

Fund Factsheet

Cautious Managed

As at 30 November 2011

Fund objective

The Investment objective of the fund is to achieve long term growth by investing in a managed portfolio of equities investing mainly in the UK and fixed interest investments such as corporate bonds and gilts.

Investment approach

This fund will actively manage a balanced mixture of assets between equities and fixed interest investments. The core of the equity assets within the fund will tend to be invested in large companies whilst maintaining a reasonable presence in medium and small sized companies with above average potential for growth. However, the fund is not restricted to choice of company either by size or industry. The fixed interest assets will be invested primarily in a wide range of sterling and euro denominated investment grade interest bearing securities.

Fund managers commentary

November was a volatile month for global financial markets. Things could have been worse, however, were it not for co-ordinated action on the last day of trading by the world's main central banks. During November, we reduced exposure to equities. Given the significant risks associated with the eurozone, we decided to take some further risk off the table. We will look to re-invest when technical signals again provide a buy signal. (As at 30 November 2011. Source: Scottish Widows Investment Partnership Ltd)

Fund performance

Discrete performance

%	30 Nov 06 30 Nov 07	30 Nov 07 28 Nov 08	28 Nov 08 30 Nov 09	30 Nov 09 30 Nov 10	30 Nov 10 30 Nov 11
Life	2.20	-20.41	23.59	6.13	0.25
OEIC	2.14	-20.40	22.75	6.66	0.52

Basis: % growth, bid to bid in sterling. Returns are shown net of annual management charges only, with net income reinvested for the OEIC and life funds.

OEIC fund returns are calculated using share class C. Life returns are calculated using the single priced life fund.

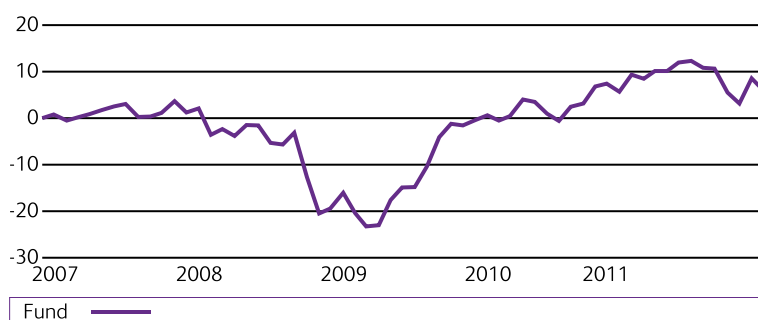
Source all returns: Lipper, a REUTERS company

Cumulative performance

%	1 Mth	3 Mths	YTD	1 Yr	3 Yrs	5Yrs
Life	-2.41	0.41	-3.11	0.25	31.49	6.95
OEIC	-2.30	1.21	-3.06	0.52	31.61	6.99
Benchmark	-0.92	1.52	0.17	3.74	39.19	14.36

Source all returns: Lipper, a REUTERS company

Cumulative investment performance – over 5 years



Basis: % growth, total return (net), bid to bid sterling. Returns are shown net of annual management charges. This figure does not reflect initial charges. Source all returns: Lipper, a REUTERS company Chart start date: 30/11/2006

Fund facts

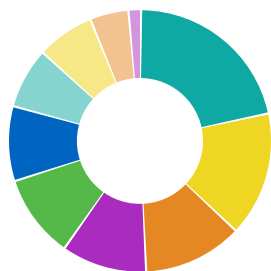
Fund management house	Scottish Widows Investment Partnership Ltd
Fund manager	Jeff King
Life fund size (£m)	1917.08
OEIC fund size (£m)	3304.23
Number of holdings	350
Launch date	
Life	06/04/2005
OEIC	06/04/2005
Annual management charge	
Life	0.50% - 1.40%
OEIC	1.0% - 1.5%
ABI Sector	Mixed Investment 20%-60% Shares
IMA Sector	Cautious Managed
Benchmark	Composite
Distribution dates	31/1, 31/7
OEIC only	
Availability	OEIC and Life

Contact details: For further information please contact **Adviser Services on 0870 607 6771** or visit www.bankofscotland.co.uk/privateclients

Important notes: Past performance is not a guide to future performance. The investment's value and the income from it will fall as well as rise and may be affected by market and currency movements. You may get back less than originally invested. Cash on deposit is more secure, generally more accessible and provides greater certainty of growth.

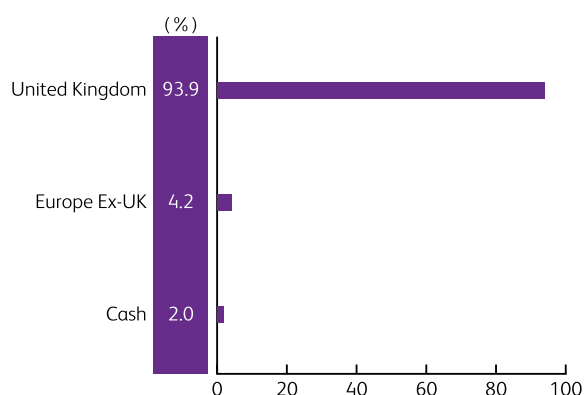
This document is provided for the purpose of information only. This factsheet is intended for individuals who are familiar with investment terminology. Please contact your financial adviser if you need an explanation of the terms used. This material should not be relied upon as sufficient information to support an investment decision

Fund sector breakdown



Oil & Gas	21.8%
Consumer Goods	15.5%
Financials	12.3%
Health Care	10.5%
Consumer Services	10.3%
Basic Materials	9.2%
Industrials	7.4%
Telecommunications	7.0%
Utilities	4.6%
Technology	1.3%

Geographic distribution



Top holdings

Top Holding	Percentage (%)
FTSE 100 INDEX FUTURE DEC 11(16/12/11) ETD	6.1
SWIP GLF ADVISORY (0BP)	5.4
BP	3.7
VODAFONE GROUP	3.4
UK GOVT OF 4.5PCT GILT 07SEPT34 GBP	3.2
GlaxoSmithKline	2.8
HSBC HLDGS	2.5
UNITED KINGDOM (GO 2.5% IND-LNK 26/07/16 GBP)	2.2
British American Tobacco	2.1
ROYAL DUTCH SHELL A	1.9
Total	33.3

Glossary

ABI Sector – The Association of British Insurers classification scheme for life and pension funds that share similar characteristics, e.g. Balanced Managed

Annual management charge – A charge taken from the fund sometimes referred to as yearly management charge. The charge is expressed as a percentage per annum but is normally taken daily from the fund

Asset allocation – The process of dividing investments among different kinds of asset classes such as stocks, bonds, property and cash

Benchmark – A measure against which the performance of a fund is compared. The benchmark could be an index for example the FTSE 100, or a sector average

Bid price – The price at which you can sell units of a fund

Bonds (Fixed Interest Securities) – A bond can be issued by either a company (corporate bond) or a government (gilt) and is a way of raising capital. Most bonds promise to pay a fixed rate of interest for a given period of time, at the end of which the holders are repaid the capital sum

Cumulative Performance – Represents total return over a given period

Discrete Performance – Represents individual yearly performance

Dividends – A portion of a company's profit paid to the shareholders

Equities – Commonly used term for shares in a company

IMA Sector – The Investment Management Association classification scheme for OEIC/ISA funds that share similar characteristics, e.g. Cautious Managed

Net Asset Value (NAV) – The value of an entity's assets less the value of its liabilities

OEIC (Open Ended Investment Company) – An OEIC is a pooled investment fund of variable size set up as a company. It owns investment assets, for example stocks and shares, gilts, bonds and other financial instruments. The size of an OEIC varies reflecting the market value of its underlying investments

Offer Price – The price at which you can buy units of a fund

Sector Average – The average performance of all the funds within a particular sector, for example the IMA Balanced Managed sector

Underweight/Overweight – Funds have a target allocation to a particular sector or asset type, for example a managed fund may have a target allocation to equities of 50%. If the fund holds 52% in equities it is said to be overweight equities. Similarly if the fund holds 48% in equities it is said to be underweight equities

Yield (Historical) – reflects distribution declared over the past twelve months as a percentage of the mid market unit price, as at the date shown.

Yield (Distribution) – reflects the amount that may be expected to be distributed over the next twelve months as a percentage of the mid-market price of the fund as at the date shown. It is based on the snapshot of the portfolio on that day.