

Fund Factsheet

Independently Managed Opportunities Fund

As at 30 November 2011

Fund objective

To maximise long-term capital growth from a concentrated portfolio primarily invested in the securities of UK companies.

Investment approach

Fund managers commentary

Over the quarter, the Fund generated a small negative absolute return, losing some ground against its benchmark and the peer group sector average.

The UK equity market proved volatile during a quarter marked by unforeseen geopolitical events and natural disasters.

The strong oil price exerted downward pressure on the share price of the cruise operator Carnival, for which fuel is a key input cost. Our relative performance was negatively affected by the Fund's positioning in the consumer goods sector. (As at 30 November 2011. Source: Newton)

Fund performance

Discrete performance

%	30 Nov 06	30 Nov 07	28 Nov 08	30 Nov 09	30 Nov 10	30 Nov 11
	30 Nov 07	28 Nov 08	30 Nov 09	30 Nov 10	30 Nov 11	
Life	11.86	-22.88	21.49	10.96	-3.01	
Pension	12.67	-24.28	19.51	11.69	2.43	

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

Pension fund returns are calculated using the single priced 2000 pension fund. Life returns are calculated using the single priced life fund.

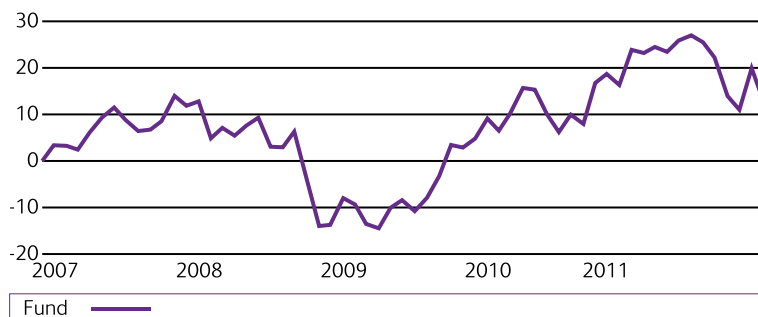
Source all returns: Lipper, a REUTERS company

Cumulative performance

%	1 Mth	3 Mths	YTD	1 Yr	3 Yrs	5Yrs
Life	-5.93	-0.99	-8.92	-3.01	30.75	12.80
Pension	-4.97	-0.64	-4.07	2.43	36.73	16.65
Benchmark	-0.37	2.11	-4.27	2.57	47.89	8.78

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	Newton
Fund manager	Ben Russon
Life fund size (£m)	0.78
Pension fund size (£m)	0.59
Number of holdings	-
Launch date	
Life	18/08/2003
Pension	18/08/2003
Annual management charge	
Life	0.0175
Pension	0.50% - 1.80%
ABI Sector	UK All Companies
IMA Sector	-
Benchmark	FTSE All Share TR
Availability	Life and Pension

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

Independently Managed Opportunities Fund

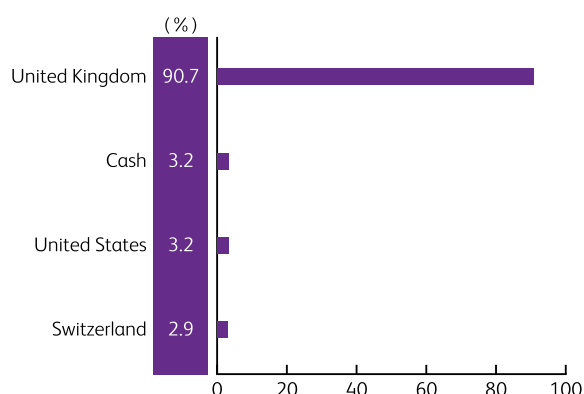
As at 30 November 2011

Fund sector breakdown



Consumer Services	18.4%
Industrials	13.9%
Consumer Goods	13.4%
Oil & Gas	13.2%
Health Care	8.8%
Financials	7.7%
Utilities	7.4%
Basic Materials	6.7%
Technology	4.0%
Telecommunication	3.2%
Cash	3.2%

Geographic distribution



Top holdings

	%
British American Tobacco PLC	4.6
BG Group PLC	4.6
Royal Dutch Shell PLC	4.5
GlaxoSmithKline PLC	4.4
BP PLC	4.1
SSE PLC	4.0
Sage Group PLC	4.0
Bunzl PLC	3.9
BHP Billiton PLC	3.7
Associated British Foods PLC	3.7
	41.5

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.

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