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October 2024

## Introduction

Henson Aslam Financial Management LLP was founded in 1994 by Nicholas Aslam and Valerie Elliott-Haig and is based in the West Bridgford area of Nottingham.

We are independent financial advisers and provide help for our clients in all areas of financial planning including investments, pensions, family and business protection, Cashflow forecasting and estate planning needs.

Nicholas Aslam, the senior partner, has been in Financial Services since 1984 in various roles. Prior to starting the business Nick spent 6 years with a major national independent adviser as senior consultant for the East and South East Midlands with specific responsibility for corporate and high net worth pension and investment business.

In particular Nick specialises in pension advice to individuals, business owners and directors. We advise on a large number of self-administered/self-invested pension schemes, giving the pension owner freedom to invest in any acceptable asset including commercial property. We also advise a large number of individuals on personal and tax-efficient investments, including inheritance tax planning.

Nick holds the Chartered Insurance Institute G60 Advanced Financial Planning Certificate pension specialist qualification. This qualification is held by a small minority of financial advisers and enables the holder to give advice on pension opt-out and transfers. Nick also holds the Personal Finance Society Diploma qualification.

Derek O'Connell joined Henson Aslam as partner/adviser in November 2018. Derek has been involved in financial services all his working life. He originally worked for a local life assurance and pensions company before forming his own advice partnership in 1984. This company became very well known locally. Among many areas of involvement was investment management, tax-efficient investments and compliance. Many of the clients that he deals with today are clients that he has known for over 35 years. Looking for a fresh challenge he joined Henson Aslam having known Nick Aslam for many years.

Valerie Elliott-Haig, the office manager/partner, has been involved in Financial Services for over 30 years including periods in an independent advisory role and an in-house insurance operation. Val along with our administration staff manages the office.

We look after in excess of £150 million in assets under management on behalf of our clients, invested on industry leading platforms including abrdn Wrap, Quilter and Royal London.

## Market Commentary – October 2024

The battle against inflation appeared to be drawing to a close, but recent upticks show it is by no means beaten. Inflation continues to bounce around the target with the UK rate increasing to 2.2% after reaching its 2.0% target for the first time in three years. The Bank of England made its first base rate cut to 5.0% and has signalled it intends to make further cuts but service sector inflation remains stubbornly high. Geopolitical events in the Middle East will have a major impact on policy makers' decisions over the next few months.

The UK economy continues to grow relatively robustly after the recession of late 2023 with revised growth of 0.5% in Q2 and 0.7% in Q1. This compares to Q2 growth of 0.2% in the Eurozone. India continues to lead the way of the G20 countries with growth of 1.9% during Q1 followed by a slowing China with growth of 0.7% in Q2.

In its latest report, the OECD has updated its growth forecasts for the global economy to 3.2% in 2024 and 2025 as inflation returns to more normal levels. India is forecast to have the fastest growth rate of the G20 countries with 6.7% in 2024 and 6.8% in 2025. The UK has experienced a large upgrade to 1.1% for 2024 and 1.2% for 2025, which is faster than the Euro Area with a forecast of 0.7% for 2024. The US is forecast to grow by 2.6% in 2024 before slowing to 1.6% in 2025.

Markets moderated throughout the quarter as the US AI and tech boom paused for breath. The FTSE 100 grew by a modest 1.79%, the Dow Jones by 2.87% and Emerging Markets by 2.50%. The S&P 500 actually fell by 0.78% as did the NASDAQ by 4.91%. The outlier was the Chinese market with astonishing 16.43% growth as investors reacted to a potential massive government fiscal stimulus after years of flat or negative market performance.

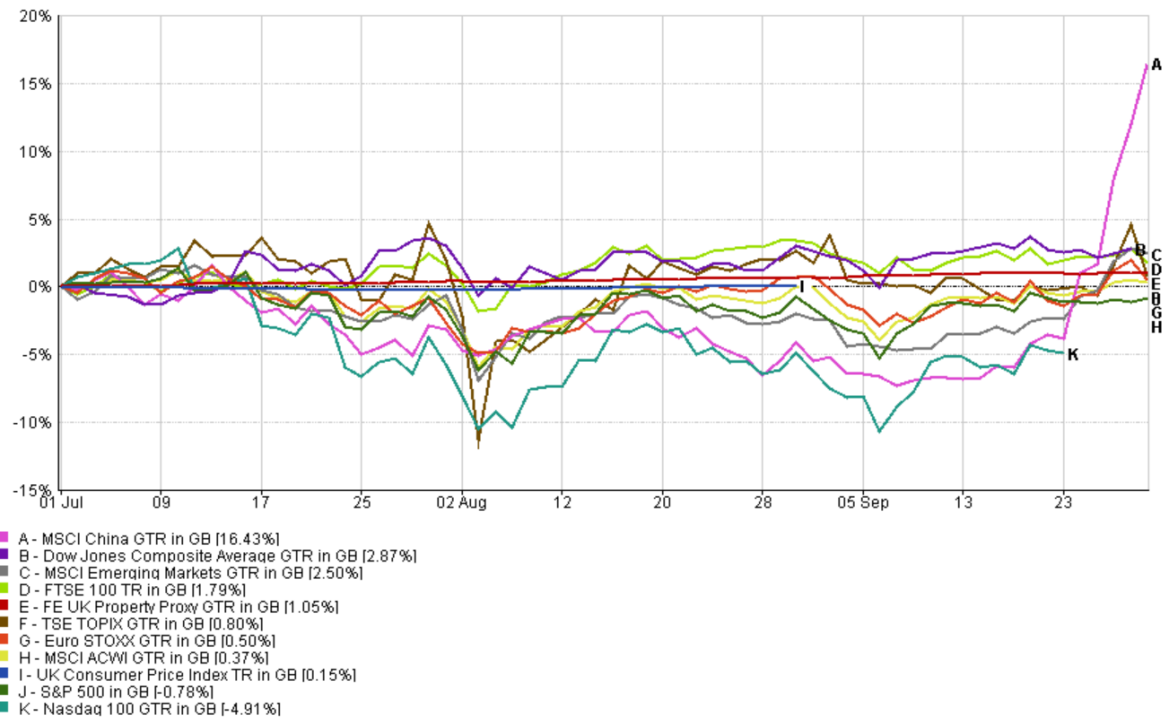
Despite the higher than expected growth rates, the UK public finances are showing no improvement. UK public sector net debt was estimated to be £2.77tn at the end of May 2024 and hit the milestone of 100% of GDP for the first time since the early 1960's. Borrowing was £13.7 billion in August 2024, £3.3 billion more than in August 2023 and the third highest August since monthly records began in 1993. Borrowing in the financial year to August 2024 was £64.1 billion, which is £0.3 billion more than in the same five-month period a year earlier.

Sterling continues its gains against the other major currencies rising from \$1.26 to \$1.33 against the US Dollar over the quarter as interest rates have not been cut as quickly as anticipated and economic growth forecasts have risen. Sterling also increased from €1.17 to €1.20 against the Euro over the quarter due to the better than expected comparative growth rates.

The price of crude oil fell sharply over the quarter as investors reacted to the slowing Chinese economy and continued adequate supplies to all markets. The price of Brent crude fell sharply from \$86 to \$71 per barrel.

The record breaking price of Gold continued at pace throughout the quarter benefitting from its safe haven status and hedge against inflation and currency devaluation. The price rose during the quarter from \$2,327 to \$2,651 an ounce with predictions of further price rises as geopolitical tensions increase.

Crypto currencies remained positive over the quarter with the price of Bitcoin rising from \$62,673 to \$65,834. The price has more than doubled over the last year as the asset class has become more respectable and mainstream. A lot will depend on the outcome of the US presidential race and who ends up in the White House.



01/07/2024 - 30/09/2024 Data from FE fundinfo2024

## Market Outlook

The economic data indicates a soft landing is likely because although inflation is declining, wage growth is moderating, and labour market pressures are cooling, recession risks still appear more elevated than normal due to potential lags in the impacts of the Federal Reserve's 2022/23 rate-hiking campaign.

Importantly, the Fed has started easing before clear signs of economic stress have emerged, and the base-case scenario is that the US economy will achieve a soft landing. But there is less chance the slowdown could overshoot into a recession if US consumers rein in their spending due to a weaker job market. This could cause companies to pull back on spending or hiring, which in turn could trigger further consumer caution. The US elections are also nearing, with very competitive races for the presidency and Congress. It is important to note that the democratic system of government in the US features checks and balances across the executive, legislative, and judicial branches, which makes it hard for individuals and parties to enact sweeping change. As a result, the impact of politics on markets is typically limited.

In Europe, economic prospects are brightening as growth picks up and inflation moderates. The decline in inflation has allowed the European Central Bank to lower rates twice since June, with one more cut likely by the end of the year. European stocks are attractively valued and they will perform well if earnings recover in line with the economy.

Meanwhile, the improvement in the UK economy is becoming more sustained, with consumer and business confidence on the rise and house prices beginning to recover. However, the cautious tone from the Bank of England suggests it will cut rates at a slower pace than most of its developed-market counterparts. The FTSE 100 Index is relatively attractive, with a 12-month-ahead price-to-earnings ratio of 11.5x and a 3.7% dividend yield as of mid-September.

## The Value of Advice

There is much value in individuals seeking professional financial advice throughout their lifetime. Often there are significant life events that require specific financial advice but it is ensuring that the client stays on track during those events – the ongoing monitoring and adjusting – that can often determine the long-term success of an individual's future.

A number of studies undertaken by large investment companies such as Vanguard, Morningstar and Russell Investments have aimed to identify any additional 'alpha'\* for members of the public seeking professional financial advice. These studies landed on different figures but they all indicated an approximation of around 3% of additional returns above the market return each year. Even if this figure was only 2% what would the difference in return for clients be if the market return averaged 5% per annum?

According to Vanguard, the seven key components of Adviser's Alpha are as follows:

- Asset Allocation – The overwhelming factor in determining investment performance
- Rebalancing – Keeping a portfolio's risk and return profile on course
- Lowering Costs – The one factor guaranteed to improve returns
- Behavioural Coaching – Avoid the costly mistakes of giving in to fear and greed
- Tax allowances – Tax-efficiency is the key to getting the best results
- Spending Strategy – Crucial to maintaining the value of a portfolio in retirement
- Total return vs Income – Making the most of a portfolio for both income and capital

The table below shows the impact of this potential increased return of an initial £300,000 investment over various time periods.

	Market Return (%)	With Net AAV (%)	Market Return (£)	With Net AAV (£)
1 Year	5.00%	7.00%	£525,000	£535,000
3 Years	15.76%	22.50%	£578,800	£612,500
5 Years	27.63%	40.26%	£638,150	£701,300
10 Years	62.89%	96.72%	£814,450	£983,600
15 Years	107.89%	175.90%	£1,039,450	£1,379,500
20 Years	165.33%	286.97%	£1,326,650	£1,934,850
25 Years	238.64%	442.74%	£1,693,200	£2,713,700

Source: EDVOA Feb 2019

Net AAV – Net Adviser Added Value

\*Alpha measures the value added by the fund manager in terms of his performance compared to his peers. Alpha is less difficult to achieve in rising markets and vice versa.

## **HA Investment Portfolios**

### **Active vs Passive Investing**

Investors have two main investment strategies that can be used to generate a return on their investments: active portfolio management and passive portfolio management. These approaches differ in how the account manager utilises investments held in the portfolio over time. Active portfolio management focuses on outperforming the market compared to a specific benchmark, while passive portfolio management aims to mimic the investment holdings of a particular index.

We have come to the conclusion, and the academic evidence supports this, that around 80% of long-term investment returns are generated from the asset allocation mix rather than market timing or stock picking. We therefore see little value for investors paying the additional charges for active management and they are better served investing in low-cost passive or tracker funds, and our core portfolios are constructed using this philosophy.

### **Income vs Total Return**

We have previously operated portfolios where the objective is to generate a high natural yield, which can be distributed in the form of a regular income. After comparing the long-term returns of these 'income' portfolios against 'total return' portfolios, where returns are generated through a combination of capital growth and the natural yield, the evidence shows that the long-term returns are superior whether or not an income is taken.

As there are no passive equity income funds, an Income Portfolio is by nature actively managed and therefore the costs are a lot higher (up to three times) which will act as a drag on the performance. We see the benefits of a total return approach as follows:

- A total return approach maximises your investment choices
- Withdrawals can be set at a level consistent with client requirements
- Less danger of focusing unduly on income
- Current income levels are low
- Natural income is only part of the return
- Focusing on income to excess may reduce portfolio growth potential
- An income-only approach may be incompatible with an 'absolute return' approach

### **Risk Profiling**

Our portfolios have been designed in line with the risk profiles used by Financial Express. We encourage clients to complete a risk profiling questionnaire to establish their attitude to risk and capacity for loss. The profiler asks a number of questions and based on the answers will place you in one of five risk categories. We use this as a basis of a conversation rather than a definitive decision. Please refer to the risk definitions set out later in this document.

### **Underlying Portfolio Construction**

We have used individual fund providers within the portfolios. The funds we use are managed by HSBC, BlackRock, Dimensional, Vanguard and Legal & General to provide sufficient diversification in terms of the assets they invest in and their investment strategies.

## **HSBC Global Strategies**

The approach taken for each of the five multi-asset portfolios in the range is to build a strategic asset allocation to maximise the return for a given risk budget, with limited tactical asset allocation used to express more short-term market views.

The portfolios do not have target return objectives but do have specified volatility parameters that the funds aim to stay within over the medium to long-term. There are no formal benchmarks with the focus on generating attractive risk-adjusted returns. The long-term strategic asset allocation for each fund is determined through an optimisation process that uses long-term data on ten asset classes (US equities, European equities, UK equities, Japan equities, Pacific ex Japan equities, Emerging Markets equities, global government bonds, corporate bonds, property securities/REITs and cash) covering returns, risk and covariance and is run on at least an annual basis.

Tactical asset allocation is only expected to drive a small part of the overall return, so positions tend to be relatively small versus the strategic asset allocation, and these are the fund manager's responsibility.

## **Dimensional World Allocation**

The World Allocation range invest in Dimensional's own equity and bond funds according to the asset allocation for each mandate and global market capitalisations. These funds in turn invest in over 10,000 individual holdings across the asset classes and geographical areas.

The range invests to gain exposure to developed and emerging markets using a core strategy meaning they are generally overweighted in shares of smaller sized companies and value companies.

The composition may be adjusted based on considerations such as the number of outstanding shares of public companies, the tendency of the price to continue movement in a single direction, the availability of shares, liquidity management, size, value, profitability and investment characteristics.

## **Vanguard LifeStrategy**

The overall investment process behind the Life Strategy funds is relatively straightforward. Each fund in the range has a pre-determined strategic asset allocation split between equities and fixed income with an additional set of weightings at sub-regional and sub-asset class level.

There is no tactical asset allocation overlay and the funds are re-balanced on a regular basis within certain tolerance limits to allow for market movements. The funds are then populated with Vanguard index-tracking funds to match the asset allocations. Within the equity component of each fund 25% is allocated to UK equities, which Vanguard believes reflects a balance between the benefits of globalisation and an investor's preference for their domestic market.

The remainder is allocated as per the market capitalisation weightings within the global equity index, thereby giving a bias towards US equities but also an allocation to Emerging Markets.

The funds can invest in Real Estate Investment Trusts (REITs) and specifically allocates to them based on their market cap weighting within the relevant equity region. Non-Sterling exposure is left unhedged. Within the fixed income component there is a 35% allocation to UK fixed income, including any within a global bond allocation, again reflecting the same investment balance and the remainder is also split as per market capitalisation.

## Vanguard Global Small Cap Index

The Fund employs a passive management or indexing investment approach and seeks to provide long-term capital growth by tracking the performance of the MSCI World Small Cap Index. The Index is comprised of small-sized company stocks in developed markets.

## Dimensional Global Targeted Value

We decided to replace both the Dimensional Value funds with the Dimensional Global Targeted Value fund in all of the portfolios. Using the global targeted fund, means the value tilt will more accurately represent the global asset weighting compared to using the international and UK value funds.

## Legal & General Global Infrastructure Index

The fund aims to achieve capital growth and income by tracking the performance of the FTSE Global Core Infrastructure Index. We have introduced an infrastructure fund to portfolios 1 and 2 as the underlying assets of these funds i.e. energy, ports, toll roads, bridges etc are deemed to be defensive and help to improve the diversification as infrastructure is now seen as an asset class in its own right.

A summary of the five portfolios we operate with basic information on their charges, risk profile and sector can be seen in the table below:

FE Risk Rating	Name of Portfolio/Sector	FE Risk Score	OCF	MiFID	Total
1	HA Portfolio 1 - Cautious	44	0.27%	0.05%	0.32%
	Mixed Investment 0-35% Shares	44			
2	HA Portfolio 2 - Cautious to Moderate	54	0.27%	0.05%	0.32%
	Mixed Investment 20-60% Shares	53			
3	HA Portfolio 3 - Moderate	72	0.27%	0.03%	0.30%
	Mixed Investment 40-85% Shares	68			
4	HA Portfolio 4 - Moderate to Adventurous	85	0.28%	0.03%	0.31%
	Mixed Investment 40-85% Shares	68			
5	HA Portfolio 5 - Adventurous	97	0.28%	0.03%	0.31%
	Global	99			

## Explanation of Terms

### FE Risk Score

FE Risk Scores define risk as a measure of volatility relative to an index of the 100 largest UK companies (the benchmark), which has a risk rating of 100, and rebased to Sterling. Instruments more volatile than the benchmark have a score above 100 and vice versa giving a reliable indication of relative risk.

### Ongoing Charges Figure (OCF)

The OCF is made up of the fund manager's fees for running the portfolio, along with other costs, such as administration, marketing and regulation but does not include certain other significant costs, such as trading costs.



## MiFID

MiFID charges are transaction costs (broker commission, stamp duty and foreign exchange) and incidentals (performance fees). They were introduced as part of the MiFID II Directive in 2018 and are considered a truer reflection of the total costs to an investor.

## Sectors

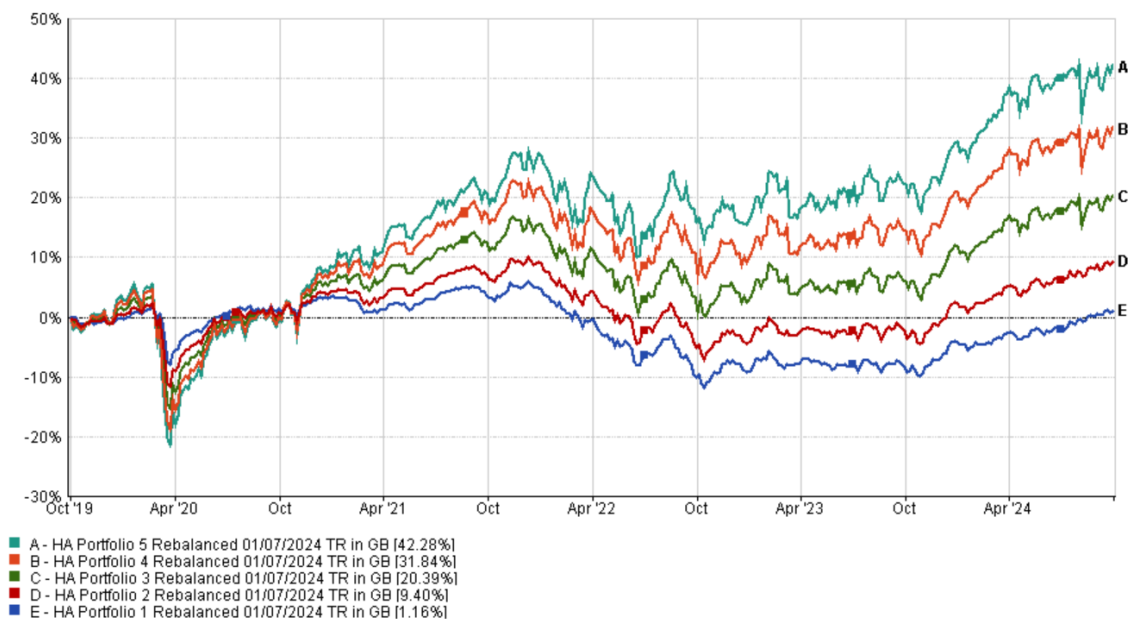
We use the Investment Association (IA) Sectors as a benchmark to the portfolios to provide an indication of the comparative performance.

The IA sectors selected represent a broad range of funds and are based on the percentage of underlying equities within the funds. The higher the percentage of equities in the sector, the higher its risk rating.

Each sector has a clear definition setting out the criteria a fund must fulfil. IA organise most sectors based on the main asset types the fund invests in. Funds in any sector may offer a wide mix of assets, strategies and risk profiles.

## Performance Comparison

The below chart shows a performance comparison of the five Henson Aslam portfolios over a given period including annual rebalances and fund charges, but excluding advice and platform charges:



01/10/2019 - 01/10/2024 Data from FE fundinfo2024

The table below shows the annualised performance of one of the component funds managers in the portfolio, which provides an example of the sorts of returns an investor can expect (but are not guaranteed) over different time periods.

<b>Annualised return</b>	<b>1 year</b>	<b>3 years</b>	<b>5 years</b>	<b>10 years</b>
LifeStrategy 20% Equity	11.19	-1.51	0.28	3.01
LifeStrategy 40% Equity	12.59	0.57	2.34	4.78
LifeStrategy 60% Equity	14.48	2.95	4.61	6.68
LifeStrategy 80% Equity	16.40	5.40	6.90	8.55
LifeStrategy 100% Equity	18.23	7.92	9.17	10.40

Performance: annualised to 30 September 2024 from FE Fund info

These figures are based on the returns net of the fund management costs and do not include any adviser or platform costs, which will reduce the overall returns.

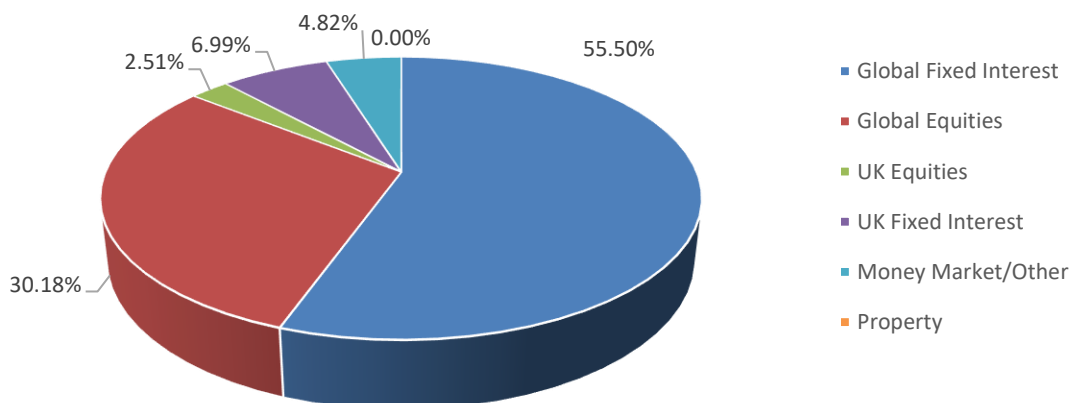
## HA Portfolio 1

Weighting	Cautious
27.00%	HSBC Global Strategy Cautious
27.00%	Dimensional World Allocation 20/80
26.00%	Vanguard LifeStrategy 20% Equity
10.00%	Dimensional Global Targeted Value
10.00%	Legal & General Global Infrastructure Index

You are prepared to take only a small amount of investment risk and it is important to you that your capital is protected. This means that your portfolio will concentrate on investments that provide low returns in the long term but present lower risk to your capital. Only a small amount of riskier assets will usually be included in your portfolio in order to increase the chance of obtaining better long-term returns. A typical Cautious investor will be invested mostly in fixed interest gilts and bonds as well as in cash, with a small element in equities and property that can boost longer term returns but are associated with more risk. Using a broad range of assets gives you a varied portfolio and that diversification helps to reduce the overall levels of risk.



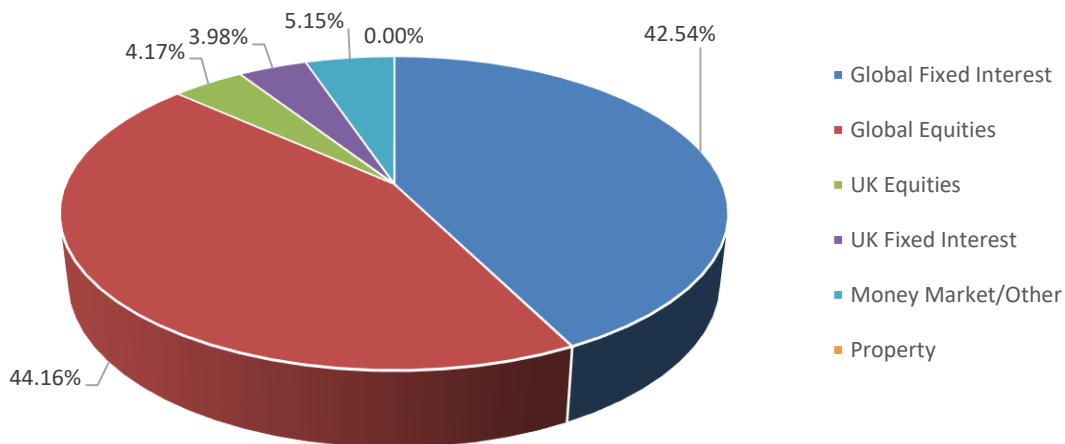
01/10/2019 - 01/10/2024 Data from FE fundInfo2024



## HA Portfolio 2

Weighting	Cautious to Moderate
27.00%	HSBC Global Strategy Conservative
27.00%	Dimensional World Allocation 40/60
26.00%	Vanguard LifeStrategy 40% Equity
10.00%	Dimensional Global Targeted Value
10.00%	Legal & General Global Infrastructure Index

You are prepared to take limited investment risk in order to increase the chances of achieving a positive return but you only want to risk a small part of your capital to achieve this. A typical Cautious to Moderate portfolio will usually have the larger part of the portfolio invested in fixed interest gilts, bonds or cash that are low risk but offer only low returns. The remainder of the portfolio will usually be invested in equities and property which can boost longer term returns but are associated with more risk. Using a broad range of assets gives you a varied portfolio and that diversification helps to reduce the overall levels of risk.



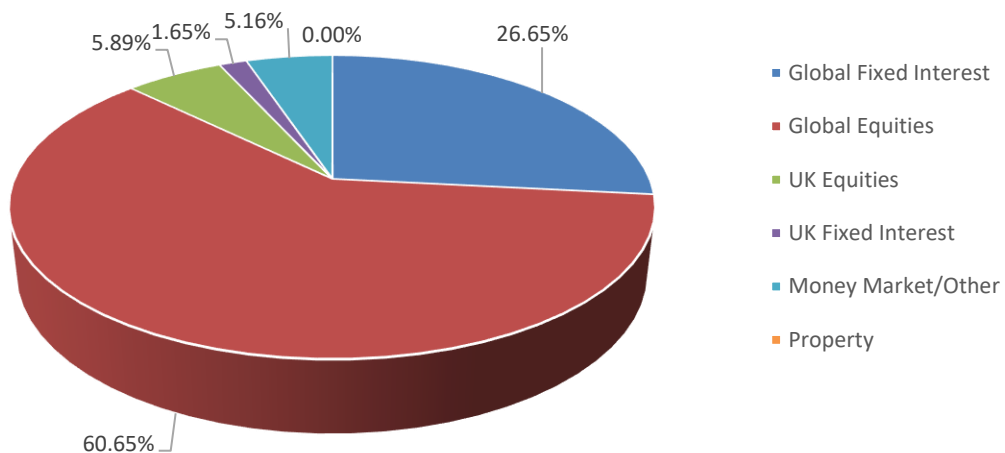
### HA Portfolio 3

Weighting	Moderate
30.00%	HSBC Global Strategy Balanced
25.00%	Dimensional World Allocation 60/40
25.00%	Vanguard LifeStrategy 60% Equity
10.00%	Vanguard Global Small Cap Index
10.00%	Dimensional Global Targeted Value

You are prepared to take a moderate amount of investment risk in order to increase the chance of achieving a positive return. Capital protection is less important to you than achieving a better return. A typical Moderate investor will usually invest in a variety of assets to obtain diversification and therefore reduce risk. Equities and property, which can boost longer term returns but are associated with more risk, would often account for a higher proportion of assets than fixed interest gilts and bonds or cash. At shorter investment terms the proportion of higher risk assets is usually reduced. The range of asset types helps reduce the overall risks while increasing the chance of better returns.



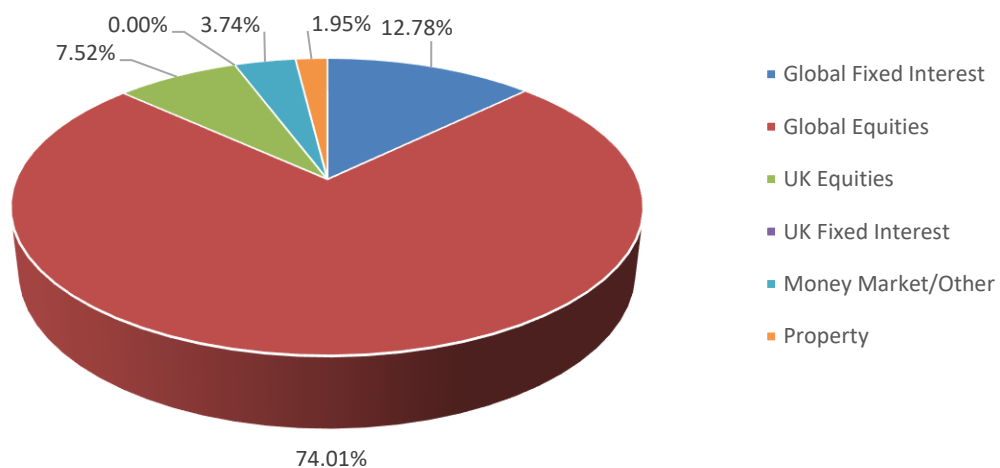
01/10/2019 - 01/10/2024 Data from FE fundinfo2024



## HA Portfolio 4

Weighting	Moderate to Adventurous
30.00%	HSBC Global Strategy Dynamic
25.00%	Dimensional World Allocation 80/20
25.00%	Vanguard LifeStrategy 80% Equity
10.00%	Vanguard Global Small Cap Index
10.00%	Dimensional Global Targeted Value

You are prepared to take a medium degree of risk with your investments in return for the prospect of improving longer term performance. Short-term capital protection is not important to you and you are willing to sacrifice some long-term protection for the likelihood of greater returns. A typical Moderate to Adventurous investor will be invested in equities but with other assets to provide some diversification. There may be a small amount of specialised equities within the portfolio, which focus on a particular sector of the economy or relate to a particular market or industry. Specialised equities can boost longer term returns but are associated with more risk than standard type equities.



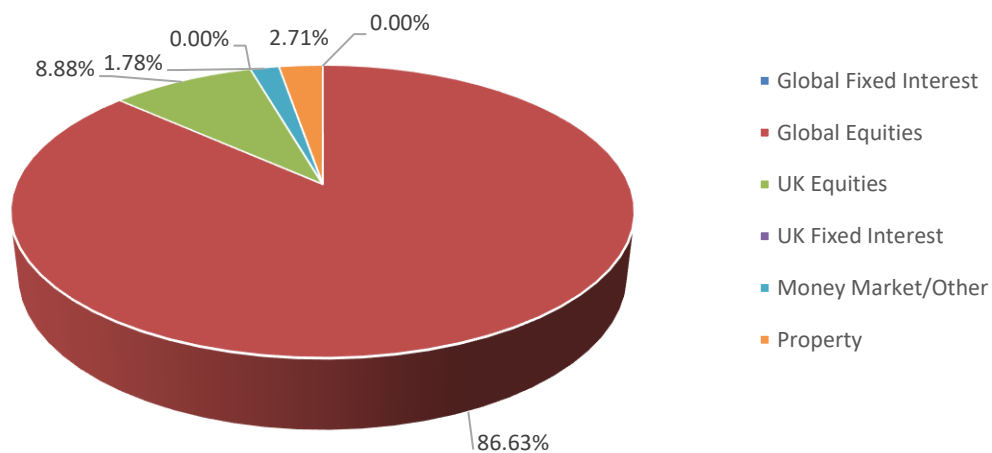
## HA Portfolio 5

Weighting	Adventurous
30.00%	HSBC Global Strategy Adventurous
25.00%	Dimensional World Equity
25.00%	Vanguard LifeStrategy 100% Equity
10.00%	Vanguard Global Small Cap Index
10.00%	Dimensional Global Targeted Value

You are prepared to take a substantial degree of risk with your investments in return for the prospect of the highest possible longer-term performance. You appreciate that over some periods of time there can be significant falls, as well as rises, in the value of your investments and you may get back less than you invest. This strategy holds significant risk in the shorter term. A typical Adventurous investor will usually be invested entirely in higher risk assets such as equities. There may also be a proportion of the investment in specialised equities, which focus on a particular sector of the economy or relate to a particular market or industry. Specialised equities can boost longer term returns but are associated with more risk than standard type equities.



01/10/2019 - 01/10/2024 Data from FE fundinfo2024



## Environmental, Social & Governance - ESG

ESG investing is becoming more and more prominent as the public's awareness of sustainability issues increases and the fund management industry reacts to meet the new demand. Individuals are increasingly seeking financial products that are aligned with their environmental values. ESG investing refers to an investment strategy that incorporates environmental, social, and governance factors into investment decisions.

ESG can mean many different things to investors and 'Ethical' funds have been around for many years. However, the scope and definition broadened, and many fund management houses are starting to use their size and power to influence companies into adopting better practises and behaviours in environmental and corporate governance matters. An example of this would be Shell's commitment to be net zero in emissions by 2050.

There are broad principles that funds will incorporate into their investment mandates. For example, a typical objective of an ESG fund would be:

The Fund promotes environmental and social characteristics by excluding companies from its portfolio based on the impact of their conduct or products on society and/or the environment. This could mean excluding companies that engage in the following activities:

- Controversies i.e. companies which do not meet the labour, human rights, environmental, and anti-corruption standards as defined by the United Nations Global Compact Principles
- Non-renewable energy i.e. companies that own proved or probable reserves in coal, oil, or gas
- Vice products i.e. companies that produce adult entertainment, alcoholic beverages, tobacco products or gambling services
- Weapons i.e. companies that produce - or produce specific and critical parts or services for - nuclear weapon systems, chemical or biological weapons, cluster munitions, and anti-personnel mines

We have therefore introduced a new ESG range of portfolios to run alongside our standard portfolios. The ESG portfolios have been constructed using the same principles as the standard portfolios and there are 5 risk based solutions to choose from. We have used specialist ESG and/or multi-asset funds where possible and continued to use passively managed funds with the management brands we are comfortable and familiar with.

Investors need to be aware of the risks of ESG investing. There is no universal or agreed upon definition of ESG-related risks, which may also be referred to as sustainability, non-financial or extra-financial risks. This can lead to 'Greenwashing' which is the process of conveying a false impression or providing misleading information about how a company's products are more environmentally sound than they actually are.

As the ESG sector becomes more established, lots of new entrants are emerging into the market to cash in on the boom. These new funds may not have a proven track record of performance for investors to make meaningful comparisons and many will fail.



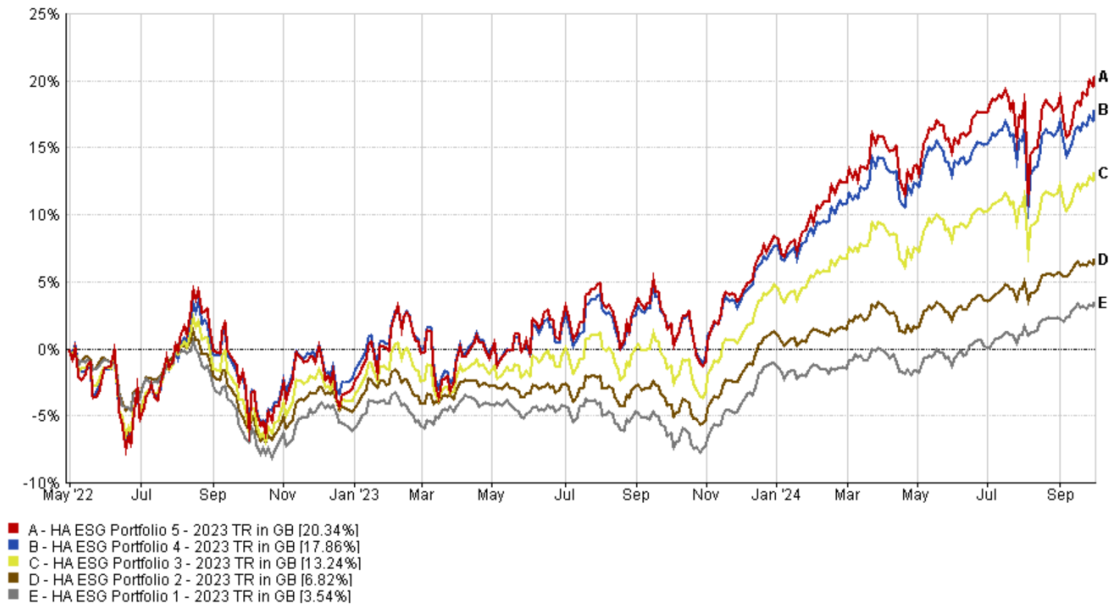
## ESG Portfolios

A summary of the five portfolios we have introduced with basic information on their charges, risk profile and sector can be seen in the table below:

FE Risk Rating	Name of Portfolio/Sector	FE Risk Score	OCF	MiFID	Total
1	HA ESG Portfolio 1 - Cautious	44	0.24%	0.10%	0.34%
	Mixed Investment 0-35% Shares	44			
2	HA ESG Portfolio 2 - Cautious to Moderate	46	0.29%	0.16%	0.45%
	Mixed Investment 20-60% Shares	53			
3	HA ESG Portfolio 3 - Moderate	67	0.29%	0.13%	0.42%
	Mixed Investment 40-85% Shares	68			
4	HA ESG Portfolio 4 - Moderate to Adventurous	80	0.32%	0.09%	0.41%
	Mixed Investment 40-85% Shares	68			
5	HA ESG Portfolio 5 - Adventurous	91	0.26%	0.07%	0.33%
	Global	99			

## Performance Comparison

The below chart shows a performance comparison of the five Henson Aslam ESG portfolios over a given period including annual rebalances and fund charges, but excluding advice and platform charges:



29/04/2022 - 01/10/2024 Data from FEfundinfo2024

### HA ESG Portfolio 1

Weighting	Cautious
50.00%	HSBC Global Strategy Sustainable Portfolio Cautious
50.00%	BlackRock MyMap Select ESG 3

### HA ESG Portfolio 2

Weighting	Cautious to Moderate
40.00%	HSBC Global Strategy Sustainable Portfolio Conservative
20.00%	Vanguard SustainableLife 40-50% Equity
40.00%	BlackRock MyMap Select ESG 3

### HA ESG Portfolio 3

Weighting	Moderate
40.00%	HSBC Global Strategy Sustainable Portfolio Balanced
20.00%	Vanguard SustainableLife 60-70% Equity
40.00%	BlackRock MyMap Select ESG 5

### HA ESG Portfolio 4

Weighting	Moderate to Adventurous
40.00%	HSBC Global Strategy Sustainable Portfolio Dynamic
30.00%	Vanguard SustainableLife 80-90% Equity
30.00%	BlackRock MyMap Select ESG 7

### HA ESG Portfolio 5

Weighting	Adventurous
40.00%	HSBC Global Strategy Sustainable Portfolio Adventurous
10.00%	Vanguard SustainableLife 80-90% Equity
50.00%	BlackRock MyMap Select ESG 7

## Risk Warnings

- Past performance is no guarantee of future returns.
- Inflation will reduce the real value of the capital invested if returns do not match or exceed the rate of inflation.
- An investment should be considered over a medium to long-term time frame and should not be entered into if the capital is required for other needs.
- The value of the investment is determined by units or shares, the price of which can fall as well as rise. The value could be less than what was originally invested, especially in the early years or if withdrawals are greater than the underlying returns.
- Please bear in mind that the outlook for asset classes and market sectors can change and as a result the asset allocation could become unbalanced.
- Investing in a single or limited range of asset classes or sectors may lead to greater volatility and therefore carry a greater investment risk.
- A certain fund or funds may have a higher risk rating than the agreed attitude to risk, but the overall risk applied of the combined funds or portfolio is designed to meet the agreed risk profile.
- Equities can significantly fall in value and in difficult times dividends may reduce or stop.
- Property fund investments may take significantly longer to sell. If market conditions are volatile prices may fall, exit fees could be applied or even a fund dealing suspension be imposed. This would delay any withdrawals and affect the rebalancing of a portfolio.
- Corporate bonds are not risk free as the bond issuer could default, interest rate rises could reduce the capital values and in adverse market conditions the fund could become illiquid making it difficult to sell.
- Where a fund invests in overseas markets, domestic upheaval and changes in currency exchange rates mean that the value of the investment can go up or down.
- Specialist funds which invest in emerging markets, niche industries, smaller companies or unquoted securities are likely to be more volatile and therefore carry greater investment risk.
- It is important to periodically review the value of an investment against expectations and the underlying investment strategy, particularly when close to retirement.
- The higher the charges applied to an investment the greater the effect of those charges on the performance.
- Changing funds or transferring excessively may erode the value due to transactional based fees.
- Any sale of investments held, including switching may give rise to a capital gains tax liability and any income generated will normally be subject to income tax.