### Hansa Pension Fund K1 (Conservative Strategy)

#### **Investment Principles**

Hansa Pension Fund K1 (Conservative Strategy) is a contractual investment fund founded for providing mandatory funded pension. The objective of the Fund's investment activity is to achieve long-term, stable capital growth. The Fund's assets shall be invested in the bonds, money market instruments and other similar assets of either Estonian or foreign origin. The Fund's assets shall not be invested in equities or investment funds which invest in equities.

# equity funds balanced funds fixed income funds by higher risk

#### **General information**

Net Asset Value (NAV)

Management Fee per annum

Weighted average rating

Fund performance

Net Assets

Subscription Fee

Redemption Fee Benchmark

Fund Management Company
Fund Manager
Inception
Contact

Hansapank offices and tel. 631 0310 www.hansa.ee/funds

Hansa Investment Funds

Fabio Filipozzi

11.54 EEK

2002

270 141 061 EEK 1.19% 1.5%

1.5% 1.0% EPI100

Α

Weighted average modified duration, years 4.8

. 9

#### Statistics (computed over 3 years)

2002

Standard Deviation 2.8

2003

## 11.5 11.0 10.5

2004

NAV

|             | YTD  | 1 month | 3 months | 1 year | 3 years | 5 years | Inception |
|-------------|------|---------|----------|--------|---------|---------|-----------|
| Performance | 0.6% | 0.3%    | 0.5%     | 3.6%   | 6.6%    |         | 15.4%     |
| Annualized  |      |         |          | 3.6%   | 2.1%    |         | 3.0%      |
|             |      |         |          |        |         |         |           |
|             | 2003 | 2004    | 2005     | 2006   | 2007    | 2008    | 2009      |
| Performance | 4.2% | 4.9%    | 2.5%     | -0.4%  |         |         |           |

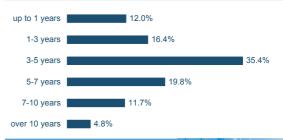
2005

2006

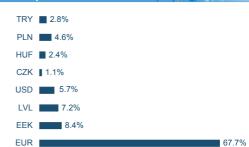
2007

| Portfolio by | / instruments |       |        |
|--------------|---------------|-------|--------|
| Cash         | -0.1%         |       |        |
| Fixed Income |               |       | 100.1% |
| Portfolio by | ratings       |       |        |
| Aaa          |               | 11.7% |        |
| Aa           | 0.5%          |       |        |
| А            |               |       | 25.5%  |
| Baa          |               | 13.2% |        |
| Ва           | 3.7%          |       |        |
| В            | 5.6%          |       |        |
|              |               |       |        |

#### Portfolio by modified duration



#### Portfolio by currencies



| Largest investments            |        |
|--------------------------------|--------|
| Bonds                          | Weight |
| Pimco Gis Euro Bond Fnd        | 8.2%   |
| Latvian T-Bond 03.11.11        | 7.2%   |
| T-Rowe Gobal Emg Nond Fund     | 5.8%   |
| Bluebay Em Loc Cur Bd I Base P | 5.7%   |
| T-Rowe Price-European Corp.Bd  | 5.6%   |
| Dws Instit Euro Gov Bond Fund  | 5.3%   |
| Raiffeisen Eurovision Rent Fnd | 4.8%   |
| Germany 3.75% 04.07.13         | 4.7%   |
| Hansa Eastern Europe Bond Fund | 4.7%   |
| Dws Europe Convergence Bond F  | 3.8%   |

The value of the Fund's unit can either grow or decrease in time. The current return of the Fund shall not guarantee the same return in the future. Funds investing in foreign markets are vulnerable to monetary movements, which may lead to a growth or decrease of the net asset value of the Fund's unit. Pension Funds are founded on the basis of Funded Pensions Act. The following payment which conditionally consists of two parts - tax (4% portion of the social tax) and contribution (2% contribution of the state funded pension, withheld by the employer on the employee's gross wages) - shall be transferred to the mandatory funded pension account for a person who has joined the funded pension system.

