At 7IM we are great believers in telling clients the whole truth. This is especially important when it comes to what they can expect from the 7IM portfolios and how that fits with their perception of risk taken with their money.

A version of the truth?
Many investment managers tell clients what gains they might expect and the best outcomes but in our experience far too few tell the complete story. One of the key pieces of information that is often missed is what the worst scenario could be over the short term if markets are unkind. The regulatory guidance paper around “Assessing Suitability” also expressed interest in this very topic.

How can 7IM help?
7IM work closely with Ibbotson Associates Inc, a leading provider of investment management research. Ibbotson study the risk and return characteristics of multiple asset classes, helping 7IM build the most ‘efficient’ portfolios possible. Our work with Ibbotson allows us to improve the predictability of returns for the client, the longer the money is invested.

The chart below shows the maximum, minimum, and average expected returns for a ‘Balanced’ client, based on Ibbotson’s research. The black line tells you how the 7IM Balanced fund has delivered in line with its objectives, since inception, 10 years ago:

If you would like more information about the 7IM funds, please speak to our Regional Relationship Managers on 020 7760 8777 or email information@7im.co.uk. We also have a website for financial advisers at: www.7im.co.uk

The value of investments can fall as well as rise and investors may not get back the original amount they invested. The past performance of investments is not a guide to the future. This document is not to be relied upon for investment advice and if you are in any doubt you should consult a professional financial adviser.
Reality: AAP Moderately Cautious

All data refers to C Class Accumulation Units

As at 30 June 2018

N.B. Expected Maximum and Minimum Return ranges are based on 90% confidence level. Past performance is not a guide to the future.
Reality: AAP Balanced

All data refers to C Class Accumulation Units

As at 30 June 2018

N.B. Expected Maximum and Minimum Return ranges are based on 90% confidence level.
Past performance is not a guide to the future.
All data refers to C Class Accumulation Units

As at 30 June 2018

Returns

Years Invested

Average Expected Return
Expected Minimum Return
Expected Maximum Return
Actual Compound Return

N.B. Expected Maximum and Minimum Return ranges are based on 90% confidence level.
Past performance is not a guide to the future.

SOURCE: FE ANALYTICS, 7IM
Reality: AAP Adventurous

All data refers to C Class Accumulation Units

As at 30 June 2018

N.B. Expected Maximum and Minimum Return ranges are based on 90% confidence level.
Past performance is not a guide to the future.

SOURCE: FE ANALYTICS, 7IM
Reality: AAP Income

All data refers to C Class Accumulation Units As at 30 June 2018

N.B. Expected Maximum and Minimum Return ranges are based on 90% confidence level. Past performance is not a guide to the future.
Reality: Moderately Cautious

All data refers to C Class Accumulation Units

As at 30 June 2018

N.B. Expected Maximum and Minimum Return ranges are based on 90% confidence level.
Past performance is not a guide to the future.

SOURCE: FE ANALYTICS, 7IM
Reality: Balanced

All data refers to C Class Accumulation Units

As at 30 June 2018

Returns
Years Invested

Expected Minimum Return
Expected Maximum Return
Average Expected Return

Actual Compound Return

N.B. Expected Maximum and Minimum Return ranges are based on 90% confidence level. Past performance is not a guide to the future.

SOURCE: FE ANALYTICS, 7IM
Reality: Moderately Adventurous

All data refers to C Class Accumulation Units

As at 30 June 2018

N.B. Expected Maximum and Minimum Return ranges are based on 90% confidence level.
Past performance is not a guide to the future.

SOURCE: FE ANALYTICS, 7IM
Reality: Adventurous

All data refers to C Class Accumulation Units As at 30 June 2018

-30 -25 -20 -15 -10 -5 0 5 10 15 20 25 30 35 40 45 50

<table>
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<th>Returns</th>
<th>Years Invested</th>
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</tbody>
</table>

Average Expected Return    Expected Minimum Return    Expected Maximum Return    Actual Compound Return

N.B. Expected Maximum and Minimum Return ranges are based on 90% confidence level. Past performance is not a guide to the future.

SOURCE: FE ANALYTICS, 7IM
Reality: Personal Injury Fund

All data refers to C Class Accumulation Units

As at 30 June 2018

N.B. Expected Maximum and Minimum Return ranges are based on 90% confidence level.
Past performance is not a guide to the future.
REALITY: SUSTAINABLE BALANCE FUND

All data refers to C Class Accumulation Units

As at 30 June 2018

EXPECTED MINIMUM RETURN

EXPECTED MAXIMUM RETURN

ACTUAL COMPOUND RETURN

AVERAGE EXPECTED RETURN

Returns

Years Invested

1 2 3 4 5 6 7 8 9 10 11

Returns

Years Invested

1 2 3 4 5 6 7 8 9 10 11

N.B. Expected Maximum and Minimum Return ranges are based on 90% confidence level.
Past performance is not a guide to the future.