As at 31 March 2016

Company Fact Sheet

HEADLINE DATA	Share Price (p)	NAV (p) (#)	(Discount)/ Premium (%)	Gross Yield (%)^
Ordinary	729.8	1,064.9	-31.5	2.2
'A' Ordinary	725.5	1,064.9	-31.9	2.2

Share Price Performance on £100 (£):	1 Year	3 Years	5 Years	10 Years
Ordinary	84.9	87.5	75.2	86.1
'A' Ordinary	87.7	89.0	76.2	88.7

^ Gross yield is calculated based upon the current dividend policy which is for two interim dividends to be paid each Financial Year. In the year to 31 March 2016, the first interim, paid in November 2015, was 8.0 pence per share and the second interim, payable on 31 May 2016 is 8.0 pence per share.

THE PAIN TRADE AND BLACK SWANS

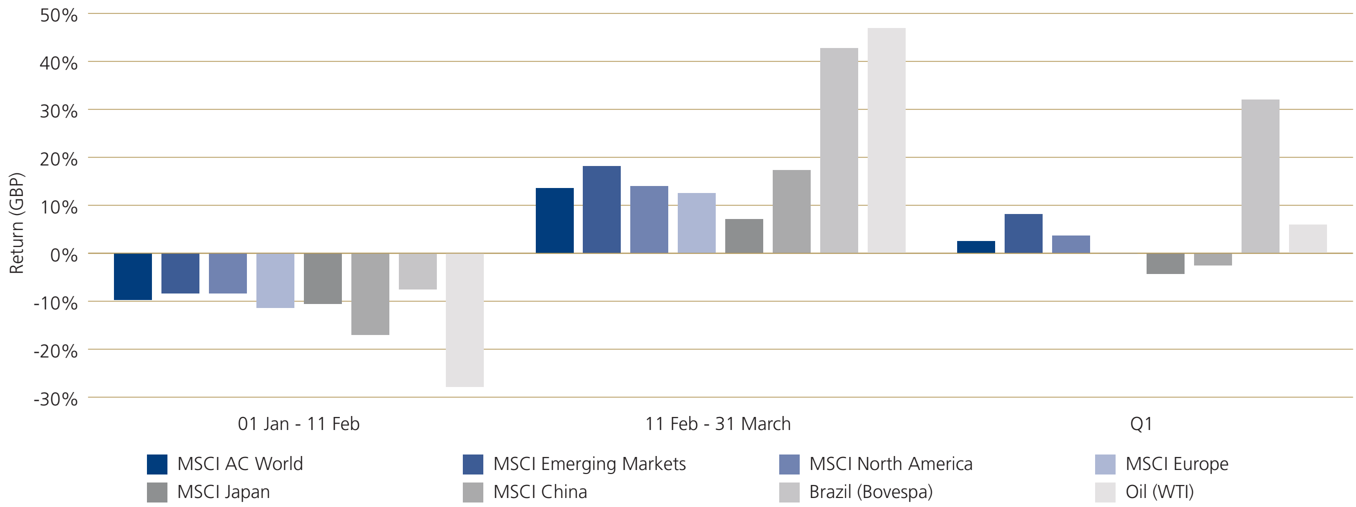
One of the more distressing aspects of stock markets is their ability to lull investors into a false sense of security and then to punish them through a series of sharp movements in the opposite direction – the 'Pain Trade'!

The start of 2016 was one such example. Stock markets ended 2015 characterised by dull performance overall led by muted returns from many of the developed markets. Within this though were some persistent trends: emerging market weakness, US dollar strength, Japanese strength, and commodities collapsing as the super cycle of the past decade came to an end.

The first quarter of 2016 saw a sharp uptick in volatility, and began with a painful collapse in risk assets as World equities fell by 9.7% to February 11th. Within this US equities fell by 9.0%, European equities by 11.4%, Japan by 10.6% and emerging markets by 8.4%. Bonds, in contrast, demonstrated their defensive characteristics as they returned 8.1% during this period, while commodities declined by 4.0%.

Any investors who sought shelter by reducing their equity exposure at this stage were caught out, as stock markets whipsawed up again such that for the quarter as a whole, World equities, US equities and European equities returned 2.6%, 3.7% and -0.2% respectively. Aside from the sheer ferocity of the turnaround, further pain was caused to investors by the fact that this rally was led by significant strength in those stocks and sectors that had previously been most under pressure. In particular, emerging markets bounced 18.2% from the trough in February, commodities 7.1% and oil 46.9%. The net effect of these moves has been some disappointing returns from those active managers who had previously been performing well.

CHART 1: Performance bar chart capturing the volatility in markets in Q1



Source: MSCI, Bloomberg

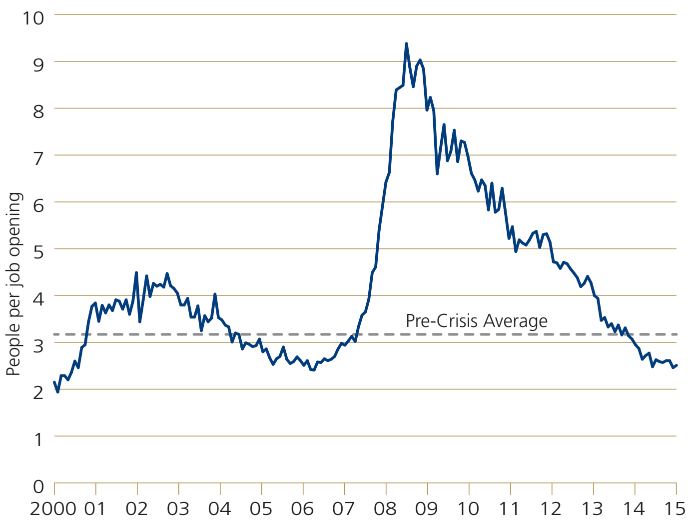
Behavioural investing versus fundamental investing

One of the primary drivers of the pain trade is that of crowded investments. As trends in stock markets become more protracted investors typically crowd to one side of the trade. Hence in a more mature cycle, as we are in now, many of the winning trades – such as being underweight emerging markets, shorting commodities, long-dollar and long-Japan – have become increasingly crowded and vulnerable to sell-offs. The vital question, however, is whether or not these behavioural drivers foretell a change in market fundamentals or if they simply represent the normal ups and downs that one experiences within a broader cycle (and which can be ignored)?

Key to this question is economic growth. The current recovery has been characterised by modest, positive growth interspersed with spells of weakness. The first quarter again saw a period of weaker data leading investors to question whether or not the recent increase in US interest rates heralded the beginning of the next recession. Whilst acknowledging that the rate cycle does often ultimately catalyse economic downturns we remain of the view that it is too early to call for this at this stage. Rates have only just started to rise in the US with the US central bank already back-peddling on the expected speed at which rates will rise. Furthermore, whilst the US rate cycle has turned, both the European and Japanese central banks remain firmly in expansionary territory. Continued strength in both the US labour and housing markets, combined with other economic indicators in the US, as well as in Europe and China, suggest to us that the recent weakness was a blip, and we are therefore inclined to believe that the economic environment remains one of muted but positive growth, especially within the developed markets.

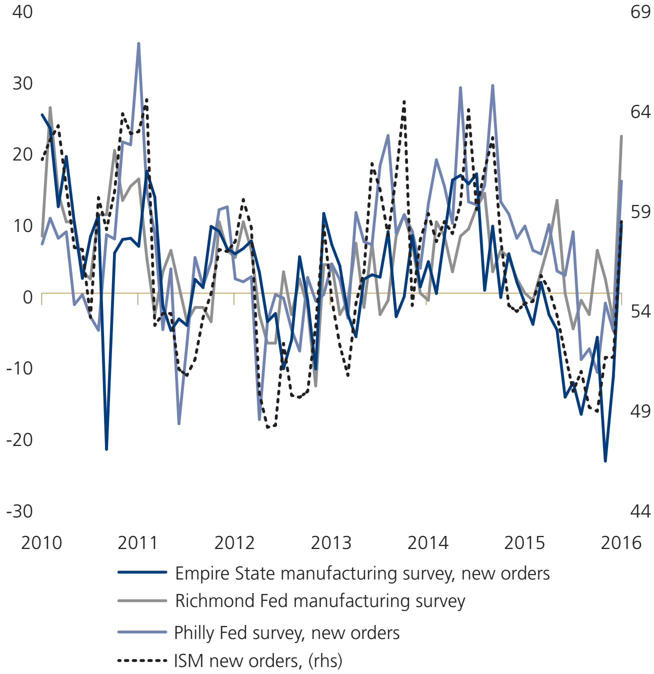
CHART 2: US labour market chart – Number of available people per job opening is now at 2006 – 7 levels

(People not in the labor force who want a job now + total number of unemployed) divided by (total number of job openings)



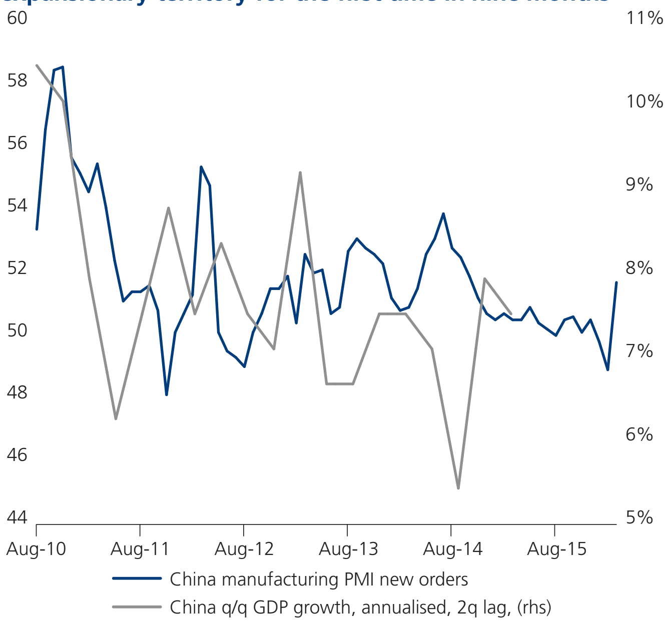
Source: Bloomberg, Federal Reserve Bank of St. Louis

CHART 3: US lead indicators improving



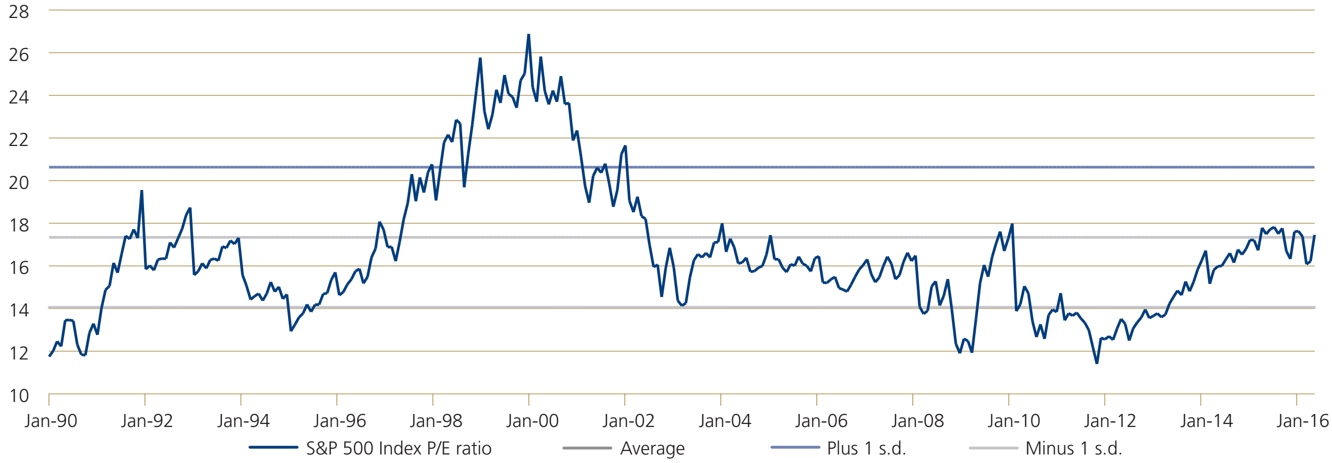
Source: Bloomberg

CHART 4: China's PMI lead indicator has moved into expansionary territory for the first time in nine months



Source: Bloomberg

CHART 5: US Equity Market Valuations



Source: Bloomberg

From a valuation perspective, the picture is nuanced. Unquestionably, valuations are no longer as cheap as they were at the beginning of the cycle, when price earnings multiples were in single digits. However, with US equities standing at 17.5x forward earnings, Europe on 15.4x and Japan on 14.2x it is fair to say that valuations are not at very expensive levels compared to past history. On a relative basis equities look much more attractively valued versus government bonds, albeit with markets in a zero interest rate backdrop (and negative interest rates in many cases) this metric is undoubtedly distorted and should be treated with some caution.

An added complexity when assessing market valuations is the outlook for company earnings. A feature of the current recovery has been the disconnect between economic growth and profitability. Whilst economic growth has been slowly improving, company profitability has been under growing downward pressure. A number of reasons lie behind this but most notably in the US is the difference between the constituents of the economy versus the stock market. The former is heavily biased towards consumers and the service sector, which remain robust and are beneficiaries of the fall in energy prices. In contrast, the US stock market is more biased towards the industrial and energy sectors, whose earnings have been under pressure as oil prices have come down. Hence with future stock market returns likely to be more dependent on earnings growth, rather than a further re-rating from the current full valuation levels, company profitability will be increasingly important for market returns.

Overall then we see the stock market cycle as a maturing one but still with upside. It is important to acknowledge that returns from here will likely be lower than those exhibited at the start of the cycle, as well as being more range bound, and increasingly vulnerable to market risks. On the latter point, as discussed in the next section, we note that these risks are both increasing in number and also in their potential severity.

Black Swans

'Black swans' in the context of investment is the metaphor used to describe major events that are hard to predict, rare, and typically without precedent in market history. Currently we see two potential black swans:

Firstly, the move of interest rates into negative territory in many markets, most notably Europe and Japan. The theory goes that this is an extension of previous, more conventional rate cuts with the aim that it encourages corporates and individuals to save less and spend more, and in the process kick-starts the broader economy. Increasingly though commentators are questioning whether or not such unprecedented moves may lead to perverse effects.

From a signalling perspective, consumers and corporates may actually read the moves as signs of panic, highlighting the growing ineffectiveness of central bank policy. Rather than encouraging greater spending, such a policy may have the polar opposite effect and lead individuals and corporates to save more in the anticipation of more difficult times to come, leading to deflation.

The other consequence of negative rates is its impact on bond yield curves, potentially flattening and even inverting them. With much of the banking and broader financial sector built on positive yield curves (i.e. the ability to borrow cheaply at the short end and lend out at higher rates at the long end), a paradigm shift to persistently inverted rates may structurally damage much of the financial sector.

Secondly, there is the risk of an implosion in China. China has been a remarkable success story, exhibiting huge economic growth, becoming the manufacturing centre for the global economy and being instrumental in bailing out world economies post the credit crunch. As is to be expected, however, this miracle must come to an end at some point, a fact which the Chinese authorities are well aware of as they try to shift the economy from being manufacturing led to a service economy. The risk is that such transitions rarely happen smoothly, and some worrying signs of excess are already being exhibited. Most notably, investment has exploded, leading to huge levels of debt as a percentage of GDP. There are mitigating factors but with transparency being poor, the dangers of an unhappy ending are very real.

Portfolio review

Your Company generated a negative return of 6.5% over the past 12 months versus +3.4% for the benchmark, which is absolute in nature. The MSCI AC World, FTSE All Share and Brazilian stock market returned -1.4%, -3.9% and -9.3%, respectively, over the same period. Contributing to this underperformance was the disappointing return from the investment in Ocean Wilsons Holdings. This fell by 8.5% over the year on a total return basis, detracting 25p from the asset value. For the Company as a whole, the asset value moved from 1,138.6p to 1,064.9p over the year, while a dividend of 16p was paid out.

Core/regional Funds
Amongst our regional funds I am pleased to say we had some real stars. Standout performers included the BlackRock European hedge fund managed by Alister Hibbert. Through a combination of good macro and stock calls, the fund returned just under 14% for the year, some 27% ahead of the (currency hedged) European equity index. Our other European fund, Adelphi, which is long-only, also significantly beat its underlying benchmark. Other names to note include the Odey Absolute Return fund, a global hedge fund, and Goodhart Hanjo fund. The latter returned 4.6% for the year beating its (currency hedged) index by over 15% and is a case in point as to how we believe one should approach the Japanese market. From a macro perspective Japan continues to struggle, dipping back into recession, facing significant demographic challenges with an aging population, and persistent deflationary forces. At the micro level, however, Japan is much more attractive. The growing focus on utilising excessive cash positions, simplifying complex cross-holding structures and improving returns on capital offer excellent upside from a bottom-up perspective. This is very much core to Hanjo's strategy.

On the more disappointing side, Pershing Square generated very poor returns for the year, falling by 41%. Driving this underperformance was its position in Valeant, a speciality pharmaceutical group. Historically Valeant has been an incredibly successful group, buying other pharmaceutical companies, achieving economies of scale and improving returns. In 2015, however, the company was both the subject of a short seller's report and at the centre of a political storm over the ramping up of drug prices. We recognise as investors that it is inevitable that mistakes are made from time to time but clearly the onus is on the Pershing team to prove that they can manage risk appropriately and that they can successfully implement their soft activist model.

Eclectic/diversifying funds
Notable performers within the Eclectic silo included good recent performance from Global Event Partners. The fund seeks to isolate events such as mergers and spin-offs while removing broader market risk. The manager views the current backdrop as one of the most attractive in his career. On the more negative side, JLP Credit Opportunity fund has been impacted by the recent turmoil in the stressed credit market, exacerbated by a lack of liquidity. Increasingly however, we see this as one of the few areas of the market offering real value with yields attractive on a historical basis with high spreads versus government bonds.

UK equities
The time-weighted performance of the UK Equity silo during the last twelve months was slightly negative, with a fall of 0.5%, but this was ahead of the broad UK equity market, as the FTSE All Share Index declined by 3.9%. Several of the biggest positions produced good performances, such as NCC Group (+30.3%), UBM (+18.1%) and Experian Group (+13.9%), while there were falls registered by companies including Hansteen Holdings (-7.2%), Great Portland Estates (-9.6%) and Goals Soccer Centres (-57.3%). The silo now comprises 24.3% of the portfolio.

Experian is the leading global information services company, providing data and analytical tools to its clients around the world, helping businesses to manage credit risk, prevent fraud, target marketing offers and automate decision making, as well as helping people to check their credit reports and protect against identity theft. Experian is delivering on its strategic priorities, having divested certain non-core activities and backing new organic investments in key growth areas, while maintaining margins and returning cash to shareholders by increasing equity dividends by 2% and extending a $600m share repurchase programme by an additional $200m.

Galliford Try, like other housebuilders, has changed its business model to operate with low levels of debt (supplemented by land creditors), build for margin not volume, and distribute excess cash. After many years of under-production the housing market has a structural supply deficit, and the larger companies like Galliford Try are able to buy land at attractive prices, while affordability levels for homebuyers are manageable, bolstered by the government's "Help To Buy" scheme. Galliford Try is well on course to more than double FY13's Profit before tax and earnings by 2018, with a greater increase in the dividend, and improving return on capital. Its Linden Homes brand is making strong progress on margins as well increased outlet numbers and unit sales per outlet.

We have had some value detractors too. Goals Soccer Centres is undergoing a change of management with a new Executive Chairman and new CEO to address the challenge of reviving the core UK business of 47 outdoor small-sided soccer centres which are under-invested and are now facing increased competition from new grant-aided full size 3G. No further UK sites are being opened in the foreseeable future while an in-depth review of all aspects of the business is progressing, which includes the best way forward to build upon the success of the single US centre in Los Angeles which is showing good growth. Goals is a fundamentally sound, profitable and cash generative business, and with the right investment and management focus the Board believes that the company can return to sustained UK sales growth.

Ocean Wilson Holdings
Wilson Sons released its fourth quarter results in March, which showed that the company remains resilient despite 2015 being an

extremely challenging year for the Brazilian economy. Among the headwinds faced by the firm during the year were the substantial decline in the oil price, which has impacted exploration activity worldwide, and the fall in the Brazilian Real, which lost a third of its value against the US Dollar. While revenues increased 11% in Brazilian Reals compared to the same period in 2014, the currency impact resulted in a decline of 25% in US Dollars. However, EBITDA fell by only 3%, as EBITDA margins expanded across almost all business units, especially Towage, with the business benefiting from having a greater proportion of revenues than costs being linked to US Dollars. Other positive factors, including good cost control, a diversified business and lower investment requirements following a strong capex cycle in the recent past, led to solid EBITDA growth for the year as a whole, at $208m up from $199m in the previous year.

The currency decline had a significant impact on revenues in Terminals, which fell by 22% in the fourth quarter. However, overall volumes were up, with increased exports at Tecon Rio Grande and Tecon Salvador more than compensating for reduced imports. Revenues declined within the Towage division but the EBITDA margin expanded strongly, largely as a result of growth in special operations (which have higher margins). The company exercised a preference right in March 2016 over six tugboats and other minor support assets, which had been operating within the fleet for a number of years under lease contracts. Offshore Vessels remains a challenging market and EBITDA came in at $9.6m, down 14% on the prior year, although with an increased margin of 57%. The company is expecting to receive a further international vessel, Pardela, which should be available in Brazil by June 2016.

The Ocean Wilsons Investment subsidiary was valued at $244.4m at the end of December 2015, which was down 2.9% from the 31 December 2014 value of $251.7m, although during this period $7.0m was withdrawn from the portfolio to contribute to the dividend paid by the parent company. The portfolio continues to be biased towards equities, both public and private, reflecting its long-term nature.

In the first quarter of the year, the share price of Ocean Wilsons Holdings fell by 2.0% in Pound Sterling, meaning that it is down 12.8% over the Company's financial year, or down 8.5% with dividends reinvested. The share price represents a discount to the look-through NAV of 36.8%, based on the market value of the Wilson Sons shares together with the latest valuation of the investment portfolio.

Summary

The past twelve months has been a difficult period to navigate for investors in equity markets, and the Hansa Trust portfolio has not been immune from market falls. Brazil has been a particularly difficult market, with political turmoil contributing to a dramatic fall in the currency, and the exposure to Wilson Sons has detracted from performance as a result. Nevertheless, Wilsons Sons is a robust company that has significantly outperformed the local market. Elsewhere in the portfolio, the UK Equity silo performed relatively well overall, and there were several pleasing outcomes for third party managers in both the Core and Eclectic silos. The recent volatility of markets was not unexpected, coming as it did late in the business cycle. We would not be surprised if the market were to experience further bouts of volatility, but feel that the portfolio is well positioned to cope with such challenges and, as genuine long-term investors, we are well positioned to capitalise on these opportunities.

Hansa Capital Partners, April 2016

TOP TEN HOLDINGS (%)

Ocean Wilsons Holdings Limited *	27.1
NCC Group PLC	5.3
Findlay Park American Fund	5.0
DV4 Ltd	4.7
UBM PLC	3.8
GAM Star Technology	3.6
Select Equity Offshore, Ltd	3.4
Global Event Partners Ltd	3.3
Adelphi European Select Equity Fund	3.3
Vulcan Value Equity Fund	3.2
Total	**62.6**
* comprising	
Wilson Sons	16.1
Ocean Wilsons (Investments)	11.0

SECTOR ANALYSIS (%)

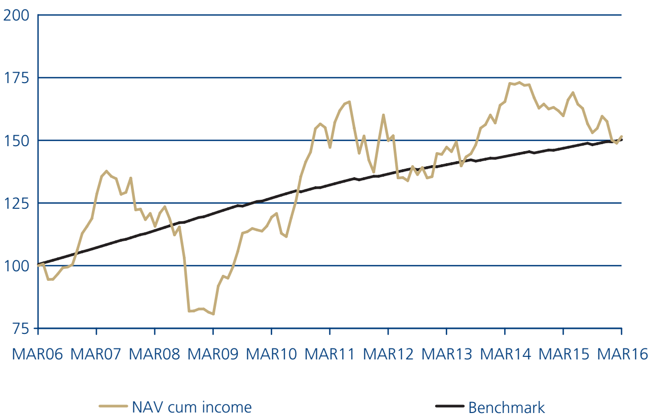
Strategic – Wilson Sons	16.1
UK Equity	24.3
Eclectic & Diversifying Assets	24.0
Core Regional Funds	33.7
Cash	1.9
No. of Holdings	43

ANALYSIS OF ASSETS (£M)

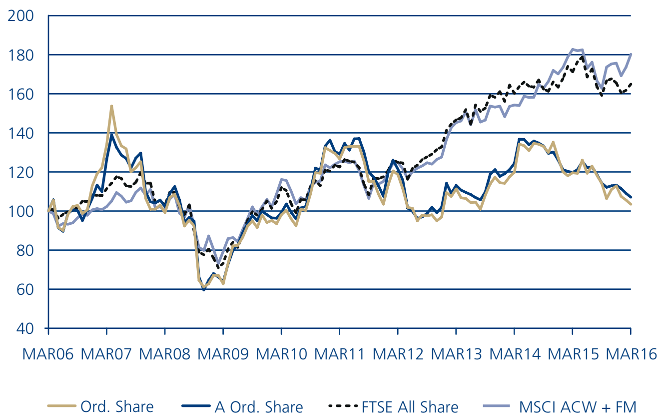
Total Investment	256.2
Net current assets/(liabs)	-1.8
Total assets	254.4
Short-term borrowing	0.0
YTD revenue	1.2
Net assets	**255.6**
Gearing	0%

*split is based on the market value of Ocean Wilsons Holdings' 58.25% holding in Wilson Sons and the last publicly available value of Ocean Wilsons (Investments) portfolio

10 YEAR NET ASSET VALUE TOTAL RETURN RECORD



SHARE PRICE TOTAL RETURN



Sources: Hansa Trust internal, unaudited, data; Morningstar; FTSE

FINANCIAL

PERFORMANCE STATISTICS (%)	Last Month	Financial YTD	1 Yr	3 Yrs	5 Yrs	10 Yrs
Net Asset Value (#)	1.8	-6.5	-6.5	-1.7	-3.3	30.1
Total Return on Net Asset Value(#)	1.8	-5.2	-5.2	2.9	3.0	51.5
Benchmark	0.3	3.4	3.4	9.9	18.1	49.7
Share Price – Ordinary	-2.0	-15.1	-15.1	-12.5	-24.8	-13.9
Total Return on Ordinary Shs (#)	-2.0	-13.5	-13.5	-7.1	-18.3	3.5
Share Price – 'A' Ordinary	-1.8	-12.3	-12.3	-11.0	-23.8	-11.3
Total Return on 'A' Ordinary Shs (#)	-1.8	-10.6	-10.6	-5.4	-17.1	7.1
FTSE All-Share Index	1.5	-7.3	-7.3	0.4	10.7	11.4
Total Return FTSE All-Share Index (#)	2.0	-3.7	-3.7	12.5	34.6	64.9
MSCI All Country World & Frontier Markets Index	3.8	-1.4	-1.4	24.1	43.9	80.2

Sources: Hansa Trust internal, unaudited, data; Morningstar; FTSE

FCA – STANDARDISED PERFORMANCE INFORMATION

12 months Period (Bid to Bid)	2011Q1 to 2012Q1	2012Q1 to 2013Q1	2013Q1 to 2014Q1	2014Q1 to 2015Q1	2015Q1 to 2016Q1
Total Return %age – Ord	-6.4	-6.7	4.8	-2.3	-14.7
Total Return %age – A Ord	-6.1	-7.2	7.4	-5.7	-12.8

Sources: Hansa Trust internal, unaudited, data; Morningstar; FTSE

LAUNCH DATE	1912 (name changed to Hansa Trust in October 2001)
INVESTOR SECTOR	Global
CAPITAL STRUCTURE	8,000,000 Ordinary shares of 5p and 16,000,000 'A' non voting Ordinary shares of 5p. The Ordinary shareholders are entitled to one vote per Ordinary share held. The 'A' non-voting Ordinary shares do not entitle the holders to vote or receive notice of meetings, but in all other respects they have the same rights as the Company's Ordinary shares.
YEAR END	31st March
DIVIDEND	**Interim(s)** – For the year ended 31 March 2016, First Interim: 8.0 pence per share paid 28 November 2015 and Second Interim: 8.0 pence per share payable 31 May 2016. **Final (if required) –** ex date June and payment date August.

DIRECTORS	R.A. Hammond-Chambers, Chairman. W.H. Salomon, J. Davie, Lord Oxford, Prof. G.E. Wood
OWNERSHIP	Board of Directors and Related Holdings parties own or are interested in 52.46% of the Ordinary shares and 0.87% of the 'A' non voting Ordinary Shares at 31 March 2016.
PORTFOLIO MANAGER	Alec Letchfield, Hansa Capital Partners LLP authorised and regulated by the Financial Conduct Authority (FCA)
ALTERNATIVE INVESTMENT FUND MANAGER	Maitland Institutional Services Limited authorised and regulated by the FCA
MANAGEMENT FEE	1% p.a. of NAV (excluding the holding in Ocean Wilsons) payable monthly
BENCHMARK	3 year rolling average composite of 5 year Govt.Bond Yield (with interest being re-invested semi-annually) + 2% from 1 April 2003
INVESTMENT GOALS & POLICY	The investment policy adopted by the Board, which constitutes the Company's business model, is to invest in a portfolio of quoted and unquoted special situations, which may not normally be available to the general public, with the objective of achieving growth of shareholder value. By the very nature of special situation investments, the opportunity to invest in them will arise at any time and often not for long periods. Sometimes a number of opportunities may arise at the same time. Any single investment may, on occasion, constitute a significant proportion of the portfolio and/or that of the company concerned.
FCA INVESTMENT RESTRICTION	It is the stated policy of the Board not to limit investments in Investment Companies to less than 15% of gross assets as detailed in the FCA Listing Rules Chapter 21.20 (i)
	Listed Investment Company holdings where the investee company has a policy that does not limit them to investing less than 15% of gross assets in other listed investment Companies (%) **NONE**
INVESTOR INFORMATION	The Company currently manages its affairs, so as to be a qualifying investment trust for NISA purposes for both the Ordinary and 'A' non voting Ordinary shares. It is the present intention that the Company will conduct its affairs so as to continue to qualify for NISA products. In addition, the Company currently conducts its affairs so that the shares issued by Hansa Trust PLC can be recommended by Independent Financial Advisers to ordinary retail investors, in accordance with the Financial Conduct Authority's (FCA's) rules in relation to non-mainstream investment products, and intends to continue to do so for the foreseeable future. The shares are excluded from the FCA's restrictions which apply to non-mainstream investment products, because they are shares in an investment trust. FATCA – Hansa Trust is registered as a Reporting Financial Institution with the US IRS for FATCA purposes.

CONTACT DETAILS

For further information from
Portfolio Manager & Corporate Secretary
Hansa Capital Partners LLP
50 Curzon Street
London W1J 7UW

Authorised and Regulated by the
Financial Conduct Authority
Phone: 020 7647 5750
Fax: 020 7647 5770
E-mail: hansatrustenquiry@hansacap.com
Website: www.hansagrp.com

INVESTMENT ROUTES	Hansa Trust PLC does not provide access for investment into the Company
AVAILABLE WITHIN WRAPPER PRODUCTS	NISA & Savings Schemes (through third party Plan Managers)
AVAILABLE OUTSIDE WRAPPER	Direct Dealing through investors own stockbroker/ bank facilities

Current and historic factsheets, current share prices and published reports are available on our website at **www.hansatrust.com**

FUND CODES

SEDOL:	O 0787972	AO 0787983
ISIN:	O GB0007879728	AO GB0007879835
RIC Code:	HAN.L (Ordinary)	HANA.L ('A' Ordinary)
Bloomberg Code:	HAN LN (Ordinary)	HANA LN ('A' Ordinary)

 # IMPORTANT INFORMATION With effect from 1 June 2008 Net Asset Values and returns have been restated on a cum income basis in accordance with the practice of the Association of Investment Companies of which Hansa Trust PLC is a member. Total Returns on Net Asset Value and Shares have been sourced from unaudited internal management information and from the Close WINS Investment Trusts database, and assumes all dividends are re-invested. Other than Standardised Performance Information prices quoted are mid price and performance returns are mid to mid.

Risk Warning: The information provided here has been issued by Hansa Capital Partners LLP, which is authorised and regulated by the Financial Conduct Authority. Share and performance information has been compiled by Hansa Capital partners LLP. Past performance is not necessarily a guide to future performance as market and exchange rate movements may cause the value of shares and income from them to fall as well as rise, and an investor may not get back the amount invested. Investment Trust share prices may not fully reflect underlying net asset values. The spread on Investment Trusts typically averages 1-2% each way on the mid-market price (the price half way between the bid and offer prices). However, investors wishing to invest in Hansa Trust 'A' shares should note that the market for these shares is at times quite illiquid which leads to a large spread between the buying and selling prices, the bid to offer spread. For example, for the 'A' shares, as at 31 March 2016 the bid to offer spread was 2.9%*.
*Source: Bloomberg