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**eastspring**  
**investments**

A member of Prudential plc (UK)



# EASTSPRING INVESTMENTS MY FOCUS FUND

## PRODUCT HIGHLIGHTS SHEET

### **RESPONSIBILITY STATEMENT**

This Product Highlights Sheet has been reviewed and approved by the authorised persons approved by the Board of Eastspring Investments Berhad and they have collectively and individually accept full responsibility for the accuracy of the information. Having made all reasonable inquiries, they confirm to the best of their knowledge and belief, that there are no false or misleading statements or omissions of other facts which would make any statement in the Product Highlights Sheet false or misleading.

### **STATEMENT OF DISCLAIMER**

The Securities Commission Malaysia has authorised the issuance of Eastspring Investments MY Focus Fund and a copy of this Product Highlights Sheet has been lodged with the Securities Commission Malaysia.

The authorisation of the Eastspring Investments MY Focus Fund and lodgement of this Product Highlights Sheet, should not be taken to indicate that the Securities Commission Malaysia recommends the Eastspring Investments MY Focus Fund or assumes responsibility for the correctness of any statement made or opinion or report expressed in this Product Highlights Sheet.

The Securities Commission Malaysia is not liable for any non-disclosure on the part of Eastspring Investments Berhad responsible for the Eastspring Investments MY Focus Fund and takes no responsibility for the contents of this Product Highlights Sheet. The Securities Commission Malaysia makes no representation on the accuracy or completeness of this Product Highlights Sheet, and expressly disclaims any liability whatsoever arising from, or in reliance upon, the whole or any part of its contents.



**This Product Highlights Sheet only highlights the key features and risks of the Fund. Investors are advised to request, read and understand the master prospectus and its supplementary master prospectus(es) (if any) (hereinafter collectively referred to as “Master Prospectus”) of the Fund before deciding to invest. If in doubt, please consult a professional adviser.**

## PRODUCT HIGHLIGHTS SHEET

### Eastspring Investments MY Focus Fund (“Fund”)

<b>Fund Category</b>	Equity	<b>Launch Date</b>	1 March 2011
<b>Fund Type</b>	Growth	<b>Manager</b>	Eastspring Investments Berhad
<b>Financial Year End</b>	31 December		

## PRODUCT SUITABILITY

### WHO IS THE PRODUCT SUITABLE FOR?

Refer to “Investor Profile” in the “Information In Relation to the Fund” section of the Fund’s Master Prospectus.

The Fund is suitable for investors who:

- › seek capital appreciation;
- › have high risk tolerance; and
- › adopt a medium to long-term investment horizon.

## KEY PRODUCT FEATURES

### WHAT ARE YOU INVESTING IN?

Refer to “Fund Objective” in the “Information In Relation to the Fund” section of the Fund’s Master Prospectus.

You are investing in an equity fund which seeks to provide investors with capital appreciation in the medium to long-term with an opportunity for income\*, if any.

**Note: The Fund’s focus is on growth.**

### Investment Strategy

Refer to “Investment Strategy” in the “Information In Relation to the Fund” section of the Fund’s Master Prospectus.

The Fund seeks to achieve its objective by employing a value-oriented investment style with bottom-up security selection. The investment approach is focused, by investing up to but not limited to 30 Malaysian stocks that are expected to provide medium to long-term capital appreciation and income\* potential. Further, the Fund may minimise potential equity downside risk by allocating up to 30% of the Fund’s NAV into Malaysian fixed income securities, money market instruments and deposits.

Pursuant to the Fund’s objective and strategy, the Manager is not constrained by market benchmarks i.e. the Manager is ‘benchmark-aware’ but is not compelled to invest in a stock that is a major constituent of a market barometer like the FTSE Bursa Malaysia KLCI Index, if the stock does not fulfil the Manager’s selection criteria. The Manager may also employ derivatives and derivative-related instruments and products (such as forward contracts and swaps) to hedge against stock price declines.

### Asset Allocation

Refer to “Asset Allocation” in the “Information In Relation to the Fund” section of the Fund’s Master Prospectus.

- › Minimum of 70% of the Fund’s NAV in equities and equity-related securities.
- › Maximum of 30% of the Fund’s NAV in fixed income securities, money market instruments and deposits.
- › Minimum of 1% of the Fund’s NAV in deposits or liquid assets.

\* Income distributed to a Unit Holder will be reinvested into additional Units unless Unit Holders opt for the distribution to be paid out.

## Income Distribution Policy

Refer to "Income Distribution Policy" in the "Transaction Information" section of the Fund's Master Prospectus.

Distribution of income, if any, after deduction of taxation and expenses, will be incidental.

## Parties Involved

Refer to "The Management and the Administration of the Fund" and "The Trustee" sections of the Fund's Master Prospectus.

## WHO ARE YOU INVESTING WITH?

- ▶ The Manager is Eastspring Investments Berhad (company no.: 531241-U) incorporated in November 2000 and is part of Prudential plc (United Kingdom) group.
- ▶ The Trustee of the Fund is Deutsche Trustees Malaysia Berhad (company no.: 763590-H).

## Possible Outcomes of Investing in the Fund

Refer to "Risk Factors" in the "Information In Relation to the Fund" section of the Fund's Master Prospectus.

Investment involves risk and different types of unit trust funds carry different levels of risk. The value of the Fund and its distributions (if any) may rise or fall. These risk factors, among others, may cause you to lose some or all of your investment.

## KEY RISKS

### WHAT ARE THE KEY RISKS ASSOCIATED WITH THE FUND?

Refer to "Risk Factors" in the "Information In Relation to the Fund" section of the Fund's Master Prospectus.

#### Security risk

Adverse price movements of a particular security invested by the Fund may adversely affect the Fund's NAV.

#### Concentration risk

The Fund will have a small selection of equity securities in its portfolio. Thus, a fall in price of a particular equity security will have a greater impact on the Fund and vice versa, consequently leading to a higher volatility of the Fund's NAV.

#### Credit or Default risk

This risk refers to the inability of the issuer of the fixed income securities held by the Fund to make the coupon or principal payments when due. In the event the issuer defaults in the coupon or principal payments, the value of the Fund will be adversely affected.

#### Interest rate risk

Generally, the value of fixed income securities will move inversely to interest rate movements. Therefore, the value of fixed income securities may fall when interest rates rise and vice versa. Fixed income securities of longer duration tend to be more sensitive to interest rate changes.

**Please be advised that if you invest in Units through an Institutional Unit Trust Adviser (IUTA) which adopts the nominee system of ownership, you would not be considered to be a Unit Holder under the Deed and you may, consequently, not have all the rights ordinarily exercisable by a Unit Holder (for example, the right to call for a Unit Holder's Meeting and to vote thereat and the right to have your particulars appearing in the register of Unit Holders of the Fund).**

## FEES AND CHARGES

### WHAT ARE THE FEES AND CHARGES OF THE FUND?

Refer to "Fees, Charges and Expenses" section of the Fund's Master Prospectus.

All fees, charges and expenses payable by the Unit Holder and/or the Fund, as the case may be, are subject to the Goods and Services Tax ("GST") at a rate of 6% or such other prescribed rate as may be imposed from time to time, and incurred by the Unit Holder directly when purchasing or redeeming Units of the Fund and indirectly when investing in the Fund. The fees, charges and expenses disclosed are exclusive of GST or any other taxes or duties that may be imposed by the government or other authorities from time to time.

#### Payable directly by you

**Sales charge** Up to 5.00% of the NAV per Unit of the Fund. Sales charge is negotiable due to the different levels of services provided by each authorised distributor and/or the size of the investment undertaken.  
  
(the sales charge is payable for every new subscription)

**Repurchase charge** Nil

**Switching fee** There is no switching fee imposed on switching of Units but Unit Holders have to pay the difference between sales charge if Unit Holders wish to switch into another fund with a higher sales charge. However, no sales charge will be imposed if the fund to be switched into has lower sales charge than the Fund.

#### Payable indirectly by you

**Annual management fee** Up to 1.50% of the NAV of the Fund per annum

**Annual trustee fee** Up to 0.08% per annum of the NAV of the Fund, subject to a minimum of RM18,000 per annum

You can buy unit trusts either through a Unit Trust Consultant (UTC), Institutional Unit Trust Advisers (IUTA), Corporate Unit Trust Advisers (CUTA) or directly from the Manager or online, but each has different sales charge and level of service.

If you redeem your units in a unit trust fund and purchase units in another unit trust fund, you will probably have to pay a sales charge. However, if you perform switching, you may pay lower sales charge. Please refer to switching fee for more details.

## VALUATION AND EXITING FROM THE FUND

### HOW OFTEN ARE VALUATIONS AVAILABLE FOR THE FUND?

Refer to "Valuation Of The Fund" in the "Information In Relation to the Fund" section of the Fund's Master Prospectus.

The Fund will be valued at least once every Business Day. The latest Unit prices are published every Business Day on the Manager's website, [www.eastspringinvestments.com.my](http://www.eastspringinvestments.com.my) or you may contact the Manager directly at (603) 2332 1000.

### HOW CAN YOU EXIT FROM THE FUND AND WHAT ARE THE RISKS AND COSTS INVOLVED?

Refer to "Transaction Information" section of the Fund's Master Prospectus.

- ▶ You may redeem all or some of the Units held on any Business Day by completing a transaction form. Redemption application should be made before the cut-off time of 4.00 p.m. on any Business Day.

The Units will be redeemed at the NAV per Unit calculated at the next valuation point (i.e. forward pricing) after the redemption application is received by the Manager.

- ▶ When the redemption application is received after the cut-off time as stated above, the redemption application will be deemed to have been received on the next Business Day.
- ▶ The Manager shall despatch the redemption proceeds to you within ten (10) calendar days from the date the Manager receives the duly completed transaction form. Payment will be made via E-payment according to your bank account details as stated in the duly completed transaction form.

### COOLING-OFF POLICY

Refer to "Cooling-off Period & Cooling-off Right" in the "Transaction Information" section of the Fund's Master Prospectus.

- ▶ A cooling-off right is only given to an individual investor who is investing in any of the unit trust funds managed by the Manager for the first time but shall not include the Manager's staff and a person registered with a body approved by the Securities Commission Malaysia ("SC") to deal in unit trusts.
- ▶ The cooling-off right allows Unit Holder the opportunity to reverse an investment decision which could have been unduly influenced by certain external elements or factors.
- ▶ The cooling-off period shall be within six (6) Business Days which shall be effective from the date the Manager receives the duly completed transaction form.

### YOU SHOULD NOT MAKE PAYMENT IN CASH TO A UNIT TRUST CONSULTANT OR ISSUE A CHEQUE IN THE NAME OF A UNIT TRUST CONSULTANT.

## PERFORMANCE OF THE FUND

(Source: Annual Report for Eastspring Investments MY Focus Fund for the Financial Year Ended 31 December 2017)

### AVERAGE TOTAL RETURN OF THE FUND

Period	1-Year	3-Year	5-Year	Since Inception
<b>As at 31 December 2017 (%)</b>				
Fund	21.40	9.92	16.86	13.14

(Source: The above total return of the Fund was sourced from Lipper for Investment Management)

### ANNUAL TOTAL RETURN OF THE FUND FOR THE LAST 10 YEARS

<b>As at 31 December (%)</b>										
Year	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Fund	-	-	-	(7.76)*	14.65	45.36	12.89	11.50	(1.86)	21.40
Benchmark	-	-	-	1.90*	10.34	10.54	(5.66)	(3.90)	(3.00)	9.45

During the period under review (i.e. 1 January 2017 to 31 December 2017), the Fund registered a return of 21.40%, outperforming the benchmark return of 9.45% by 11.95%. The outperformance was mainly due to stock selection.

\* Since Fund's inception until financial year end.

## BASIS OF CALCULATION AND ASSUMPTIONS MADE IN CALCULATING RETURNS

$$\text{Percentage growth} = \frac{\text{NAV}_t}{\text{NAV}_0} - 1$$

$\text{NAV}_t$  = NAV at the end of the period

$\text{NAV}_0$  = NAV at the beginning of the period

Performance annualised =  $(1 + \text{Percentage Growth})^{1/n} - 1$   
Adjusted for unit split and distribution paid out for the period

n = number of years

## PORTFOLIO TURNOVER RATIO ("PTR") FOR THREE MOST RECENT FINANCIAL YEARS

### As at 31 December (times)

Year	2017 (times)	2016 (times)	2015 (times)
Fund	0.97	0.88	0.86

There were no significant changes to the PTR during the period under review.

## INCOME DISTRIBUTION FOR THREE MOST RECENT FINANCIAL YEARS

### As at 31 December

There were no income distribution for the year 2015, 2016 and 2017.

## PAST PERFORMANCE OF THE FUND IS NOT AN INDICATION OF ITS FUTURE PERFORMANCE.

### Other Information

- ▶ Only registered unit trust consultants are allowed to sell unit trust funds. Your unit trust consultants should show you a valid authorisation card confirming that he or she is registered with the Federation of Investment Managers Malaysia ("FIMM").
- ▶ A unit trust fund may only be offered to the public if it is approved by the SC. Go to [www.sc.com.my](http://www.sc.com.my) for a list of unit trust funds currently available in the market or call 603-6204 8777 for assistance.
- ▶ When you buy into a unit trust fund, you should be given the latest copy of prospectus for free. Read the prospectus carefully; understand its contents before investing.

## CONTACT INFORMATION

1. To lodge a complaint or for an internal dispute resolution, you can contact our client services personnel:

(a) via phone to	(603) 2332 1000
(b) via fax to	(603) 2052 3366
(c) via email to	cs.my@eastspring.com
(d) via letter to	Eastspring Investments Berhad, Level 12, Menara Prudential No. 10, Jalan Sultan Ismail, 50250 Kuala Lumpur

2. Investor can contact FiMM Complaints Bureau:

(a) via phone to	(603) 2092 3800
(b) via fax to	(603) 2093 2700
(c) via email to	complaints@fimm.com.my
(d) via online complaint form	www.fimm.com.my
(e) via letter to	Legal, Secretarial & Regulatory Affairs Federation of Investment Managers Malaysia 19-06-1, 6 <sup>th</sup> Floor Wisma Tune, No. 19, Lorong Dungun Damansara Heights, 50490 Kuala Lumpur

3. Should an individual or a sole proprietor investor be dissatisfied with the outcome of the internal dispute resolution process, he may refer his dispute to the Securities Industry Dispute Resolution Center (SIDREC) via the following modes. The individual or a sole proprietor investor may do so within 180 days of receiving the final answer from the Manager or after 90 days from filing the complaint if there was no responses from the Manager.

(a) via phone to	(603) 2282 2280
(b) via fax to	(603) 2282 3855
(c) via email to	info@sidrec.com.my
(d) via letter to	Securities Industry Dispute Resolution Center (SIDREC) Unit A-9-1, Level 9, Tower A, Menara UOA Bangsar No. 5, Jalan Bangsar Utama 1, 59000 Kuala Lumpur

4. The investor can also direct his complaint to the SC even if he has initiated a dispute resolution process with SIDREC. To make a complaint, please contact the SC's Investor Affairs & Complaints Department:

(a) via phone to the Aduan Hotline at	(603) 6204 8999
(b) via fax to	(603) 6204 8991
(c) via email to	aduan@seccom.com.my
(d) via online complaint form available at	www.sc.com.my
(e) via letter to	Investor Affairs & Complaints Department Securities Commission Malaysia, No. 3 Persiaran Bukit Kiara Bukit Kiara, 50490 Kuala Lumpur

## APPENDIX: GLOSSARY OF TERMS

<b>Business Day</b>	<p>Means a day in which Bursa Malaysia is open for trading. The Manager may also declare certain Business Days as non-Business Days when:</p> <ul style="list-style-type: none"><li>▶ one or more of the foreign markets in which the Fund is invested therein is closed for trading; and/or</li><li>▶ one or more collective investment schemes in which the Fund is invested therein declared certain business days as non-business days.</li></ul>
<b>deposits</b>	<p>Means money placed with financial institutions in fixed deposit or current account.</p>
<b>liquid assets</b>	<p>Means any permitted investments capable of being converted into cash within seven (7) days.</p>
<b>Net Asset Value or (NAV)</b>	<p>Is determined by deducting the value of all the Fund's liabilities from the value of all the Fund's assets, at the valuation point.</p>
<b>NAV per Unit</b>	<p>Means the NAV of the Fund divided by the number of units in circulation, at the valuation point.</p>
<b>Unit(s)</b>	<p>Means an undivided share in the beneficial interest and/or right in the Fund and a measurement of the interest and/or right of a Unit Holder in the Fund and means a unit of the Fund.</p>
<b>Unit Holder(s) or you</b>	<p>Means the person for the time being who is registered pursuant to the deed of the Fund as a holder of Units of the Fund, including jointholder.</p>