

Hansa Pension Fund



Growth strategy



31.03.2004

Fund manager: Robert Kitt

Trading with fund units:

Hansabank offices, tel. 6310310

Telebanking, tel. 6133133

www.hansa.net

AS Hansa Investeerimisfondid

Liivalaia 8

15038 Tallinn

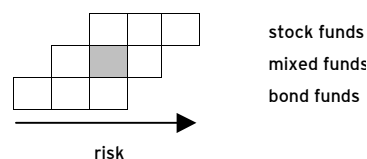
Ph: 613 1336

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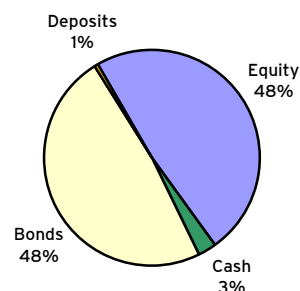
Investment principles

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.



Higher expected yield is accompanied by higher risk

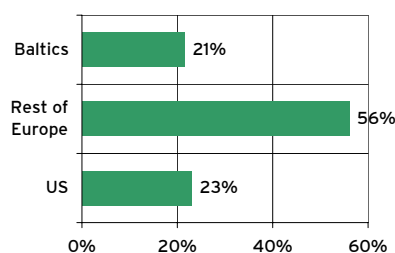
Portfolio by instrument



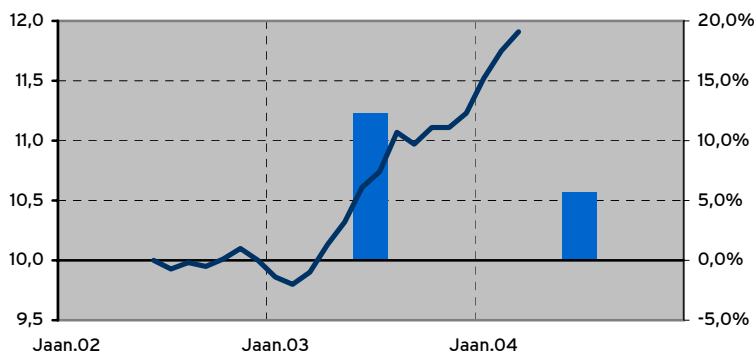
General data

Net Asset Value (NAV) of fund unit:	11,91 EEK
Net value of fund assets:	342 302 236,71 EEK
Launched:	2002
Management fee:	1.59% per annum
Subscription fee:	1.5%
Redemption fee:	1%

Portfolio by region



NAV and performance of fund unit



Fund performance

	Year to date	1 year	3 years	5 years	since inception
Fund	5,68%	21,18%			19,00%
On annual basis	24,45%	21,18%			10,41%

Larger investments

Bonds	Proportion
Ireland 5% 2013	2,73%
Belgium 5.75% 2008	2,14%
Estonian Energy 6% 2009	2,12%
Germany 2,0% 2005	1,99%
Shares	Proportion
T-Rowe Price GLBL Emerg.	4,94%
Vanguard Total Stock Market.	3,57%
Standard&Poors Dep-Ry R.	3,56%

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.