



30-nov-2003

Fund manager: Robert Kitt

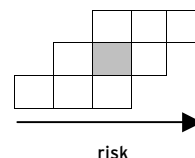
Transactions with fund units:

Hansabank offices, tel. 6310310  
Telebanking, tel. 6133133  
www.hanza.net

AS Hansa Investeerimisfondid  
Liivalaia 8  
15038 Tallinn  
Ph: 613 1336  
Fax: 613 1636  
www.hansa.ee/fondid

### Investment principles

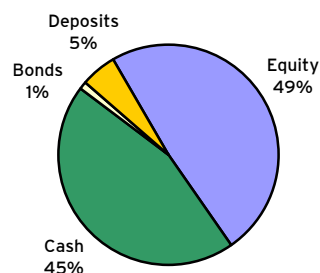
Hansa Pension Fund K3 (Growth Strategy) is a contractual investment Fund founded for providing mandatory funded pension. The objective of the Fund's investment activity is to achieve as long-term and stable growth of the capital gain as possible. The Fund's assets shall be invested in bonds, shares, money market instruments and other assets of either Estonian or foreign origin. The Fund's assets may be invested in shares or in the investment funds dealing with investments in shares to the extent of 50% of the market value of the Fund's assets.



stock funds  
mixed funds  
bond funds

Higher anticipated yield is accompanied by higher risk

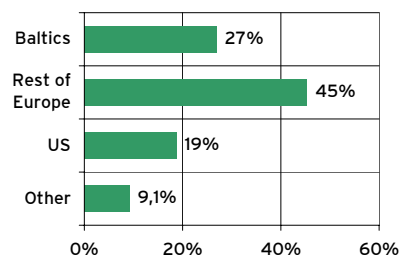
### Portfolio by instrument



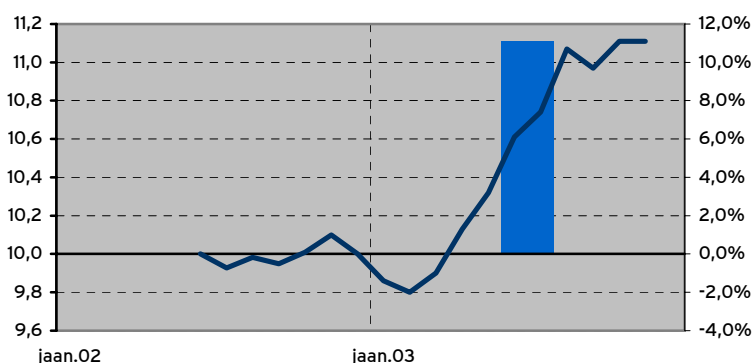
### General data

Net Asset Value (NAV) of fund unit:	11,11 EEK
Net value of fund assets:	228 656 166,97 EEK
Founding year:	1998
Management fee:	1.59% per annum
Issue fee:	1.5%
Redemption fee:	1%

### Portfolio by region



### NAV and performance of fund unit



### Larger investments

Bonds	Proportion
France 8,5% 2008	2,25%
Finland 5,375% 2013	2,19%
Italy 5,75% 2005	2,11%
Netherlands 5% 2011	1,99%
Shares	
Vanguard Total Market	4,01%
iShares S&P500	3,99%
SPDR S&P500 index	3,97%

### Fund performance

	from beginning of year	1 year	3 years	5 years	since foundation
Fund	11,10%	10,00%			11,10%
On annual basis	12,13%	10,00%			7,67%

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.