA Sector	-1.57%	21.26%	79.67%	61.22%

Performance Chart since inception

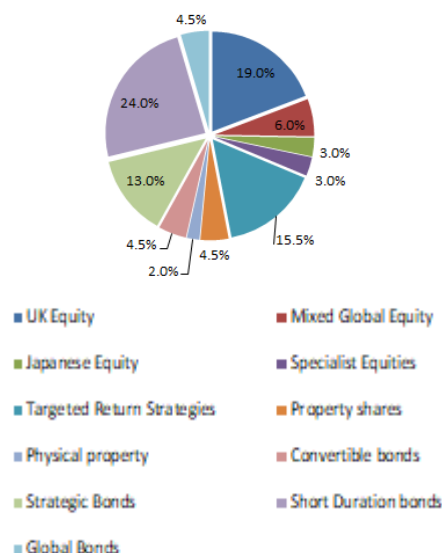


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Key Facts	RHIM Cautious
Launch Date	1 st January 2006
IA Sector	50% IA 0-35 % Sector 50% IA 20-60% Sector
Private Client Index (PCI)	PCI Cautious Index
RHIM Fee	0.5% + VAT
No. Holdings	19
Historical Yield	2.4% (as at 30.06.18)

Asset allocation



The Historic Yield reflects distributions declared over the past twelve months as a percentage of the valuation as at the date shown. Investors may be subject to tax on their distributions.

Risk Statistics - Data as at 30 th September	Annualised Return	Annualised Volatility	Worst Peak to Trough
RHIM Model – 3 years	3.81%	2.82%	-3.72%
<i>IA Sector</i>	6.08%	4.03%	-4.95%
RHIM Model – 5 years	4.45%	3.17%	-4.16%
<i>IA Sector</i>	4.80%	4.20%	-7.94%
RHIM Model – since inception	4.57%	4.59%	-13.96%
<i>IA Sector</i>	4.02%	5.85%	-20.37%

Risk

Higher-risk investments tend to experience greater volatility, which means they are likely to go up and down in value more often and by larger amounts than lower-risk investments. In return, higher-risk investments have the potential to produce higher returns over the long term, although this is not guaranteed. If you do not understand the risks involved with the portfolio it is important that you seek clarification from your Financial Adviser before making an investment.

This Factsheet

This factsheet demonstrates the exposure, characteristics and performance of the named RHIM model. Your actual portfolio may differ depending on your individual circumstances. All features described in this fact sheet are current at the time of publication and may be changed in the future.

Currency

Some funds will hold overseas assets and as a result will also have exposure to overseas currencies. Exchange rates can fluctuate and may cause the value of the investment to rise or fall.

Investment Term

It is generally accepted that equity investments should be regarded as long term investments and should be held for a minimum of five years, ideally longer. Your time horizon and capacity for loss are important considerations when selecting the most appropriate RHIM model.

Property Funds

The value of property is generally a matter of a valuer's opinion which may not be readily realisable. There are liquidity risks associated with investing in property whereby encashments may be delayed waiting for properties to be sold.

Performance

It should be noted that past performance is not necessarily a guide to future performance. The price of shares/units and income from them may fall as well as rise and is not guaranteed. RHIM Performance illustrated is net of fund charges, but does not include Richmond House Investment Management discretionary management fees, nor fees that may be incurred through your Financial Adviser. PCI returns are net of the Discretionary Manager charges and use provisional data.