

<p>What are Unit Trust?</p> <ul style="list-style-type: none"> A pool of money managed collective by a fund manager Usually medium to long term investment Investors receive "Units" in proportion to the amount invested <p>Benefits of Unit Trust</p> <ul style="list-style-type: none"> Professionally Management More Investment Opportunities Diversification 	<p>Client Considerations</p> <ul style="list-style-type: none"> Capital (Cash, SRS, CPF) Risk Profile Investment Objective Investment Strategy Time Horizon FX Risk <p>Drawbacks of Unit Trusts</p> <ul style="list-style-type: none"> Fees & Charges Does not remove risk entirely No control of individual investments purchased by the fund 	<p>Information to Disclose to Clients</p> <ul style="list-style-type: none"> Nature & aim of product Benefits & risk of product Details about fund manager Fees & charges Warnings, exclusions & disclaimers <p>Different Types of UT</p> <ul style="list-style-type: none"> Equity Funds > Region/Country/Sector Balanced Funds Bond Funds > Region/ IG/ High Yield Money Market Funds <p>Fund Strategies</p> <ul style="list-style-type: none"> Growth Funds Value Funds Blended Fund
<p>Asset Classes</p> <ul style="list-style-type: none"> Cash Commodities Fixed Income / Bonds Equities Property Hedge Funds / Alternatives Currencies Private Equity <p>Bonds Characteristics</p> <ul style="list-style-type: none"> A loan issued by a company or government, in return interest is paid (coupon) & repay capital at maturity Bonds below BBB- considered as High Yield/Junk Bonds. Bonds BBB- & above are Investment Grade Bond prices are inversely related to the interest rate environment 	<p>Type of Risks</p> <ul style="list-style-type: none"> Market Credit Inflation Business Currency Interest Rate Political Fraud <p>Risk & Returns are closely linked</p> <p>PIAS Risk Classification</p> <ul style="list-style-type: none"> ✓ Low (1) ✓ Moderately Low (2) ✓ Moderate (3) ✓ Moderately High (4) ✓ High (5) 	<p>Benefits of Diversification</p> <ul style="list-style-type: none"> Reduce overall risk of portfolio Different asset classes unlikely to all move in same direction at the same time Reduces both upside & downside potential <p>Fund Collaterals</p> <ul style="list-style-type: none"> Fund Factsheet Product Highlight Sheet ("PHS") Prospectus <p>Factsheet Key Information</p> <ul style="list-style-type: none"> Investment Objective Key Information Fund performance Allocation breakdown & Top 10 holdings Fund commentary Contact Information
<p>Approved Product List (APL)</p> <ul style="list-style-type: none"> Gone through professional & thorough in-house due diligence Over 300 retail funds & 600 + share classes Tool to assist advisers in portfolio construction & fund analysis <p>APL Features</p> <ul style="list-style-type: none"> Information Table Portfolio Construction Tool <ul style="list-style-type: none"> Geography/Sector allocation Fund information Fund performance Upside & Downside ratios List of Retail UTs 	<p>High Conviction List (HCL)</p> <ul style="list-style-type: none"> List of funds which demonstrated good qualitative & quantitative factors High convicted funds selected from APL Quarterly review by Investment Team <p>Qualitative Factors</p> <ul style="list-style-type: none"> Attractive Proposition Background of manager/team Alignment of Interest Leadership & Structure <p>Quantitative Factors</p> <ul style="list-style-type: none"> ✓ Performance (over 3 years) – 50% ✓ Sharpe ratio – 15% ✓ Volatility – 15% ✓ TER – 10% ✓ Max Drawdown – 10% 	<p>PIAS Model Portfolio</p> <ul style="list-style-type: none"> Funds selected from PIAS HCL Core & Satellite strategy Utilize funds with at least 3 years track record Quarterly review by Investment Team Mass rebalancing available Available on iFAST & Navigator platforms <p>Available Portfolios</p> <ul style="list-style-type: none"> ✓ Aggressive (Cash, SRS & CPF-OA) ✓ Growth (Cash, SRS & CPF-OA) ✓ Balanced (Cash, SRS & CPF-OA) ✓ Moderate (Cash & SRS) ✓ Conservative (Cash & SRS)

Useful Resources

- <https://www.bloomberg.com/asia>
- <https://www.cnbc.com/world/>
- <https://tradingeconomics.com/>
- <https://www.investopedia.com/>
- <https://money.cnn.com/data/fear-and-greed/>

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