

Journey of Generating Financial Proposal

HSBC PWS

Document Version History

Date	Prepared By	Reviewer & Date of Review	Approver & Date of Approval	Version	Change Details
20 Jan 2022	Siddharth Anand	Swati Raman 01 Feb 2022		1.0	Initial version

Distribution List

Name	Team

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1. Introduction

The Proposal document, generated by the User at the end of any Plan Journey undertaken by a customer, provides a comprehensive overview of the current goal status. It allows the customer to visualize how any plan/recommendation/transaction will look in the future, and what needs to be done in order to achieve the objectives being set.

Starting with the Executive Summary section, the Proposal gives a high level view of plan to the customer, before zooming into the details of how the plan objectives can be met.

Details on the Risk Profile, the subsequent Model Portfolio recommended depending on the Investment Profile selected for the Plan, and the actual Portfolio that has been selected by the Customer, all come together to give the customer a complete picture of the plan.

The Proposal document also outlines the assets that have been earmarked by the customer for the plan, and the indicative investments that they intend to make in the future to achieve their objectives.

This document thus provides the customer with a complete 360 degree view of the plan/recommendation/transaction. It also provides the customer with an end to end document that covers all aspects of their plan journeys. Additionally, the proposal document also serves as a future reference in case the customer or RM wishes to refer back

2. Prerequisites

S No	Process	Reference Document
1	Customer Onboarding	Journey of Lead to Prospect and Prospect to Customer
2	Prospect should be on boarded	Journey of Lead to Prospect and Prospect to Customer
3	Customer Risk Profiling	Journey of Planning for Financial Goals and Making Investments
4	Plan Journey	Journey of Planning for Financial Goals and Making Investments
5	Security Maintenance	Journey of Launching a New Product
6	User Maintenance	Journey of Defining Maintenance
7	Fund Performance file upload	Journey of Defining Maintenance

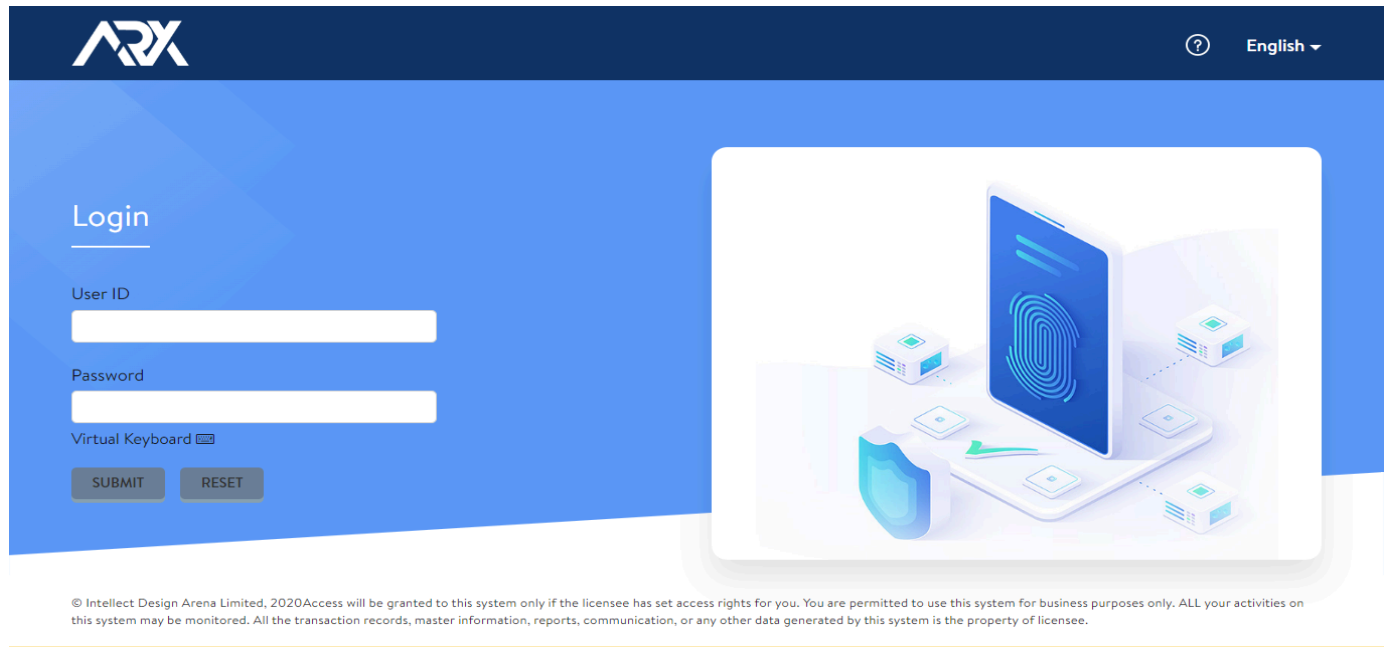
3. Flow Diagram

Not Applicable

4. Process Description

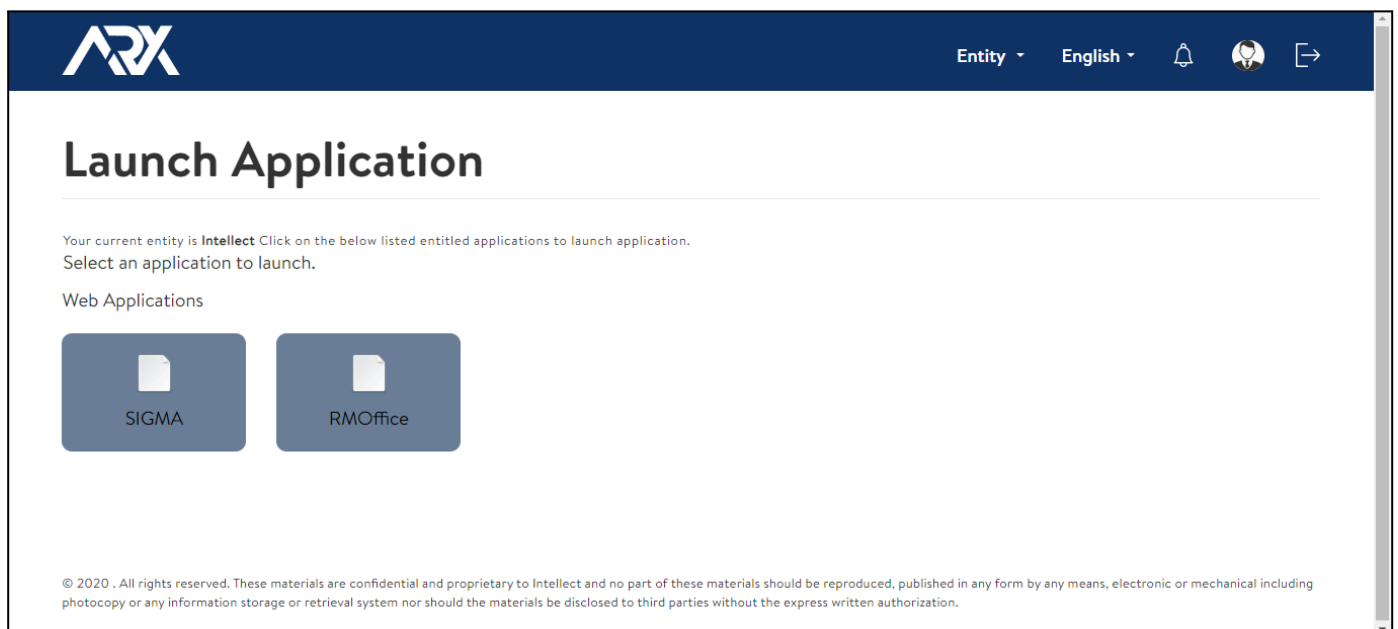
4.1 Login

- 1 The User enters their credentials and logs into the application



Screen: Launch the application

- 2 Once logged in, the User clicks on “RM Office” to launch the application



Screen: Select RM Office

Proposals are generated for each of the 3 types of journeys as discussed in the “**Journey of Planning for Financial Goals and Making Investments**” document. The 3 journeys are (refer to Journey of Planning for Financial Goals and Making Investments document for Proposal Generation Navigation):

- a. Set My Goals
- b. I Like the Recommendation
- c. Transact

4.2 Proposal for Set My Goals

A proposal for **Set My Goals** can be generated whenever the customer chooses the “Set My Goals” option in the Select Plan Journey Type screen and proceeds

There are 3 Plan Types that the User can select under the Set My Goals Plan Journey Type:

- 4.2.1 Wealth Planning
- 4.2.2 Education Planning
- 4.2.3 Retirement Planning

4.2.1 Wealth Planning Proposal

The Wealth Planning Proposal document consists of following sections:

- 4.2.1.1 Executive Summary
- 4.2.1.2 Goal Planning
- 4.2.1.3 Risk Profile
- 4.2.1.4 Model Portfolio for Investment Risk Profile
- 4.2.1.5 Your Selected Portfolio
- 4.2.1.6 Comparison with Model Portfolio for Investment Risk Profile
- 4.2.1.7 Asset Tagging Summary
- 4.2.1.8 Product Selection Summary
- 4.2.1.9 Goal Components
- 4.2.1.10 Glossary
- 4.2.1.11 Disclaimer

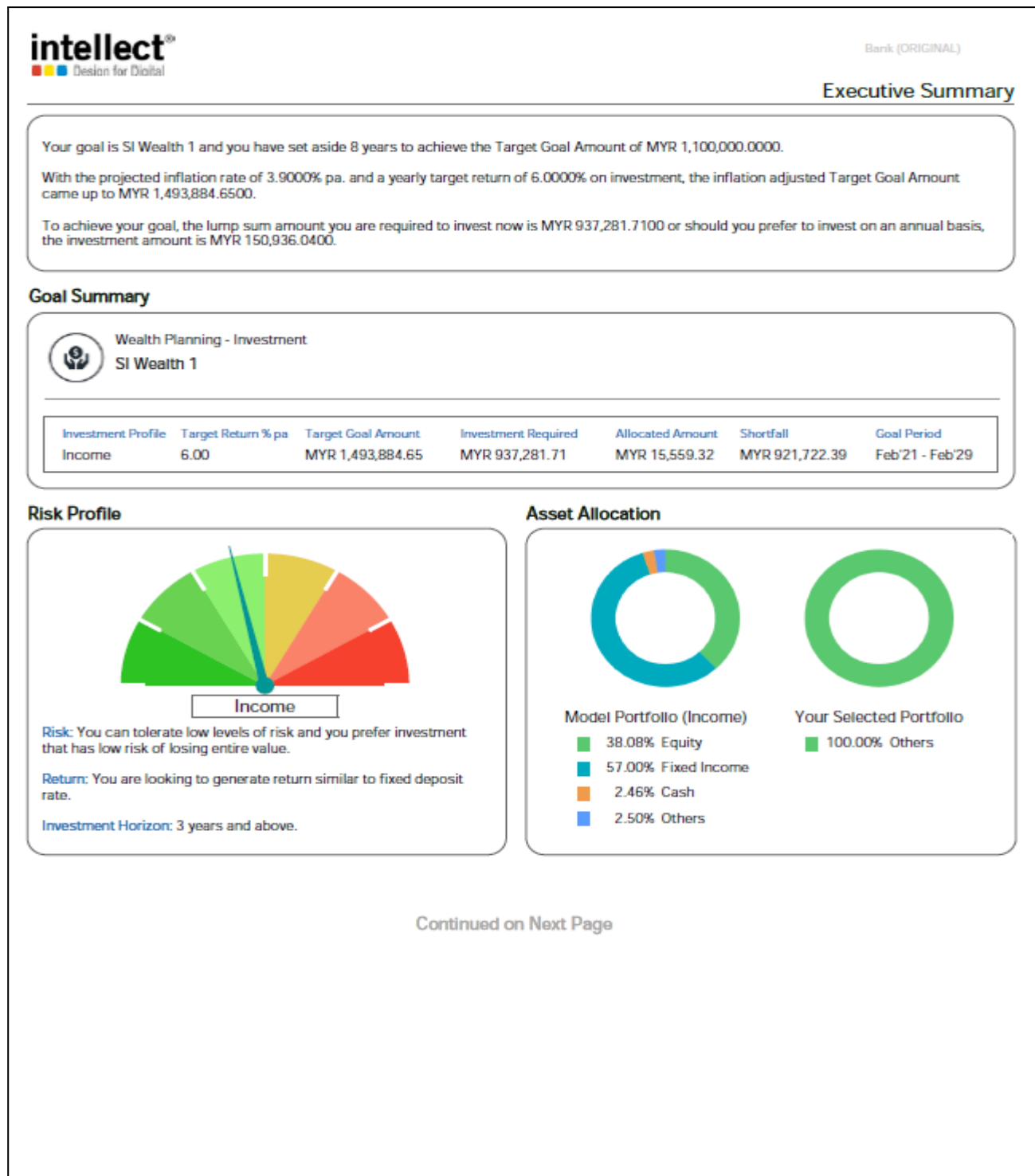
4.2.1.1 Executive Summary

This section provides an overview of the Goal to the User. It gives the customer an idea of the Investment Risk Profile, the asset allocation that is applicable for the goal, the current assets tagged to the goal, and the indicative assets that the Customer intends on purchasing for the goal

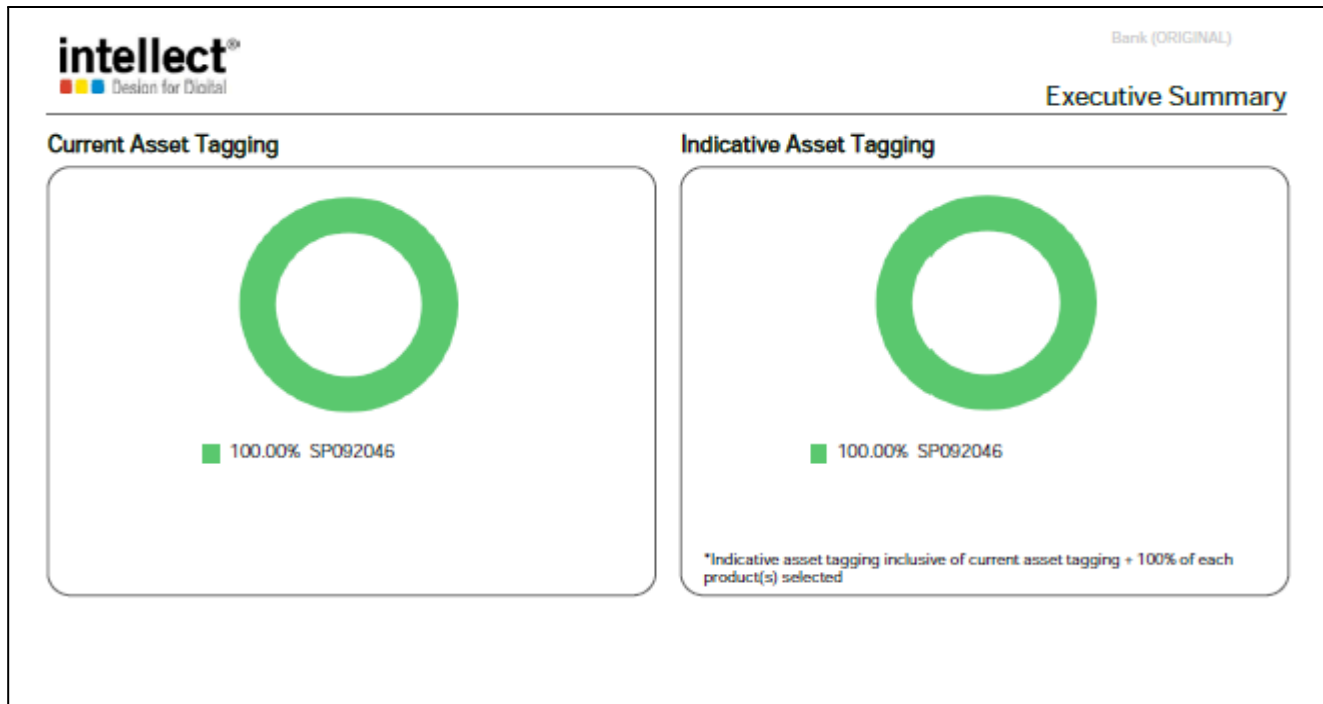
The Executive summary section displays the following details:

- A. Goal Summary
- B. Risk Profile
- C. Asset Allocation
- D. Current Asset Tagging

E. Indicative Asset Tagging



Screen: Executive Summary




Screen: Executive Summary

A. Goal Summary

This section displays a summary of the customer's goal. It provides them with a quick overview of the important details of the goal such as the Investment Profile, Target Goal Amount, and Investment Required etc.

Goal Summary

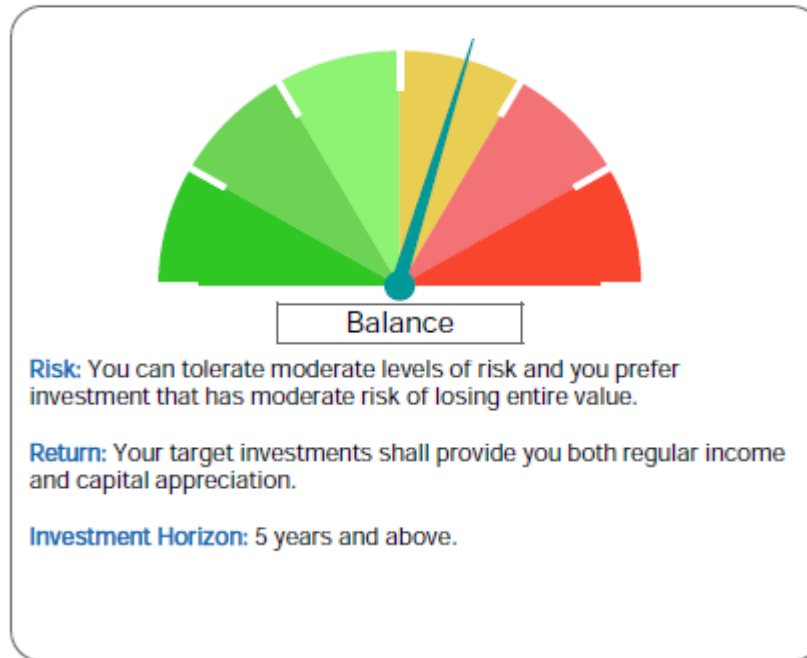
<div>  <div> Wealth Planning - Investment SI Wealth 1 </div> </div>						
Investment Profile	Target Return % pa	Target Goal Amount	Investment Required	Allocated Amount	Shortfall	Goal Period
Income	6.00	MYR 1,493,884.65	MYR 937,281.71	MYR 15,559.32	MYR 921,722.39	Feb'21 - Feb'29

Screen: Goal Summary

B. Investment Risk Profile

This section displays the investment risk profile selected, the level of return that can be expected by the customer if they take the aforementioned risk, and the associated time horizon

Risk Profile

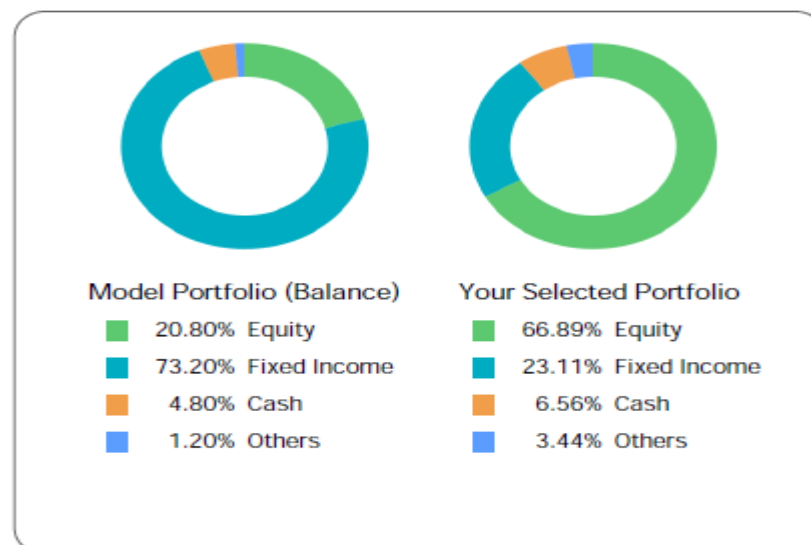


Screen: Risk Profile

C. Asset Allocation

This section displays the applicable model asset allocation based on the customer risk appetite. This is compared with the asset allocation of the selected portfolio by the customer for the goal

Asset Allocation

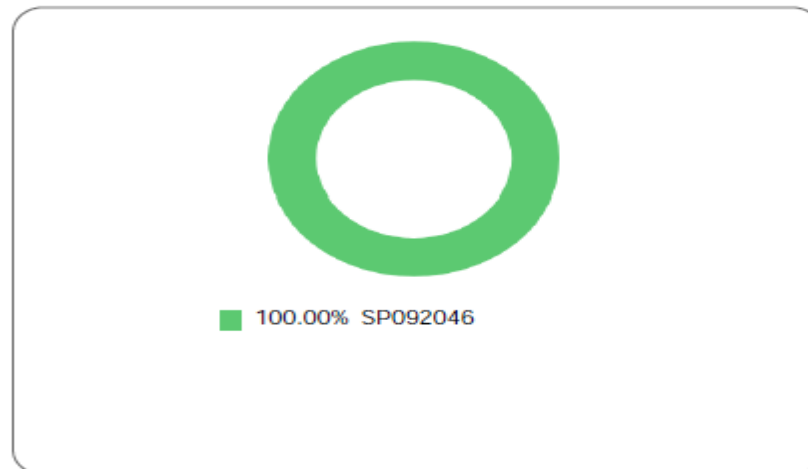


Screen: Asset Allocation

D. Current Asset Tagging

This section displays the assets owned by the customer that they have tagged to the goal

Current Asset Tagging

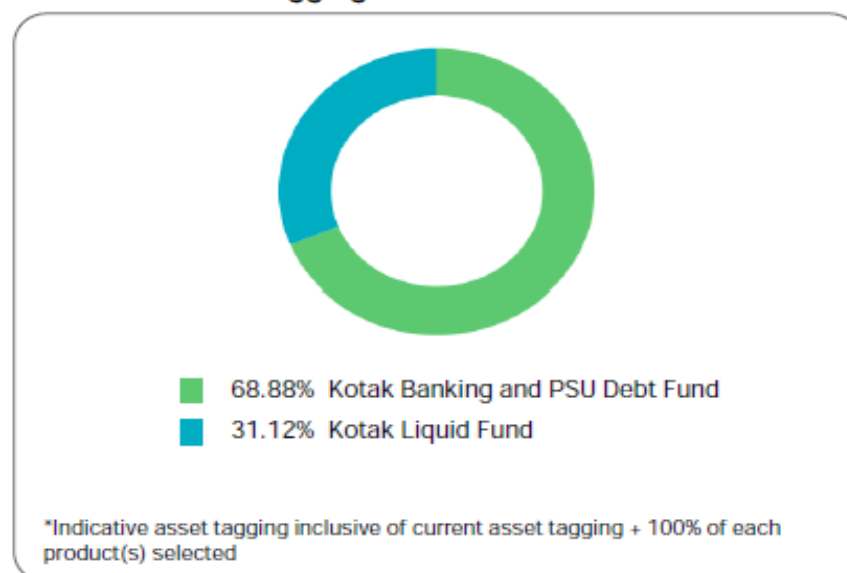


Screen: Current Asset Tagging

E. Indicative Asset Tagging

This section displays to the User the indicative investments that the customer will be making in the future (added in the Product Selection section) along with the assets tagged to the goal in the Assign Assets with the Bank part of the Budgeting section

Indicative Asset Tagging




Screen: Indicative Asset Tagging

4.2.1.2 Goal Planning

The Goal Planning section provides the User with details on the Goal that has been set by the customer. This section displays the following details:

- A. Investment Objective
- B. Goal Planning



Bank (ORIGINAL)

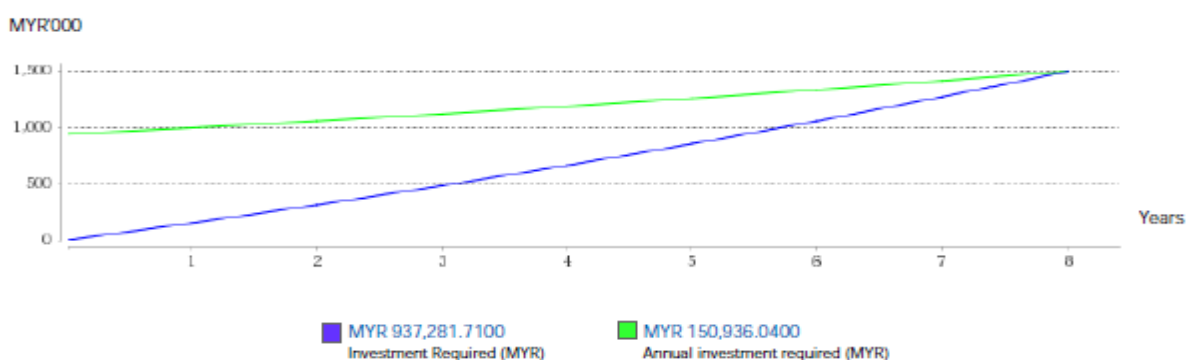
Goal Planning

Investment Objective

Plan Type	Wealth Planning	Plan Name	SI Wealth 1
Risk Profile	Income	Model Portfolio Selected	Income

Goal Planning

Investment Time Horizon (Years)	8
Amount Needed (PV) (MYR)	1,100,000.0000
Target Return(%) pa	6.0000
Inflation Rate (%) pa	3.9000
Target Goal Amount (MYR)	1,493,884.6500
Investment Amount Required (MYR)	937,281.7100
Annual investment required (MYR)	150,936.0400



■ MYR 937,281.7100
Investment Required (MYR)

■ MYR 150,936.0400
Annual investment required (MYR)

Note: The recommended value is rounded up to two decimal places.

Screen: Goal Planning

A. Investment Objective

This section displays the Plan Type selected by the customer, Plan Name, Risk Profile of the customer, and the Model Portfolio selected for the goal to the User

Investment Objective

Plan Type	Wealth Planning	Plan Name	SI Wealth 1
Risk Profile	Income	Model Portfolio Selected	Income

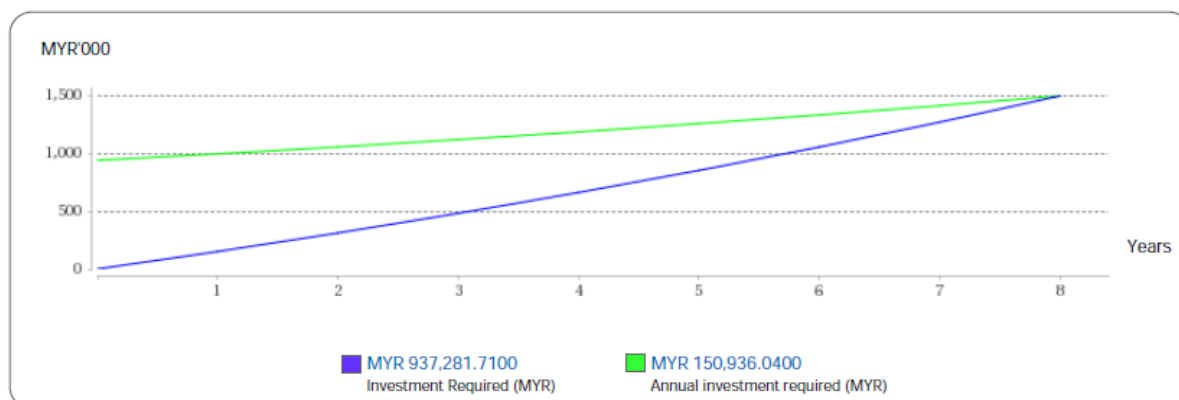
Screen: Investment Objective

B. Goal Planning

This section displays the financial and other details (time horizon, target return %, inflation %) of the goal as set by the customer and subsequently calculated by the system. It includes the one time and Annual Investments required to meet the goal amount as set by the customer

Goal Planning

Investment Time Horizon (Years)	8
Amount Needed (PV) (MYR)	1,100,000.0000
Target Return(%) pa	6.0000
Inflation Rate (%) pa	3.9000
Target Goal Amount (MYR)	1,493,884.6500
Investment Amount Required (MYR)	937,281.7100
Annual investment required (MYR)	150,936.0400



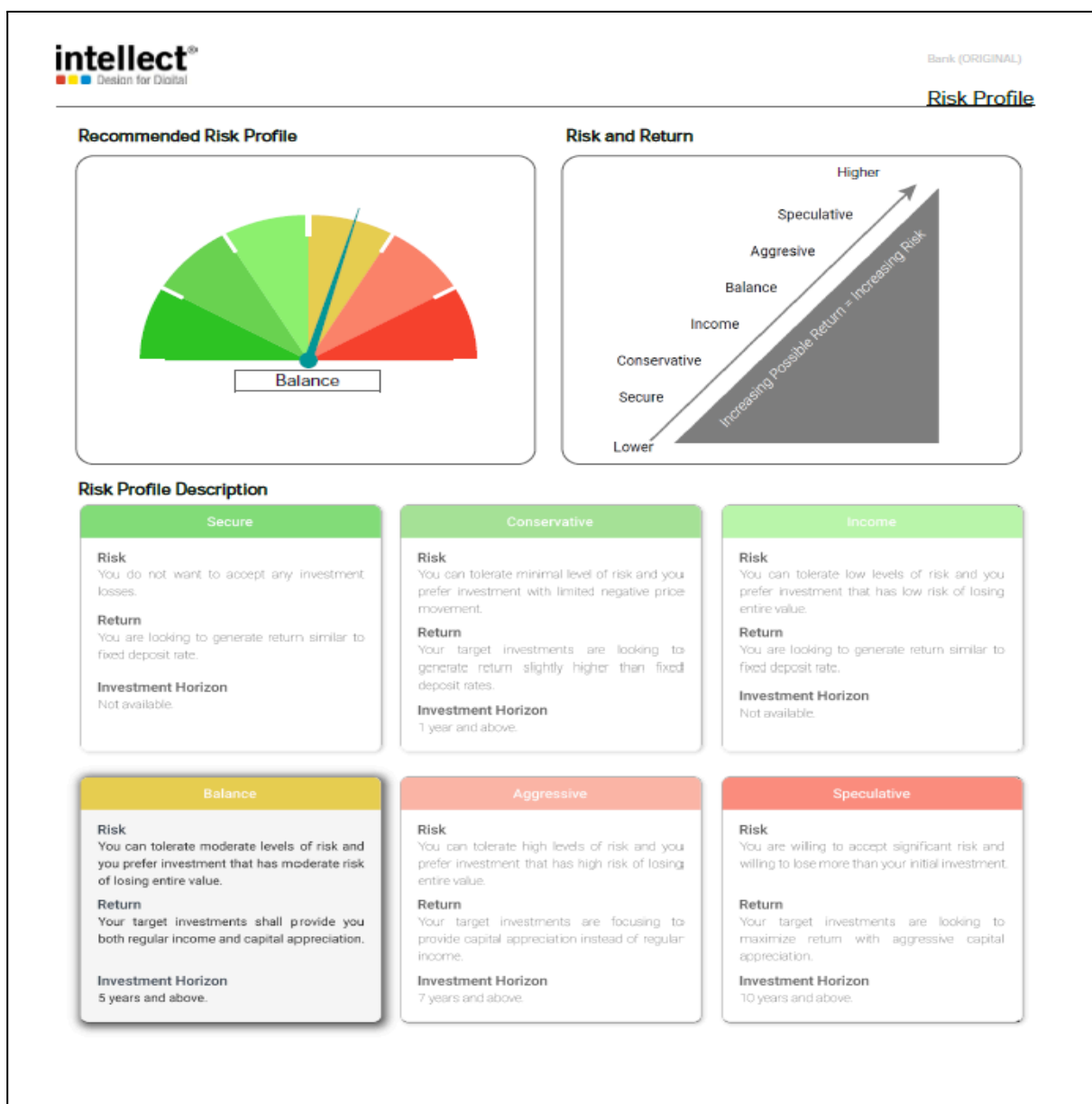
Note: The recommended value is rounded up to two decimal places.

Screen: Goal Planning

4.2.1.3 Risk Profile

The Risk Profile section gives an overview of the customer's risk appetite and the details for all the risk profiles existing in the system. It displays the following details:

- Recommended Risk Profile (Investment Risk Profile)
- Risk and Return
- Risk Profile Description

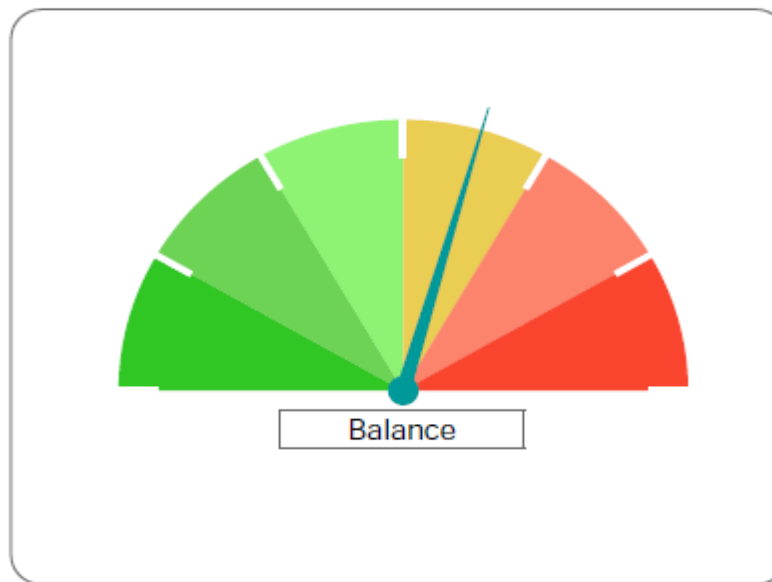


Screen: Risk Profile

A. Recommended Risk Profile

This section displays the risk profile that has been selected by the customer for the plan

Recommended Risk Profile

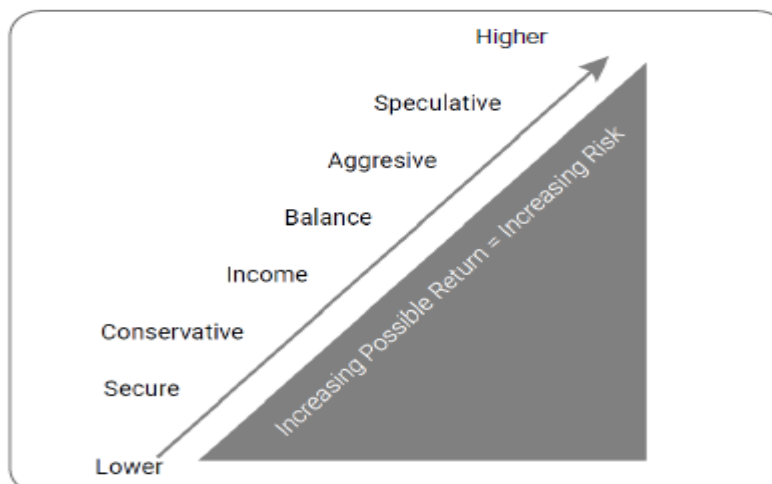


Screen: Recommended Risk Profile

B. Risk and Return

This section displays the Risk-Return graph to the User, indicating that a higher risk is generally associated with a higher return

Risk and Return



Screen: Risk and Return

C. Risk Profile Description

This section displays the details of all the Risk Profiles that exist in the system, including the risk and return levels associated with each Risk Profile, and their corresponding Investment time horizons. The selected Investment Risk profile by the customer is displayed by the highlighted block

Risk Profile Description

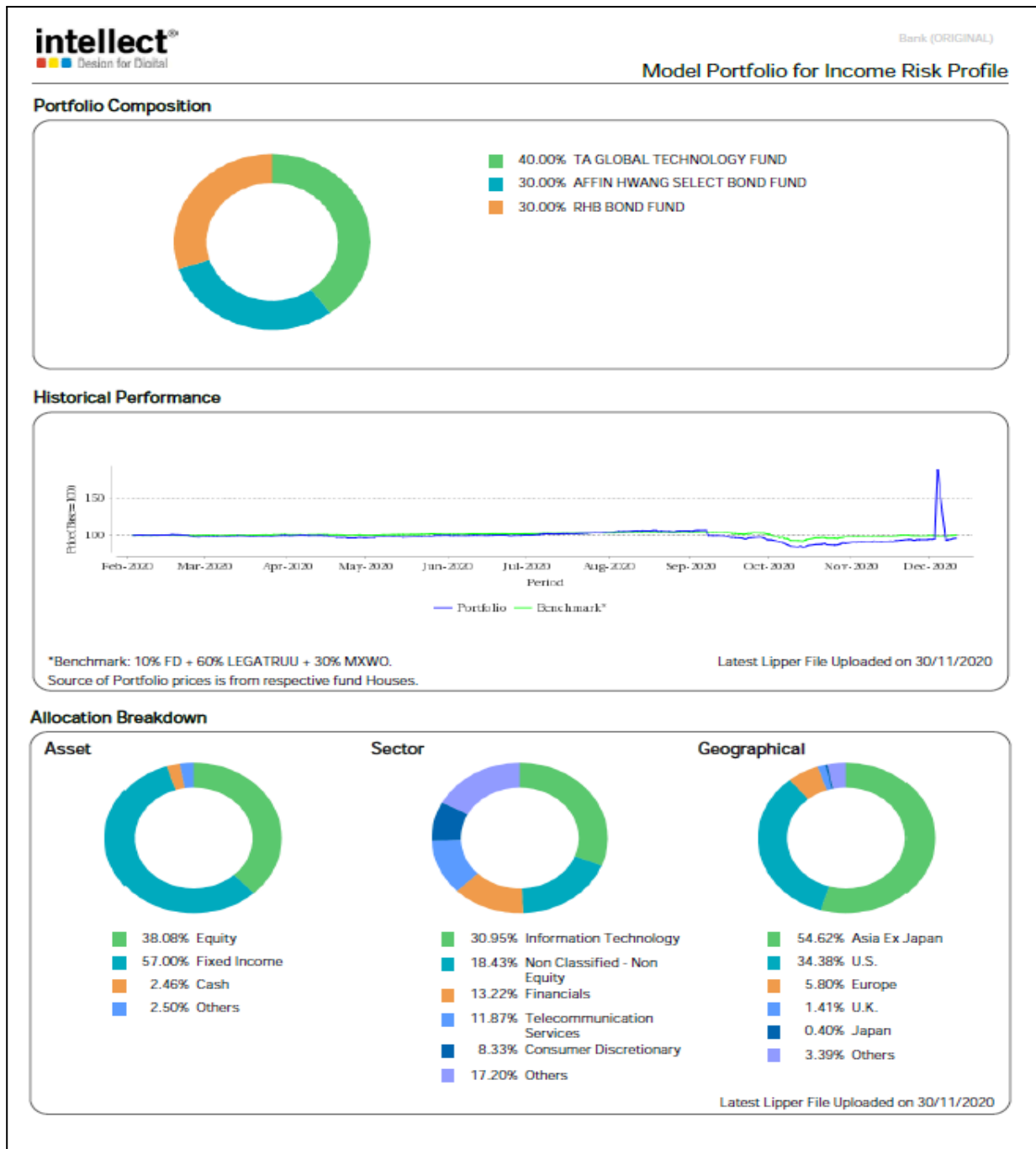
Secure <p>Risk You do not want to accept any investment losses.</p> <p>Return You are looking to generate return similar to fixed deposit rate.</p> <p>Investment Horizon Not available.</p>	Conservative <p>Risk You can tolerate minimal level of risk and you prefer investment with limited negative price movement.</p> <p>Return Your target investments are looking to generate return slightly higher than fixed deposit rates.</p> <p>Investment Horizon 1 year and above.</p>	Income <p>Risk You can tolerate low levels of risk and you prefer investment that has low risk of losing entire value.</p> <p>Return You are looking to generate return similar to fixed deposit rate.</p> <p>Investment Horizon Not available.</p>
Balance <p>Risk You can tolerate moderate levels of risk and you prefer investment that has moderate risk of losing entire value.</p> <p>Return Your target investments shall provide you both regular income and capital appreciation.</p> <p>Investment Horizon 5 years and above.</p>	Aggressive <p>Risk You can tolerate high levels of risk and you prefer investment that has high risk of losing entire value.</p> <p>Return Your target investments are focusing to provide capital appreciation instead of regular income.</p> <p>Investment Horizon 7 years and above.</p>	Speculative <p>Risk You are willing to accept significant risk and willing to lose more than your initial investment.</p> <p>Return Your target investments are looking to maximize return with aggressive capital appreciation.</p> <p>Investment Horizon 10 years and above.</p>

Screen: Risk Profile Description

4.2.1.4 Model Portfolio for Investment Risk Profile

The Investment Profile section refers to the Risk Profile selected for the plan (It can be the same or different from Customer Risk Appetite). It displays the following details:

- Portfolio Composition
- Historical Performance
- Allocation Breakdown

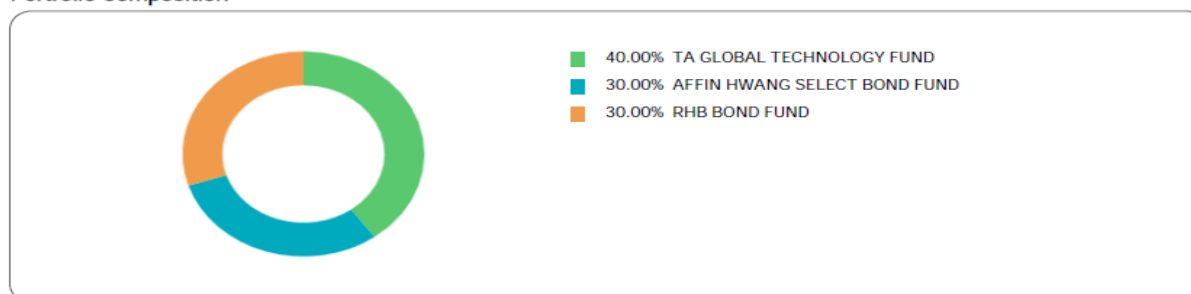


Screen: Model Risk Portfolio for Investment Risk Profile

A. Portfolio Composition

This section displays the securities and their respective % allocations of the Investment Profile's Model Portfolio

Portfolio Composition

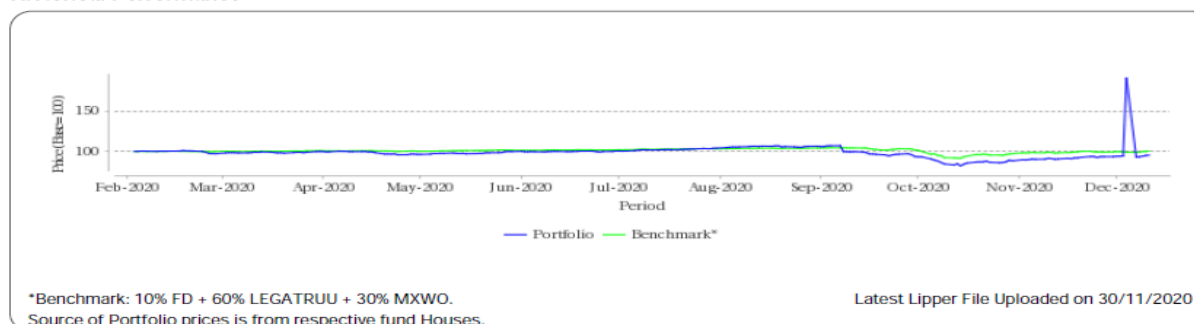


Screen: Portfolio Composition

B. Historical Performance

This section displays the Historical Performance of the Investment Profile's Model Portfolio vs. its Benchmark

Historical Performance

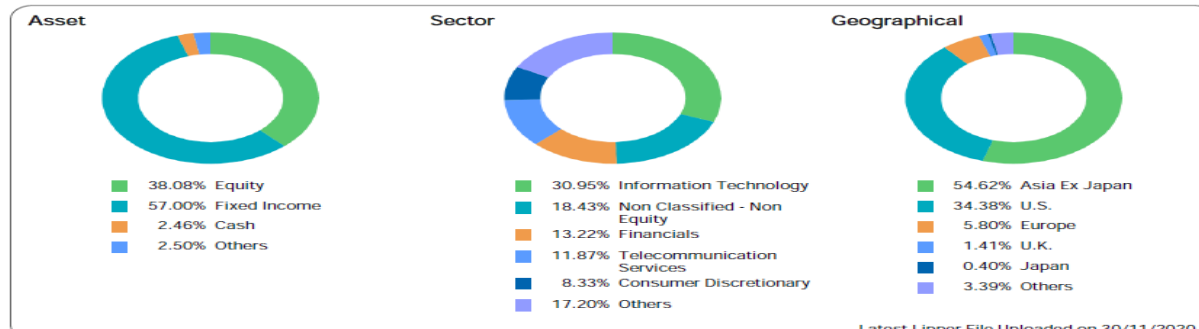


Screen: Historical Performance

C. Allocation Breakdown

This section displays the Asset wise, Sector wise and Geographical exposure wise break-up of the Investment Profile's Model Portfolio

Allocation Breakdown



Screen: Allocation Breakdown

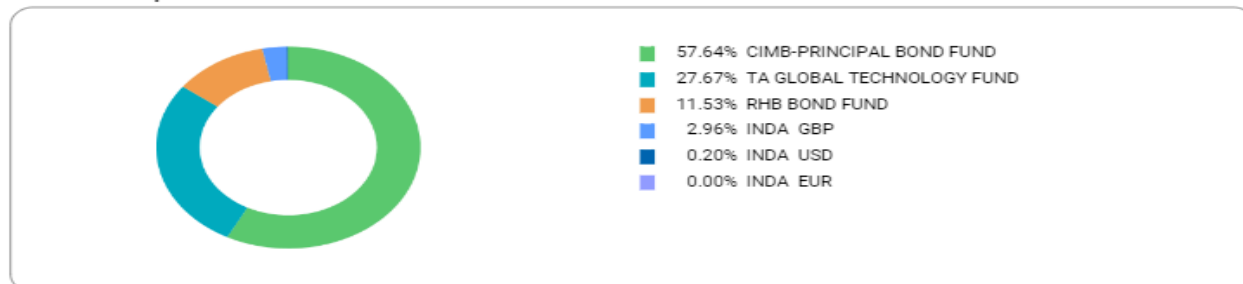
4.2.1.5 Your Selected Portfolio

“Your Selected Portfolio” section provides details of the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen along with assets with the Bank that have been assigned to the goal in the budgeting section. It displays the following:

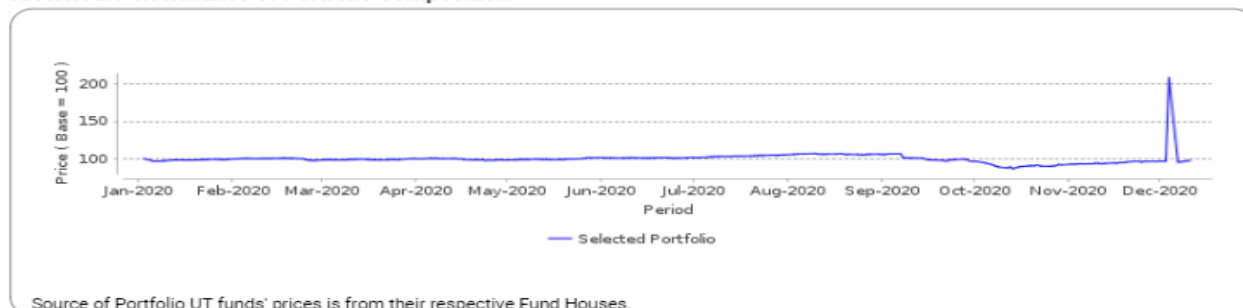
- A. Portfolio Composition
- B. Historical Performance of Portfolio Composition
- C. Allocation Breakdown

Your Selected Portfolio

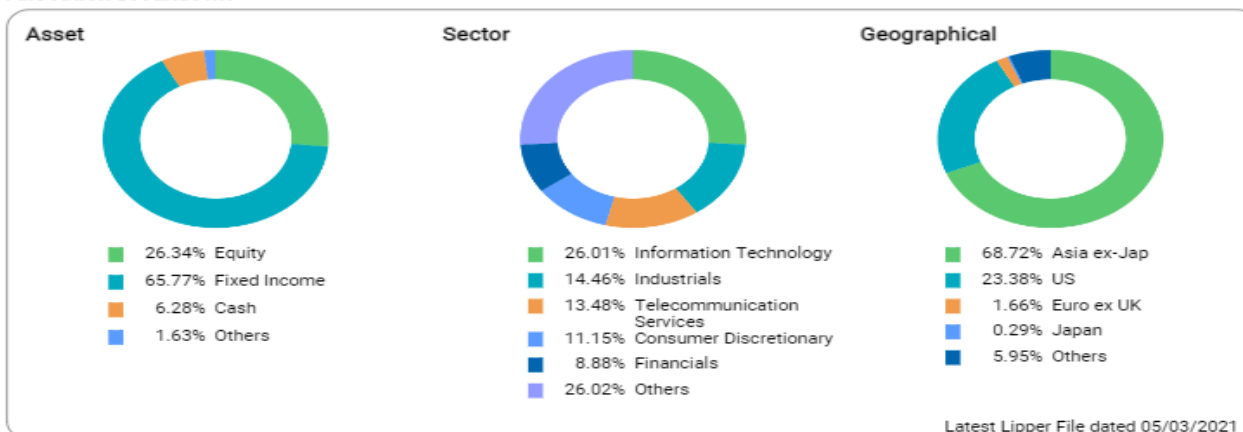
Portfolio Composition



Historical Performance of Portfolio Composition



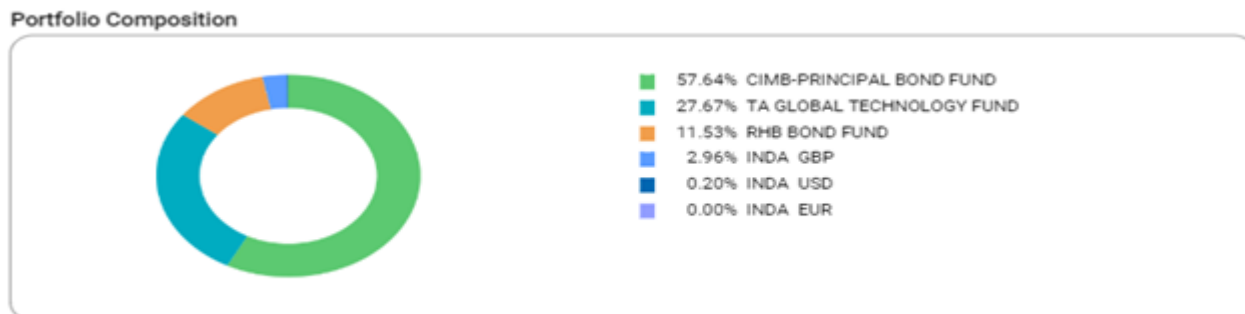
Allocation Breakdown



Screen: Your Selected Portfolio

A. Portfolio Composition

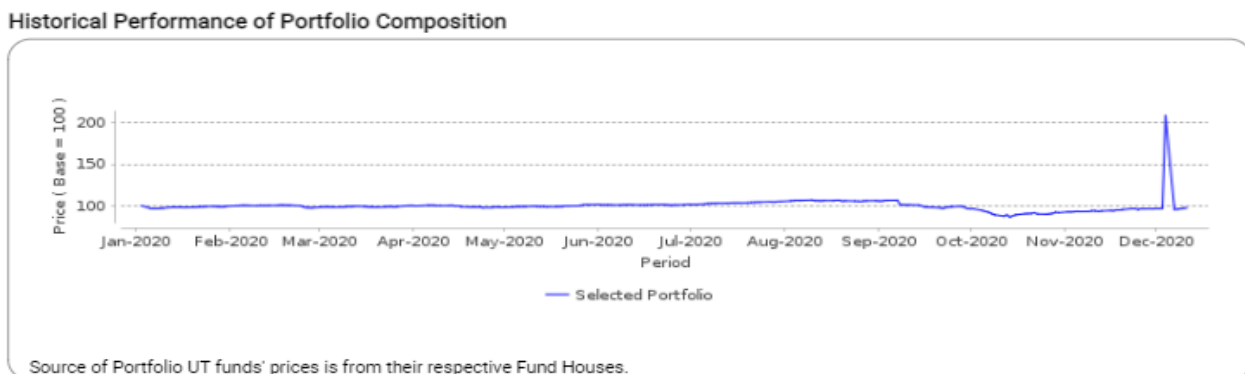
This section displays the securities and their respective % allocations Portfolio that has been selected by the customer for the particular goal in the Product Selection screen along with assets with the Bank that have been assigned to the goal in the budgeting section



Screen: Portfolio Composition

B. Historical Performance of Portfolio Composition

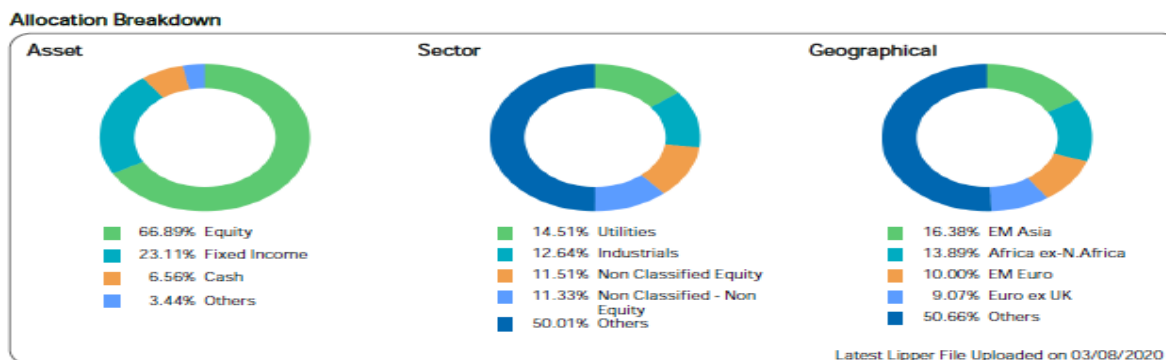
This section displays the Historical Performance of the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen along with assets with the Bank that have been assigned to the goal in the budgeting section



Screen: Historical Performance of Portfolio Composition

C. Allocation Breakdown

This section displays the Asset wise, Sector wise and Geographical exposure wise break-up of the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen along with assets with the Bank that have been assigned to the goal in the budgeting section



Screen: Allocation Breakdown

4.2.1.6 Comparison with Model Portfolio for Investment Risk Profile

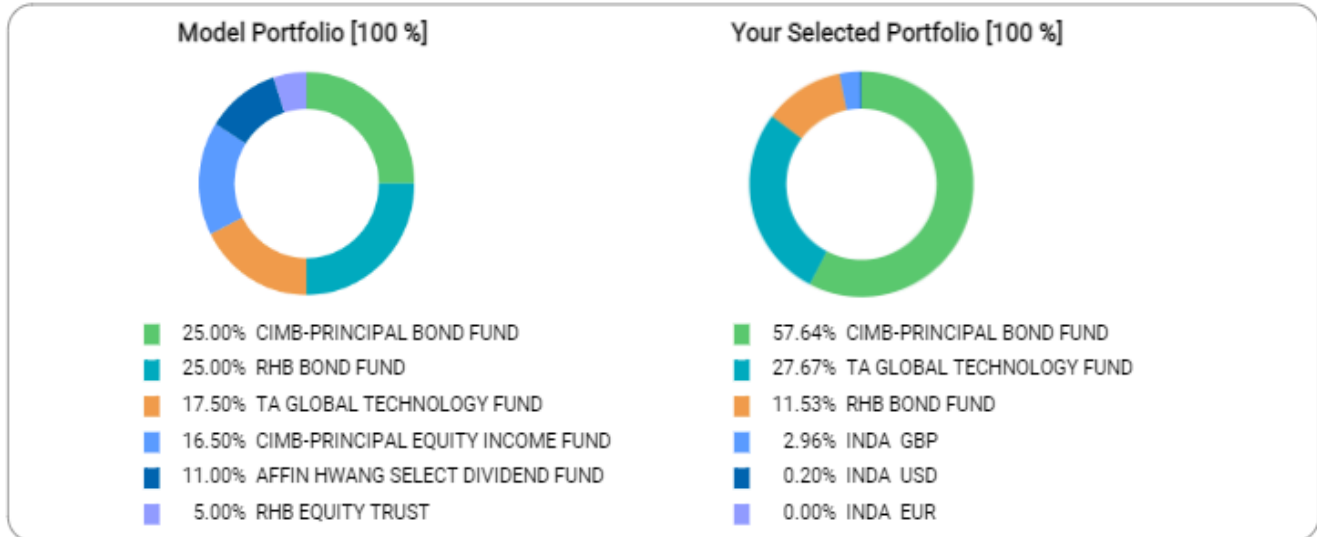
This section provides a detailed comparison of the Investment Profile's Model Portfolio vs. the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen along with assets with the Bank that have been assigned to the goal in the budgeting section

The comparison has the following components:

- Portfolio Composition
- Asset Allocation (Model Portfolio vs. Selected Portfolio)
- Sector Allocation (Model Portfolio vs. Selected Portfolio)
- Geographical Allocation Model (Model Portfolio vs. Selected Portfolio)
- Backtesting
- Max Drawdown
- Performance Projection

Comparison with Model Portfolio for Balance Risk Profile

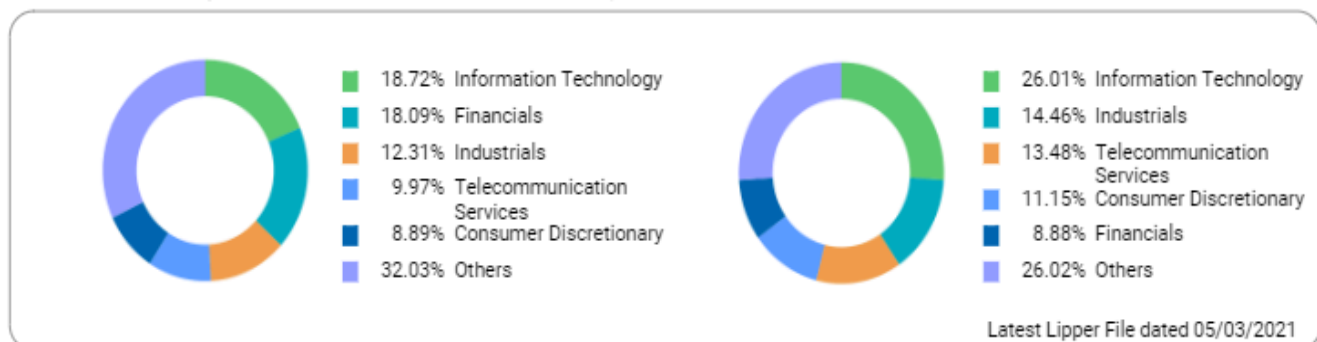
Portfolio Composition



Asset Allocation (Model Portfolio vs Selected Portfolio)

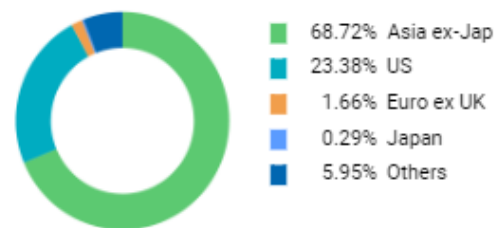
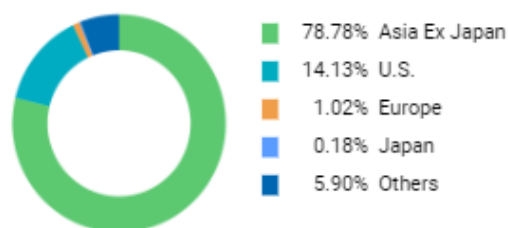


Sector Allocation (Model Portfolio vs Selected Portfolio)



Screen: Comparison with Model Portfolio for Investment Risk Profile

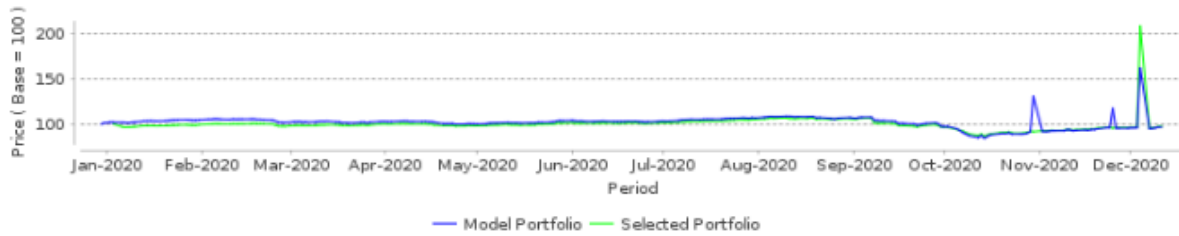
Geographical Allocation (Model Portfolio vs Selected Portfolio)



Latest Lipper File dated 05/03/2021

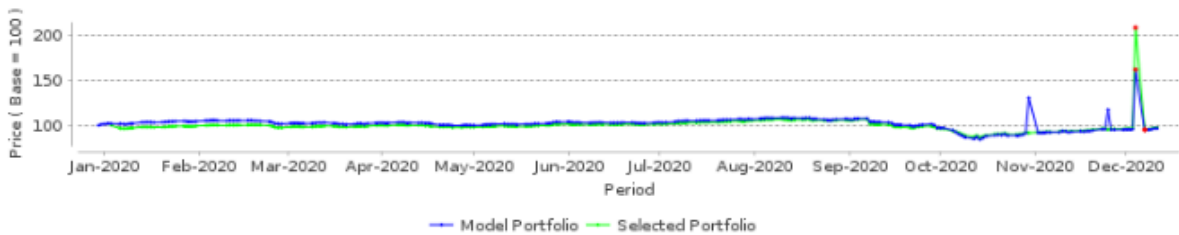
Screen: Comparison with Model Portfolio for Investment Risk Profile

Backtesting



Source of Portfolio UT funds' prices is from their respective Fund Houses.

Max Drawdown



Source of Portfolio UT funds' prices is from their respective Fund Houses.

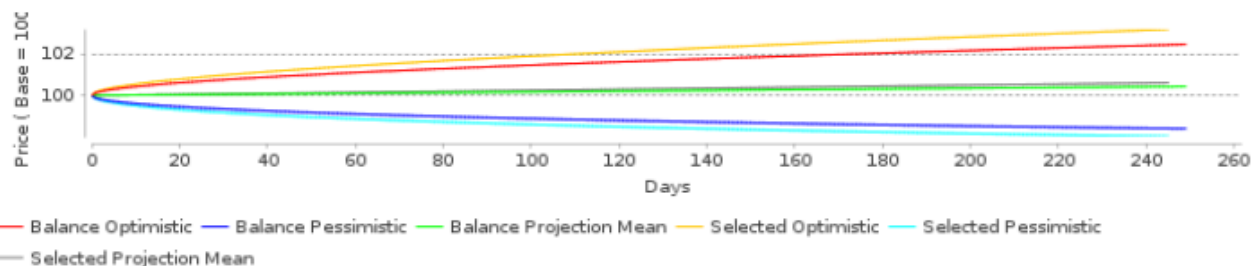
	Max Drawdown	Standard Deviation	Beta	Sharpe Ratio
Model Portfolio	-0.4148	6.3991	0.0011	0.4023

Source of Portfolio UT funds' prices is from their respective Fund Houses.

	Max Drawdown	Standard Deviation	Beta	Sharpe Ratio
Selected Portfolio	-0.5423	1.2976	-0.0020	-0.0657

Source of Portfolio UT funds' prices is from their respective Fund Houses.

Performance Projection



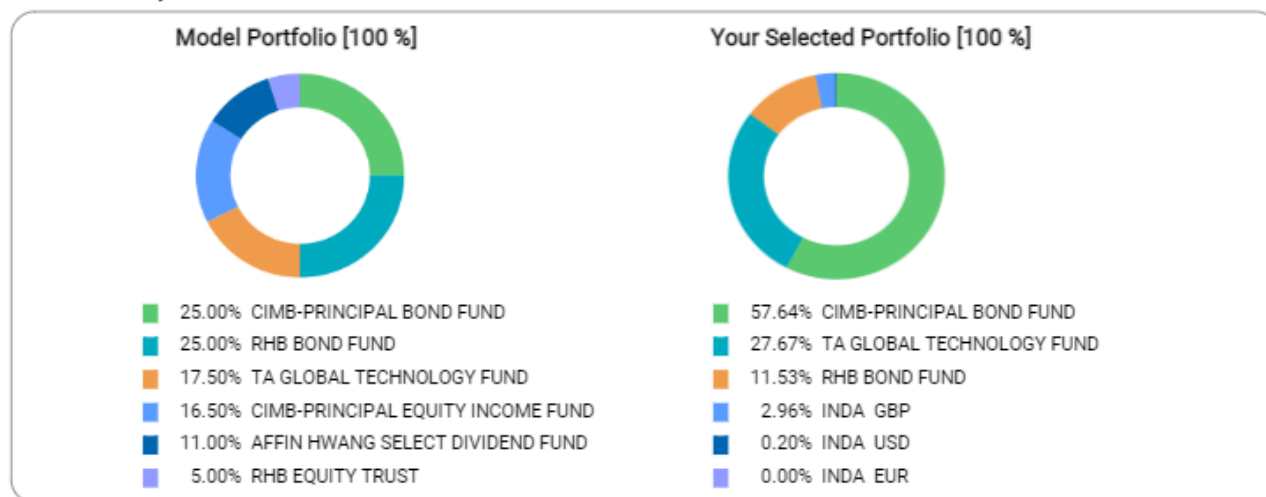
Source of Portfolio UT funds' prices is from their respective Fund Houses.

Screen: Comparison with Model Portfolio for Investment Risk Profile

A. Portfolio Composition

This section displays the composition of the Model Portfolio as compared to that of the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen along with assets with the Bank that have been assigned to the goal in the budgeting section

Portfolio Composition

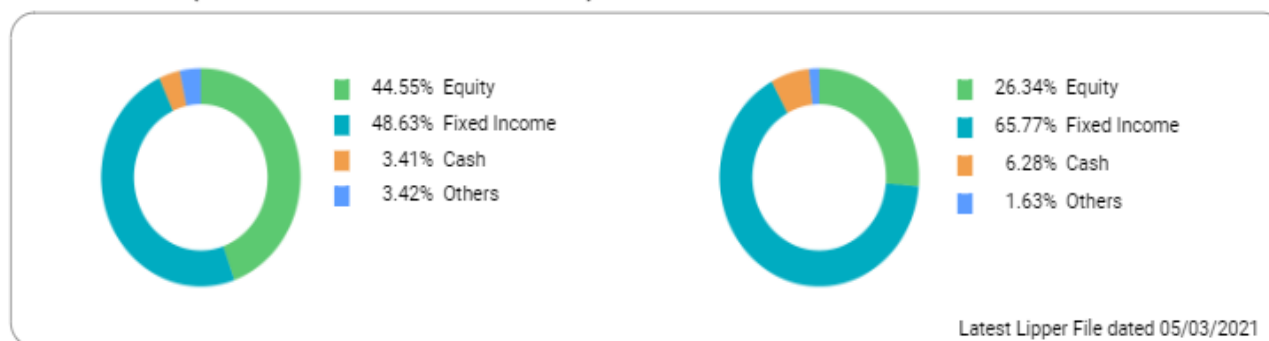


Screen: Portfolio Comparison

B. Asset Allocation (Model Portfolio vs. Selected Portfolio)

This section displays the Asset Allocation details of the Investment Profile's Model Portfolio vs. Portfolio that has been selected by the customer for the particular goal in the Product Selection screen along with assets with the Bank that have been assigned to the goal in the budgeting section

Asset Allocation (Model Portfolio vs Selected Portfolio)

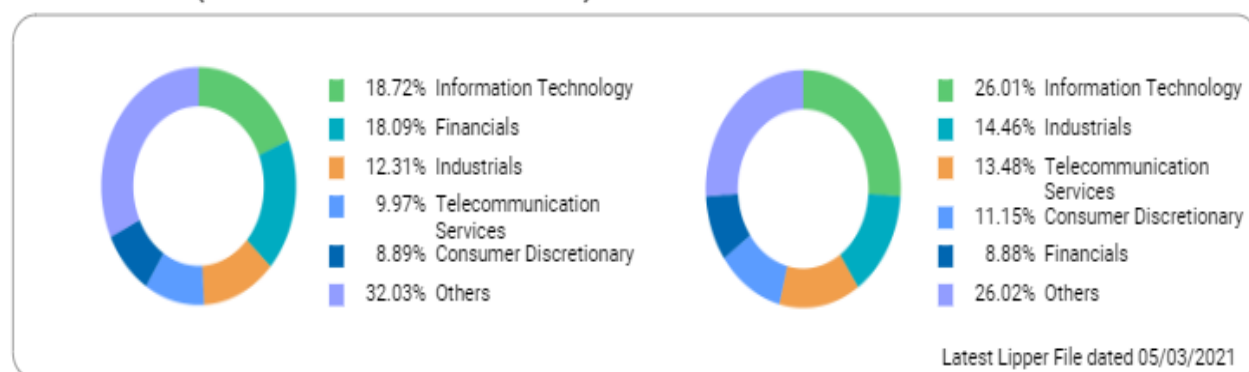


Screen: Asset Allocation

C. Sector Allocation (Model Portfolio vs. Selected Portfolio)

This section displays the Sector or Industry wise Allocation details of the Investment Profile's Model Portfolio vs. Portfolio that has been selected by the customer for the particular goal in the Product Selection screen along with assets with the Bank that have been assigned to the goal in the budgeting section

Sector Allocation (Model Portfolio vs Selected Portfolio)



Screen: Sector Allocation

D. Geographical Allocation Model (Model Portfolio vs. Selected Portfolio)

This section displays the Geographical exposure of the Investment Profile's Model Portfolio vs. Portfolio that has been selected by the customer for the particular goal in the Product Selection screen along with assets with the Bank that have been assigned to the goal in the budgeting section

Geographical Allocation (Model Portfolio vs Selected Portfolio)

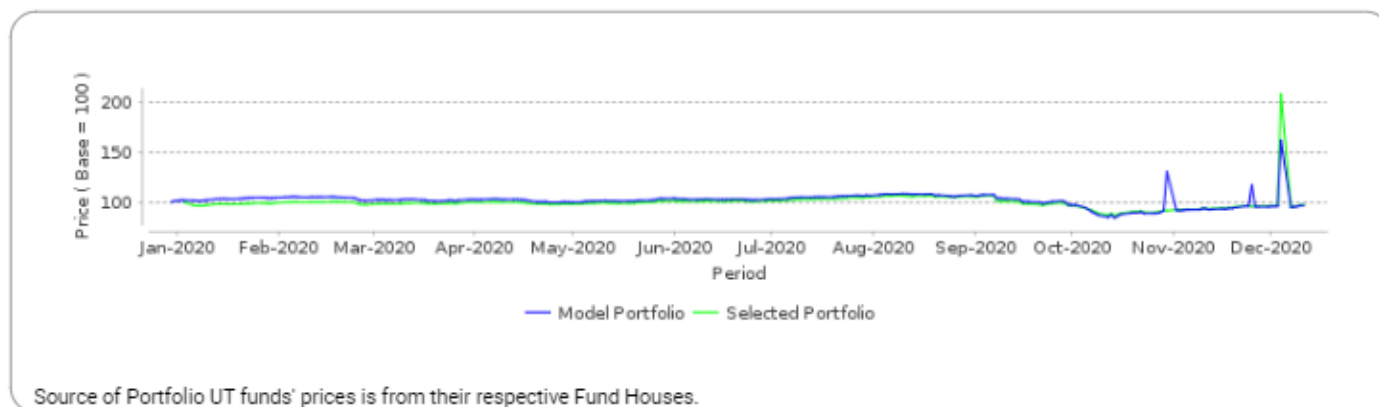


Screen: Geographical Allocation

E. Backtesting

This section displays the Backtesting results of the Investment Profile's Model Portfolio vs. Portfolio that has been selected by the customer for the particular goal in the Product Selection screen along with assets with the Bank that have been assigned to the goal in the budgeting section over a time period

Backtesting



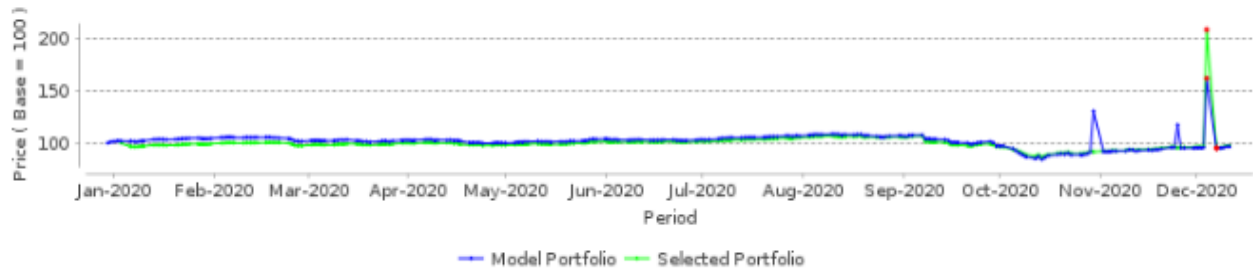
Screen: Backtesting

F. Max Drawdown

This section displays the maximum observed loss from a peak to a trough of a portfolio, before a new peak is attained. Maximum drawdown is an indicator of downside risk over a specified time period. This section also displays the Standard Deviation, Beta, and Sharpe Ratio of the Investment Profile's Model portfolio vs. Portfolio that has been selected by the customer for the particular goal in the Product Selection screen along with assets with the Bank that have been assigned to the goal in the budgeting section

- i. **Standard Deviation:** It measures the volatility of an investment. It measures the investment's risk and helps in analyzing the stability of returns of a portfolio
- ii. **Beta:** It measures the volatility—or systematic risk—of a security or portfolio compared to the market as a whole
- iii. **Sharpe Ratio:** It measures the excess portfolio return over the risk-free rate relative to its standard deviation

Max Drawdown



Source of Portfolio UT funds' prices is from their respective Fund Houses.

	Max Drawdown	Standard Deviation	Beta	Sharpe Ratio
Model Portfolio	-0.4148	6.3991	0.0011	0.4023

Source of Portfolio UT funds' prices is from their respective Fund Houses.

	Max Drawdown	Standard Deviation	Beta	Sharpe Ratio
Selected Portfolio	-0.5423	1.2976	-0.0020	-0.0657

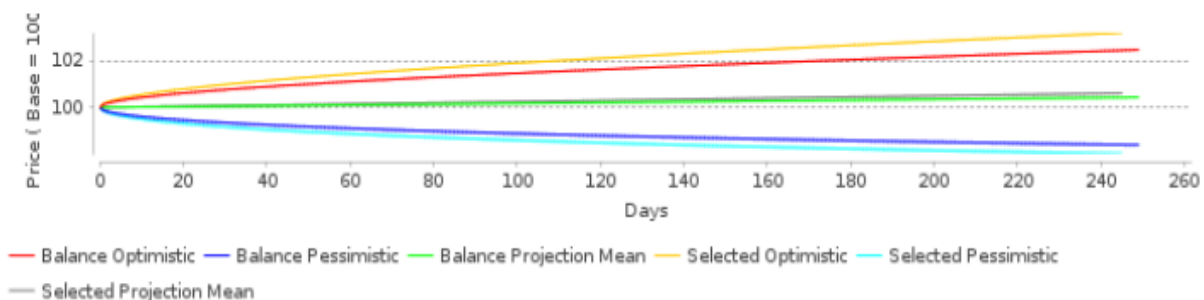
Source of Portfolio UT funds' prices is from their respective Fund Houses.

Screen: Max Drawdown

G. Performance Projection

This section displays the Optimistic, Pessimistic and Mean future projections for the Investment Profile's Model Portfolio vs. Portfolio that has been selected by the customer for the particular goal in the Product Selection screen along with assets with the Bank that have been assigned to the goal in the budgeting section

Performance Projection




Source of Portfolio UT funds' prices is from their respective Fund Houses.

Screen: Performance Projection

4.2.1.7 Asset Tagging Summary

This section displays the summary of the Customer's Assets held with the Bank that have been tagged to the current goal. It gives a glimpse of the assets market value, the percentage of the asset that is available for tagging to other goals, the percentage of the asset that is tagged to the current goal, and the corresponding amount tagged to the current goal


Bank (ORIGINAL)

Asset Tagging Summary


Current Asset Tagging

SP092046 Others Structured Investments 001176	Market Value (MYR) 4,672.72	Available % 25.00	Allocation % 30.00	Amount (MYR) 1,401.82
SP092046 Others Structured Investments 001176	Market Value (MYR) 31,461.13	Available % 25.00	Allocation % 30.00	Amount (MYR) 9,438.34
SP092046 Others Structured Investments 001176	Market Value (MYR) 4,672.72	Available % 25.00	Allocation % 45.00	Amount (MYR) 2,102.72
SP092046 Others Structured Investments 001176	Market Value (MYR) 31,461.13	Available % 25.00	Allocation % 45.00	Amount (MYR) 14,157.51
Total Asset Tagged				MYR 27,100.39

Screen: Current Asset Tagging

4.2.1.8 Product Selection Summary

This section displays the securities (grouped by sub product type) that customer would be willing to buy towards fulfilling the target amount as set in the goal. The total indicative investment amount is arrived at by adding the indicative investment values of all the individual securities that have been selected by the customer in the product selection screen


Bank (ORIGINAL)

Product Selection Summary

Unit Trust

Kotak Banking and PSU Debt Fund INR Local Equity Funds Return 17.75%(1M), 6.39%(3M), 1.10%(6M), 17.95%(1Y), 18.38%(3Y), 16.12%(5Y)	Indicative NAV/Price (INR) 122.68	Indicative Units 220.08	Action Subscription	Indicative Amount (MYR) 27,000.00
Kotak Liquid Fund INR Local Equity Funds Return 12.48%(1M), 9.70%(3M), 19.25%(6M), 9.52%(1Y), 7.03%(3Y), 16.87%(5Y)	Indicative NAV/Price (INR) 12.22	Indicative Units 998.37	Action Subscription	Indicative Amount (MYR) 12,200.00
Total Indicative Investment Amount				MYR 39,200.00

Screen: Product Selection Summary

4.2.1.9 Goal Components

This section displays a summary of the important goal parameters that have been arrived at as per the objectives set by the User. It displays the following:

- Goal Summary
- Goal Analysis
- Goal Performance Tracking




Screen: Goal Components

A. Goal Summary

This section summarizes the investment planning done by the customer and displays the Investment Profile, Target Return, Target Goal Amount, Investment Required, Allocated Amount, Shortfall and Goal Period

Goal Summary

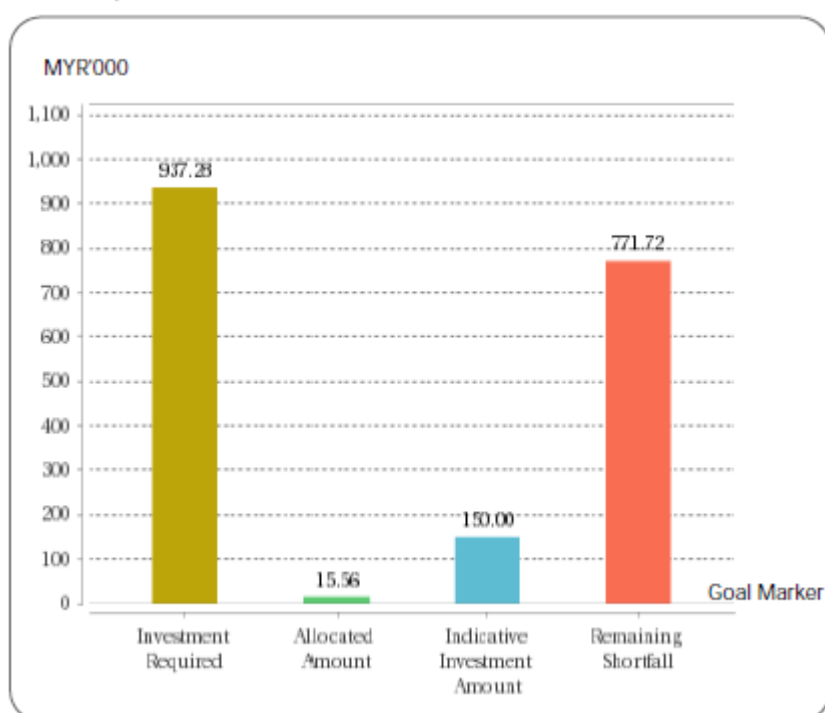
<div>  <div> Wealth Planning - Investment SI Wealth 1 </div> </div>						
Investment Profile	Target Return % pa	Target Goal Amount	Investment Required	Allocated Amount	Shortfall	Goal Period
Income	6.00	MYR 1,493,884.65	MYR 937,281.71	MYR 15,559.32	MYR 921,722.39	Feb'21 - Feb'29

Screen: Goal Summary

B. Goal Analysis

This section displays the Investment required, the amount already allocated towards the goal by the customer, the indicative investment amount that the customer will make towards the goal, and the remaining shortfall amount to meet the goal in a graphical form to the User

Goal Analysis

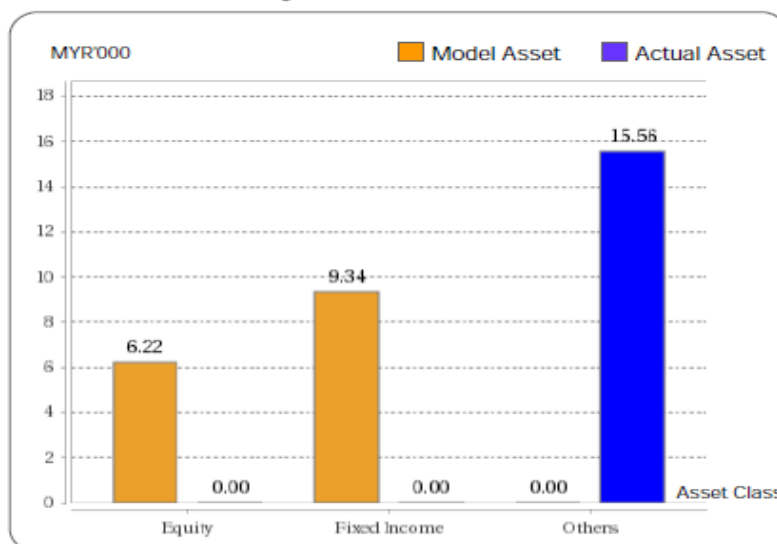


Screen: Goal Analysis

C. Goal Performance Tracking

This section displays the asset wise value of the goal as per the model portfolio and the portfolio selected by the customer


Goal Performance Tracking - Model Asset Value vs Actual Asset Value



Screen: Goal Performance Tracking

4.2.1.10 Glossary

This section explains all the important terms that have been used in the proposal



Bank (ORIGINAL)

Glossary

- **Target Goal Amount:** Future value of the goal amount entered by the user Investment Required: Lumpsum investment required to achieve target goal amount in given
- **Time horizon Allocation Amount:** Earmarked Amount shows the current market value of the assets tagged to the goal.
- **Shortfall:** Difference between Investment Required and Earmarked Amount Implemented Amount: Implemented amount refers to the amount proposed new investment amount i.e from product selection Remaining.
- **Performance Projection:** The user can see future projection for the 2 portfolios or securities being compared for a definite time into the future.
- **Backtesting:** The historical performance of two portfolios (hybrid benchmarks in case of model portfolios) or two securities are compared against one another over a chosen time period

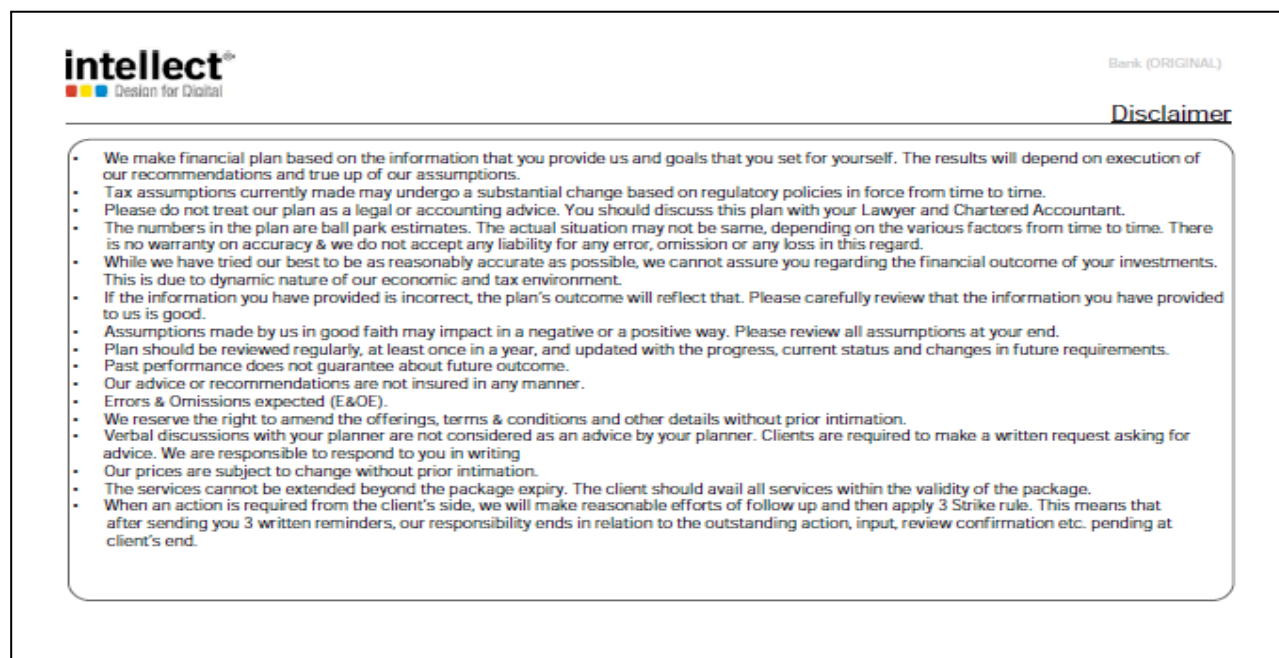
1. **Max Drawdown:** A maximum drawdown (MDD) is the maximum observed loss from a peak to a trough of a portfolio, before a new peak is attained. Maximum drawdown is an indicator of downside risk over a specified time period
2. **Standard Deviation:** Standard deviation is a basic mathematical concept that measures volatility in the market, or the average amount by which individual data points differ from the mean
3. **Beta:** A beta coefficient is a measure of the volatility, or systematic risk, of an individual stock in comparison to the unsystematic risk of the entire market.

- **Sharpe Ratio:** One of the simplest of risk-adjusted performance measure is the Sharpe ratio, used by Sharpe (1966) to evaluate fund performances. The Sharpe ratio measures the degree to which a portfolio is able to yield a return in excess of the risk-free return to cash, per unit of risk. The higher the Sharpe ratio, the better is the Portfolio's performance relative to the investment risk of the portfolio.

Screen: Glossary

4.2.1.11 Disclaimer

This section displays the important disclaimers pertaining to the proposal



Screen: Disclaimer

4.2.2 Education Planning Proposal

The Education Planning Proposal document consists of following sections:

- 4.2.2.1 Executive Summary
- 4.2.2.2 Goal Planning
- 4.2.2.3 Risk Profile
- 4.2.2.4 Model Portfolio for Investment Risk Profile
- 4.2.2.5 Your Selected Portfolio
- 4.2.2.6 Comparison with Model Portfolio for Investment Risk Profile
- 4.2.2.7 Asset Tagging Summary
- 4.2.2.8 Product Selection Summary
- 4.2.2.9 Goal Components
- 4.2.2.10 Glossary
- 4.2.2.11 Disclaimer


The Education Planning Proposal is the same as the Wealth Planning Proposal, with differences only in the **Executive Summary and Goal Planning sections. All other sections remain the same**

These 2 sections are displayed below

4.2.2.1 Executive Summary

This section provides an overview of the Goal to the User. It gives the User an idea of the Investment Risk Profile, the asset allocation that is applicable for the goal, the current assets tagged to the goal, and the indicative assets that the Customer intends on purchasing for the goal

The only difference in the Executive Summary section for the Education Plan from that of a Wealth Plan would be in the description section, at the beginning of the Executive Summary page


Bank (ORIGINAL)


Executive Summary

Your goal purpose is Edplan1. Beneficiary of the plan is currently 10 years old and planned educational level is Masters Degree, which give you an investment period of 10 years.

The expected education fees in present value is MYR 2,500,000.00. With the projected inflation rate of 4.00% pa., the adjusted education fees required comes up to MYR 3,700,610.71.

To achieve your goal, the lump sum amount you are required to invest now with the projection of yearly target return of 10.00% is MYR 1,426,745.63 or should you prefer to invest on an annual basis, the investment amount is MYR 232,196.28.

Goal Summary




Education Planning - Investment

Edplan1

Investment Profile	Target Return % pa	Target Goal Amount	Investment Required	Allocated Amount	Shortfall	Goal Period
Secure	10.00	MYR 3,700,610.71	MYR 1,426,745.63	MYR 0.00	MYR 1,426,745.63	Jan'21 - Jan'31

Investment Risk Profile




Secure

Risk: You do not want to accept any investment losses.

Return: You are looking to generate return similar to fixed deposit rate.


Investment Horizon: Not available.

Asset Allocation



Model Portfolio (Secure)

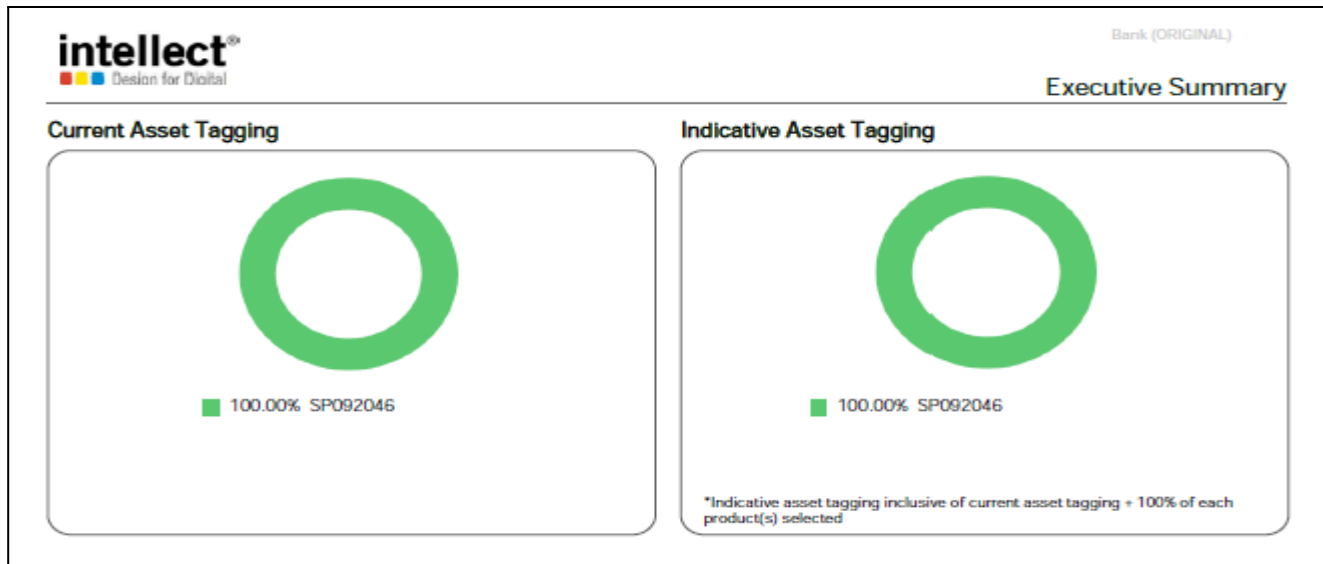
- 90.00% Fixed Income
- 10.00% Others



Your Selected Portfolio

- 100.00% Fixed Income

Screen: Executive Summary



Screen: Executive Summary

4.2.2.2 Goal Planning

The Goal Planning section provides the User with details on the Goal that has been set by the customer

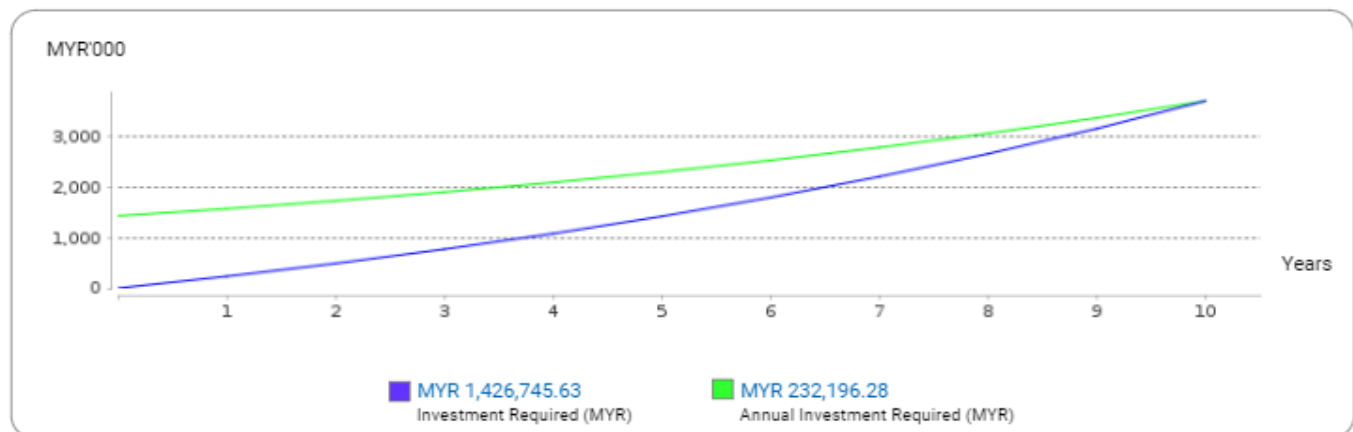
The differences in the Goal Planning page for an Education Planning proposal compared to that of Wealth Planning Proposal would be in both the Investment Objective and the Goal Planning Sections (Refer to the Journey of Planning for Planning for Financial Goals and Making Investments document for the Investment Objective and Goal Planning Sections)

Investment Objective

Plan Type	Education Planning	Plan Name	Edplan1
Risk Profile	Secure	Model Portfolio Selected	Secure

Goal Planning

Current Age (Years)	10
Planned Education Level	Masters Degree
Education Institution	Institute of Management and Engineering
Target Return (%) pa	10.00
Investment Time Horizon (Years)	10
Inflation Rate (%) pa	4.00
Target Goal Amount (MYR)	3,700,610.71
Investment Amount(MYR)	1,426,745.63
Annual Investment Required (MYR)	232,196.28



Note: The recommended value is rounded up to two decimal places.

Screen: Goal Planning

4.2.3 Retirement Planning Proposal

The Retirement Planning Proposal document consists of following sections:

- 4.2.3.1 Executive Summary
- 4.2.3.2 Goal Planning
- 4.2.3.3 Risk Profile
- 4.2.3.4 Model Portfolio for Investment Risk Profile
- 4.2.3.5 Your Selected Portfolio
- 4.2.3.6 Comparison with Model Portfolio for Investment Risk Profile
- 4.2.3.7 Asset Tagging Summary
- 4.2.3.8 Product Selection Summary
- 4.2.3.9 Goal Components
- 4.2.3.10 Glossary
- 4.2.3.11 Disclaimer

The Retirement Planning Proposal is the same as the Wealth Planning Proposal, with differences only in the **Executive Summary, and Goal Planning sections. All other sections remain the same.**

These 2 sections are displayed below

4.2.3.1 Executive Summary

This section provides an overview of the Goal to the User. It gives the User an idea of the Investment Risk Profile, the asset allocation that is applicable for the goal, the current assets tagged to the goal, and the indicative assets that the Customer intends on purchasing for the goal

The only difference in the Executive Summary section for the Retirement Plan from that of a Wealth Plan would be in the description section, at the beginning of the Executive Summary page

Executive Summary

This proposal plan has been provided as a reference tool based on certain assumptions and specific information that you have shared with us on your investment objective, risk appetite and investment preferences. These are some base elements defined for this plan :

The goal purpose is Retirement Plan. Beneficiary of the plan is currently 50 years old and plans to retire by the age of 65, which gives an investment period of 15 years.

The estimated spending during retirement in present value is MYR 1,000,000.00. With the projected inflation rate of 4.00% pa. on investment, the adjusted retirement spending comes up to MYR 1,800,944.00.

Current income is MYR 15,500.00 per month and expected yearly increment is projected to be 4.00% with employee's EPF contribution of 11.00%, employer's EPF contribution of 12.00% and estimated EPF dividend payout of 2.00% pa. Current EPF balance is MYR 100,000.00.

Based on the above employment EPF contribution, indicative EPF value upon retirement is MYR 1,117,726.67 with the assumption of no withdrawals.

With the estimated value of your expected retirement spending totalling MYR 1,800,944.00 and indicative EPF value upon retirement of MYR 1,117,726.67, you will have a shortfall of MYR 683,217.33 upon retirement at the age of 65.

To achieve your goal, the lump sum amount you are required to invest now with the projection of yearly target return of 10.00% is MYR 163,556.80 or should you prefer to invest on an annual basis, the investment amount is MYR 21,503.43.

Goal Summary



Retirement Planning - Investment

Retirement Plan

Investment Profile	Target Return % pa	Target Goal Amount	Investment Required	Allocated Amount	Shortfall	Goal Period
Secure	10.00	MYR 3,700,610.71	MYR 1,426,745.63	MYR 0.00	MYR 1,426,745.63	Jan'21 - Jan'31

Investment Risk Profile



Risk: You do not want to accept any investment losses.

Return: You are looking to generate return similar to fixed deposit rate.

Investment Horizon: Not available.

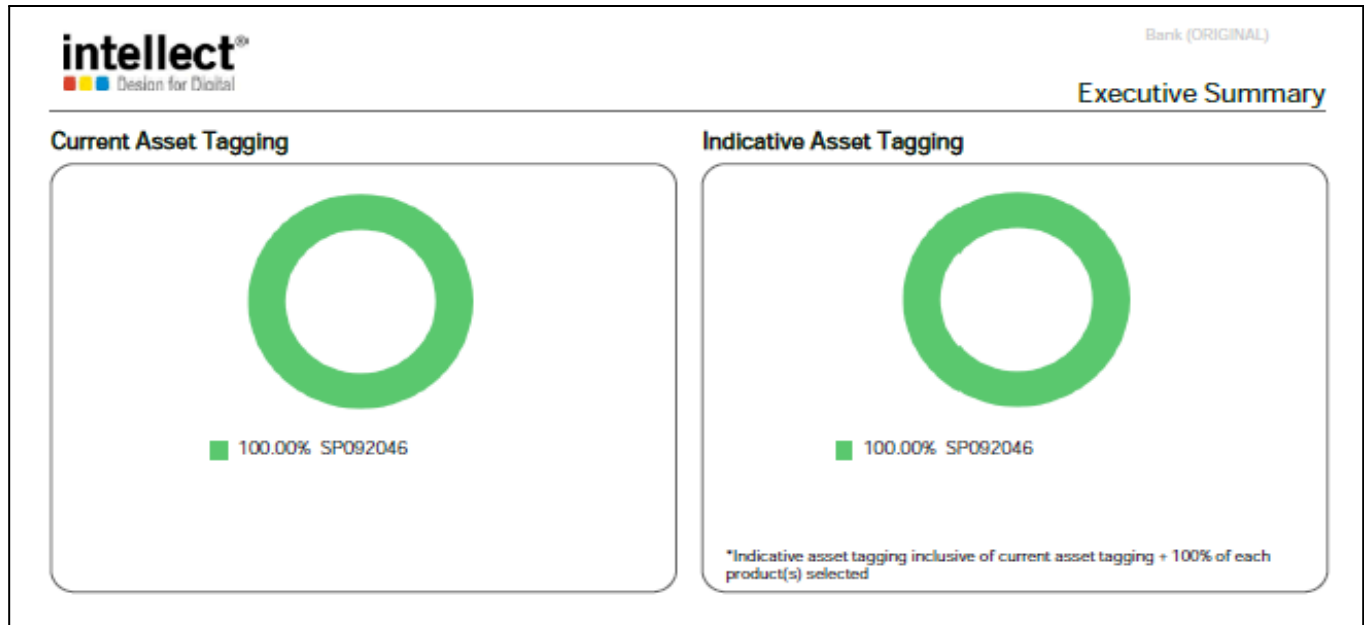
Asset Allocation



Model Portfolio (Secure)
 ■ 90.00% Fixed Income
 ■ 10.00% Others



Your Selected Portfolio
 ■ 100.00% Fixed Income



Screen: Executive Summary

4.2.3.2 Goal Planning

The Goal Planning section provides the User with details on the Goal that has been set by the customer

The differences in the Goal Planning page for an Education Planning proposal compared to that of Wealth Planning Proposal would be in both the Investment Objective and the Goal Planning Sections (Refer to the Journey of Planning for Planning for Financial Goals and Making Investments document for Investment Objective and Goal Planning Sections)

Goal Planning

Investment Objective

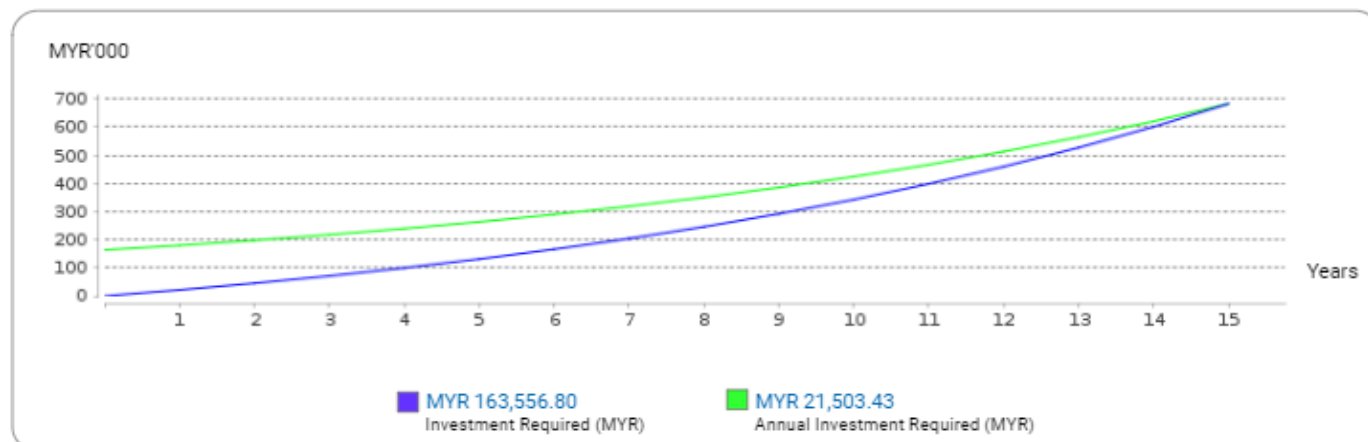
Plan Type	Retirement Planning	Plan Name	Retirement Plan
Risk Profile	Secure	Model Portfolio Selected	0

Goal Planning

Current Age (Years)	50
Retirement Age (Years)	65
Years to Retirement (Years)	15
Retirement Income Expected (PV) (MYR)	1,000,000.00
Inflation Rate (%) pa	4.00
Target Return (%) pa	10.00
Indicative Amount Needed for Retirement (FV) (MYR)	1,800,944.00
Current Monthly Income (MYR)	15,500.00
Annual Income Increment Rate (%) pa	4.00
EPF Current Balance (MYR)	100,000.00
Average EPF Dividend (%) pa	2.00
Employee EPF Contribution Rate (%) pa	11.00
Employer EPF Contribution Rate (%) pa	12.00
Indicative EPF Value upon Retirement (MYR)	1,117,726.67
Retirement Shortfall at the time of Retirement (MYR)	683,217.33
Investment Amount Required (MYR)	163,556.80
Annual Investment Required (MYR)	21,503.43

Continued on Next Page

Screen: Goal Planning



Note: The recommended value is rounded up to two decimal places.

Screen: Goal Planning

4.3 Proposal for I Like the Recommendation

A proposal for **I Like the Recommendation** (Portfolio Recommendation) can be generated whenever the customer chooses the “I Like the Recommendation” option in the Select Plan Journey Type screen and proceeds

The I Like the Recommendation Proposal document consists of following sections:

- 4.3.1 Executive Summary
- 4.3.2 Risk Profile
- 4.3.3 Model Portfolio for Investment Risk Profile
- 4.3.4 Your Selected Portfolio
- 4.3.5 Comparison with Model Portfolio for Investment Risk Profile
- 4.3.6 Product Selection Summary
- 4.3.7 Glossary
- 4.3.8 Disclaimer

4.3.1 Executive Summary

This section provides an overview of the Recommendation given to the customer. It gives the User an idea of the Investment Risk Profile, the asset allocation, and the tagged and untagged assets for the customer

The Executive summary section displays the following details:

- A. Investment Risk Profile
- B. Asset Allocation
- C. Investment Selection
- D. Tagged and Untagged Assets

Executive Summary

This document has been provided as a reference tool based on certain assumptions and specific information that you have shared with us on your investment objective, risk appetite and investment preferences. These are some base elements for the transactions you intend to make and you have decided not to proceed with any specific type of goal planning.

Investment Risk Profile



Conservative

Risk: You can tolerate minimal level of risk and you prefer investment with limited negative price movement.

Return: Your target investments are looking to generate return slightly higher than fixed deposit rates.

Investment Horizon: 1 year and above.

Asset Allocation



Model Portfolio

- 40.00% Equity
- 30.00% Fixed Income
- 30.00% Others



Your Selected Portfolio

- 100.00% Equity

Latest Lipper File dated 30/11/2020

Investment Selection



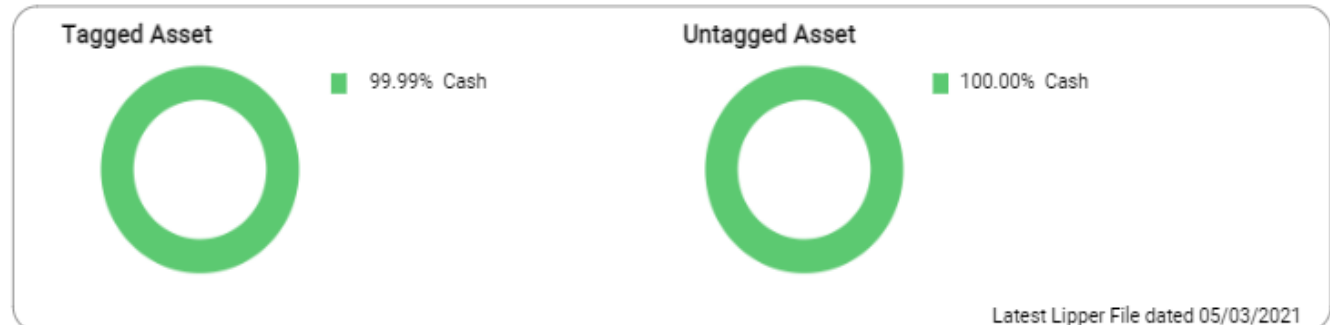
■ 100.00% ConservativeTrust006

Important Note : The Model Portfolio that you have selected for comparison and consideration is of higher risk level than your profiled investment risk appetite currently.

Continued on Next Page

Screen: Executive Summary

Tagged & Untagged Assets



Screen: Executive Summary

A. Investment Risk Profile

This section displays the customer's investment risk appetite, selected for this journey, the level of return that can be expected by the customer if they take the aforementioned risk, and the associated time horizon

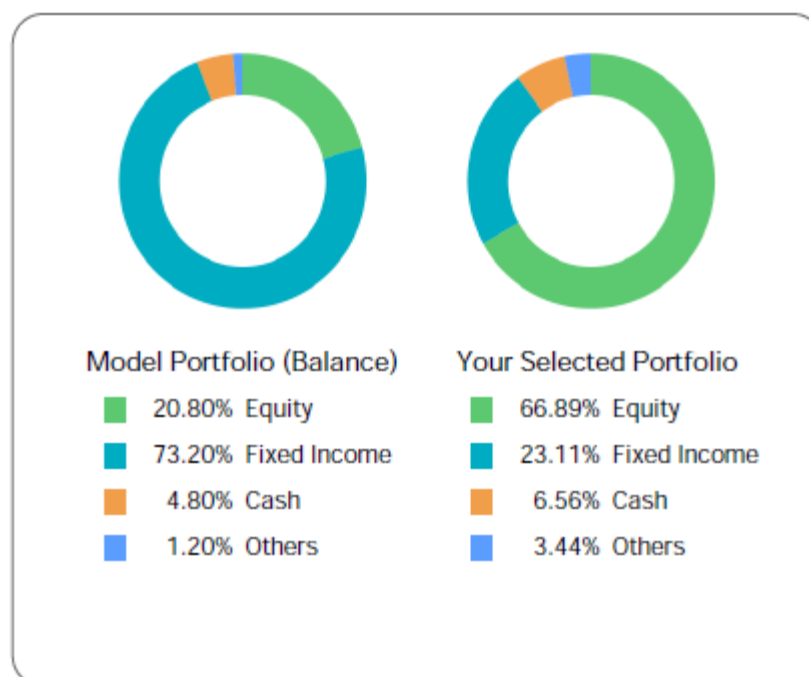


Screen: Investment Risk Profile

B. Asset Allocation

This section displays the applicable model asset allocation based on the customer risk appetite. This is compared with the asset allocation of the selected portfolio by the customer for the goal

Asset Allocation

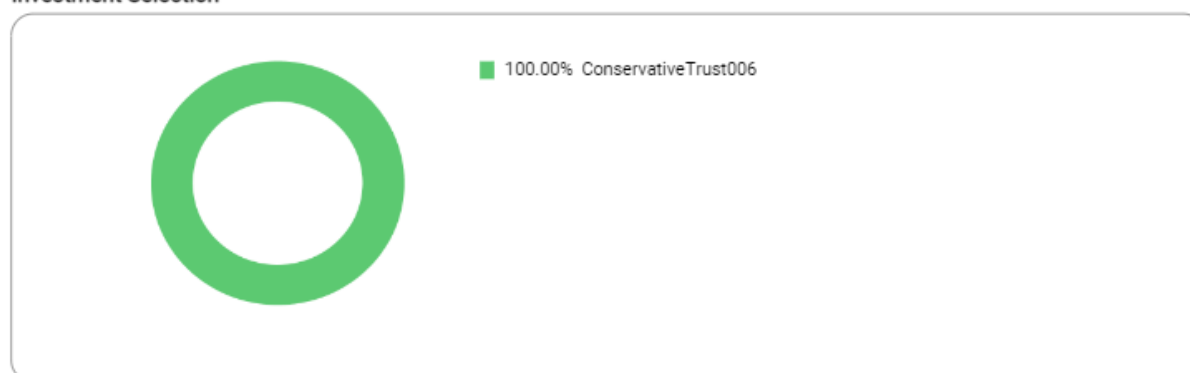


Screen: Asset Allocation

C. Investment Selection

This section displays the Investment selection made by the customer

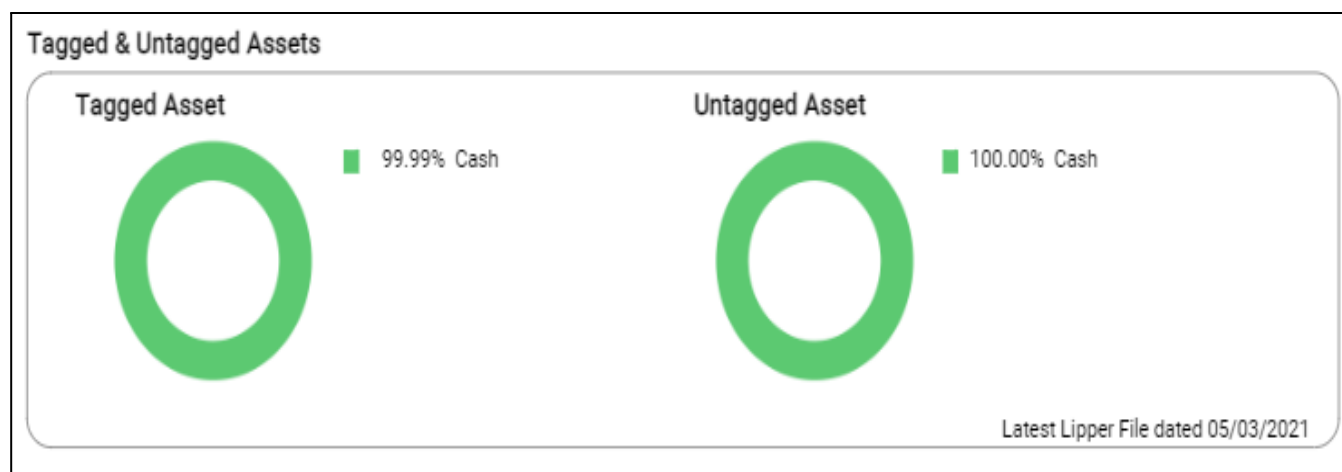
Investment Selection



Screen: Investment Selection

D. Tagged and Untagged Assets

This section displays the composition of the assets that have been tagged to various goals by the customer and the composition of the assets that the customer has but have not been tagged to any goals

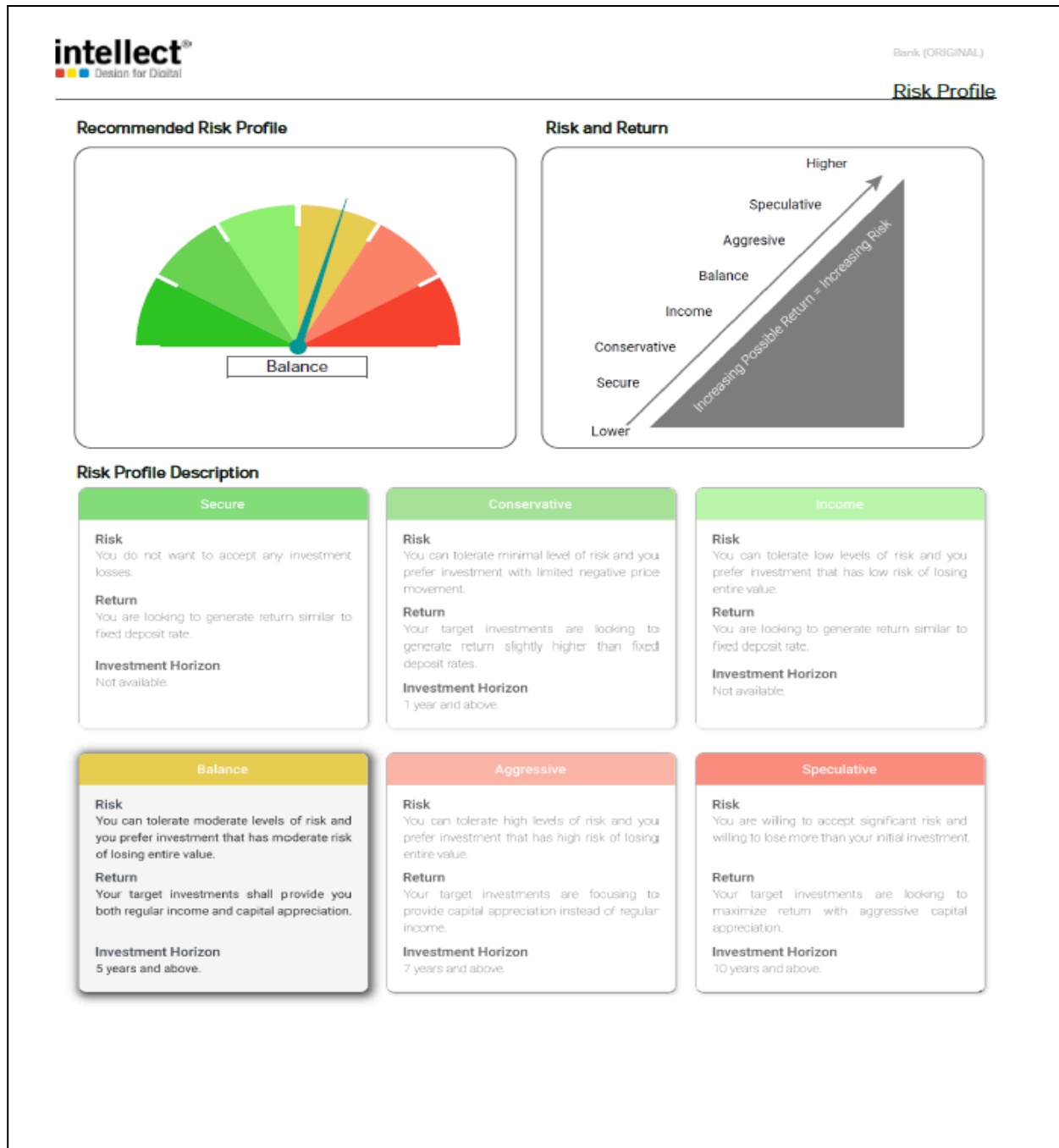


Screen: Tagged and Untagged Assets

4.3.2 Risk Profile

The Risk Profile section gives an overview of the investment risk profile selected, and the details for all the risk profiles existing in the system. It displays the following details:

- A. Recommended Risk Profile (Investment Risk Profile)
- B. Risk and Return
- C. Risk Profile Description

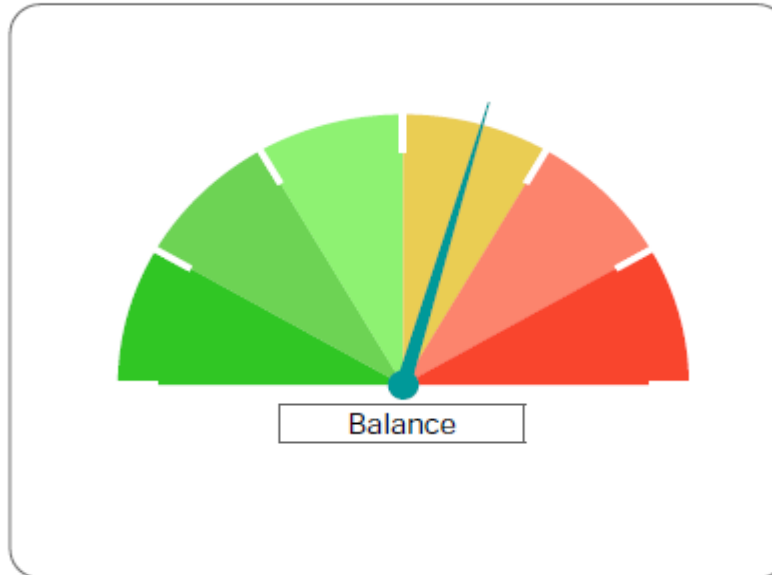


Screen: Risk Profile

A. Recommended Risk Profile

This section displays the risk profile that has been selected by the customer for the plan

Recommended Risk Profile

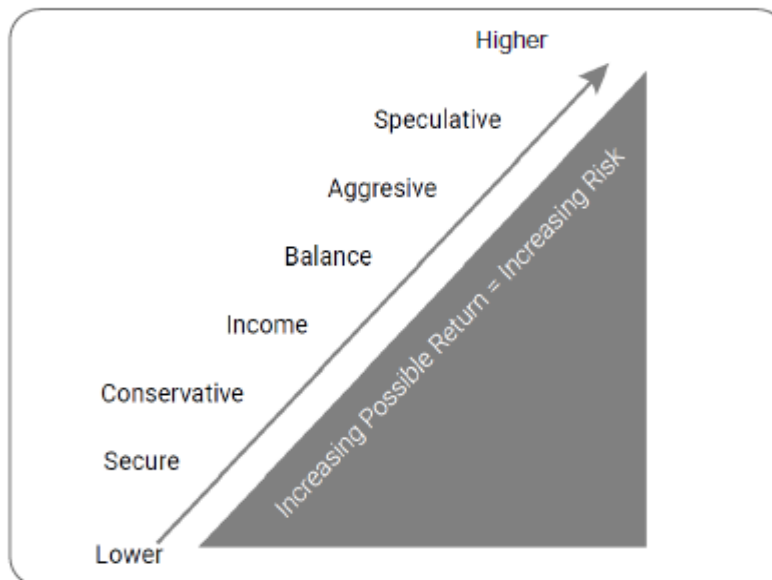


Screen: Recommended Risk Profile

B. Risk and Return

This section displays the Risk-Return graph to the User, indicating that a higher risk is generally associated with a higher return

Risk and Return



Screen: Risk and Return

C. Risk Profile Description

This section displays the details of all the Risk Profiles that exist in the system, including the risk and return levels associated with each Risk Profile, and their corresponding Investment time horizons. The selected Investment Risk profile by the customer is displayed by the highlighted block

Risk Profile Description

Secure <p>Risk You do not want to accept any investment losses.</p> <p>Return You are looking to generate return similar to fixed deposit rate.</p> <p>Investment Horizon Not available.</p>	Conservative <p>Risk You can tolerate minimal level of risk and you prefer investment with limited negative price movement.</p> <p>Return Your target investments are looking to generate return slightly higher than fixed deposit rates.</p> <p>Investment Horizon 1 year and above.</p>	Income <p>Risk You can tolerate low levels of risk and you prefer investment that has low risk of losing entire value.</p> <p>Return You are looking to generate return similar to fixed deposit rate.</p> <p>Investment Horizon Not available.</p>
Balance <p>Risk You can tolerate moderate levels of risk and you prefer investment that has moderate risk of losing entire value.</p> <p>Return Your target investments shall provide you both regular income and capital appreciation.</p> <p>Investment Horizon 5 years and above.</p>	Aggressive <p>Risk You can tolerate high levels of risk and you prefer investment that has high risk of losing entire value.</p> <p>Return Your target investments are focusing to provide capital appreciation instead of regular income.</p> <p>Investment Horizon 7 years and above.</p>	Speculative <p>Risk You are willing to accept significant risk and willing to lose more than your initial investment.</p> <p>Return Your target investments are looking to maximize return with aggressive capital appreciation.</p> <p>Investment Horizon 10 years and above.</p>

Screen: Risk Profile Description

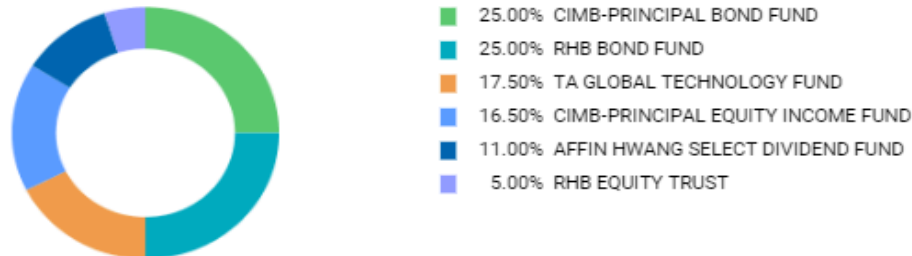
4.3.3 Model Portfolio for Investment Risk Profile

The Investment Profile section refers to the Risk Profile selected for the plan (It can be the same or different from Customer Risk Appetite). It displays the following details:

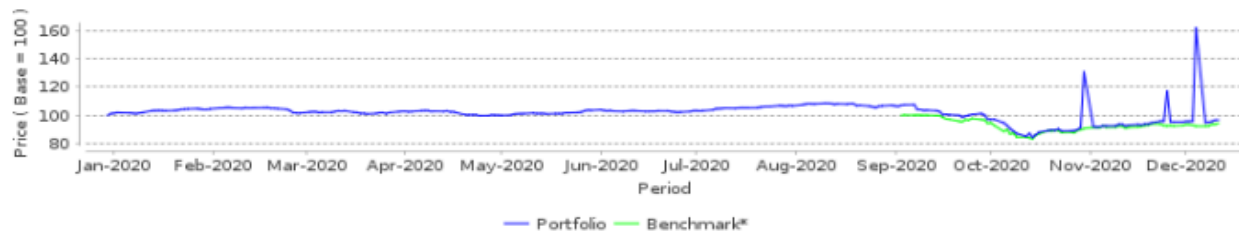
- Portfolio Composition
- Historical Performance
- Allocation Breakdown

Model Portfolio for Balance Risk Profile

Portfolio Composition

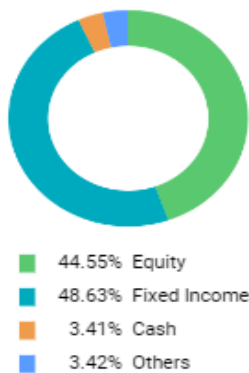


Historical Performance

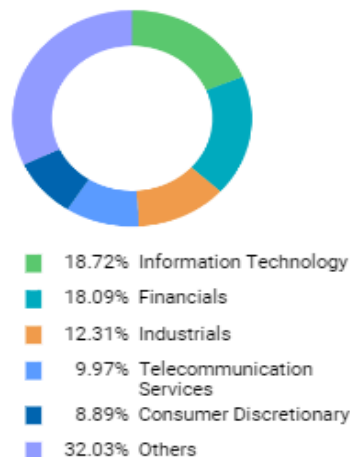


Allocation Breakdown

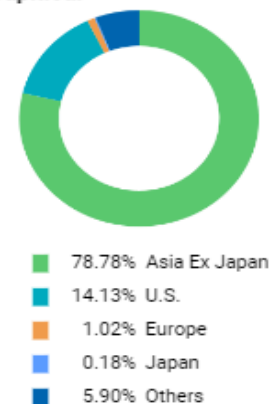
Asset



Sector



Geographical



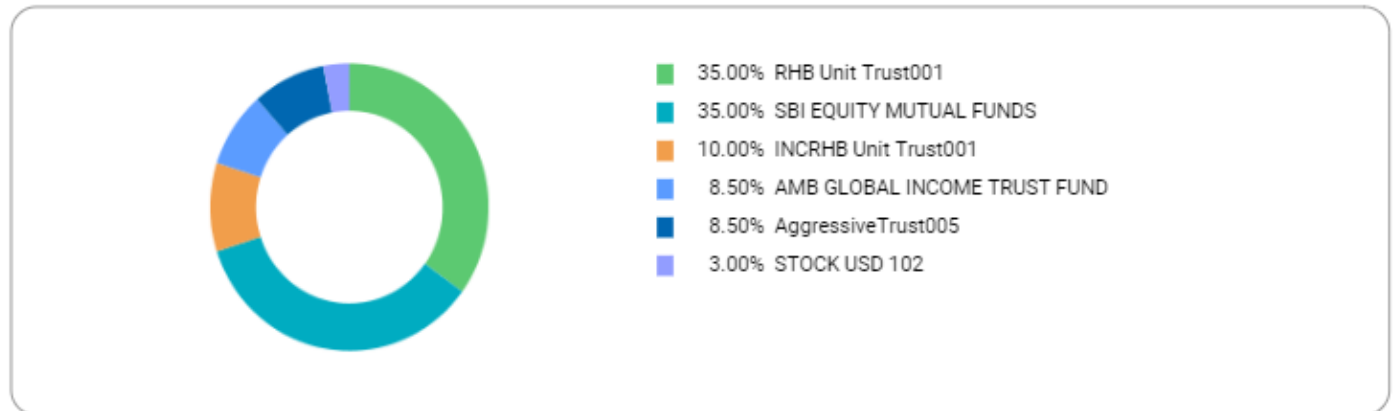
Latest Lipper File dated 05/03/2021

Screen: Model Risk Portfolio for Investment Risk Profile

A. Portfolio Composition

This section displays the securities and their respective % allocations of the Investment Profile's Model Portfolio

Portfolio Composition

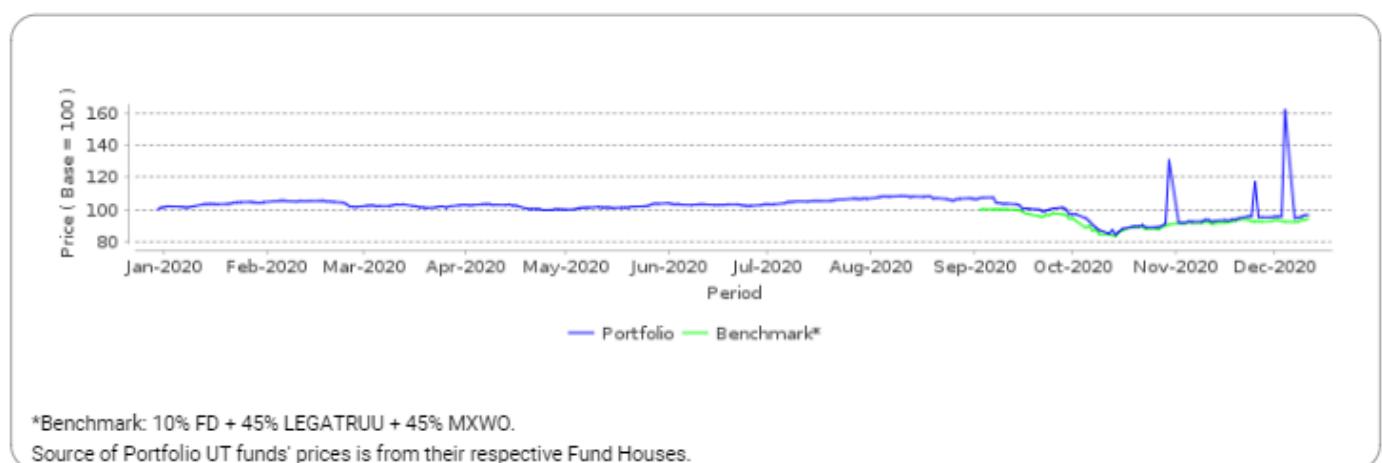


Screen: Portfolio Composition

B. Historical Performance

This section displays the Historical Performance of the Model Portfolio for the Investment profile vs. its Benchmark

Historical Performance

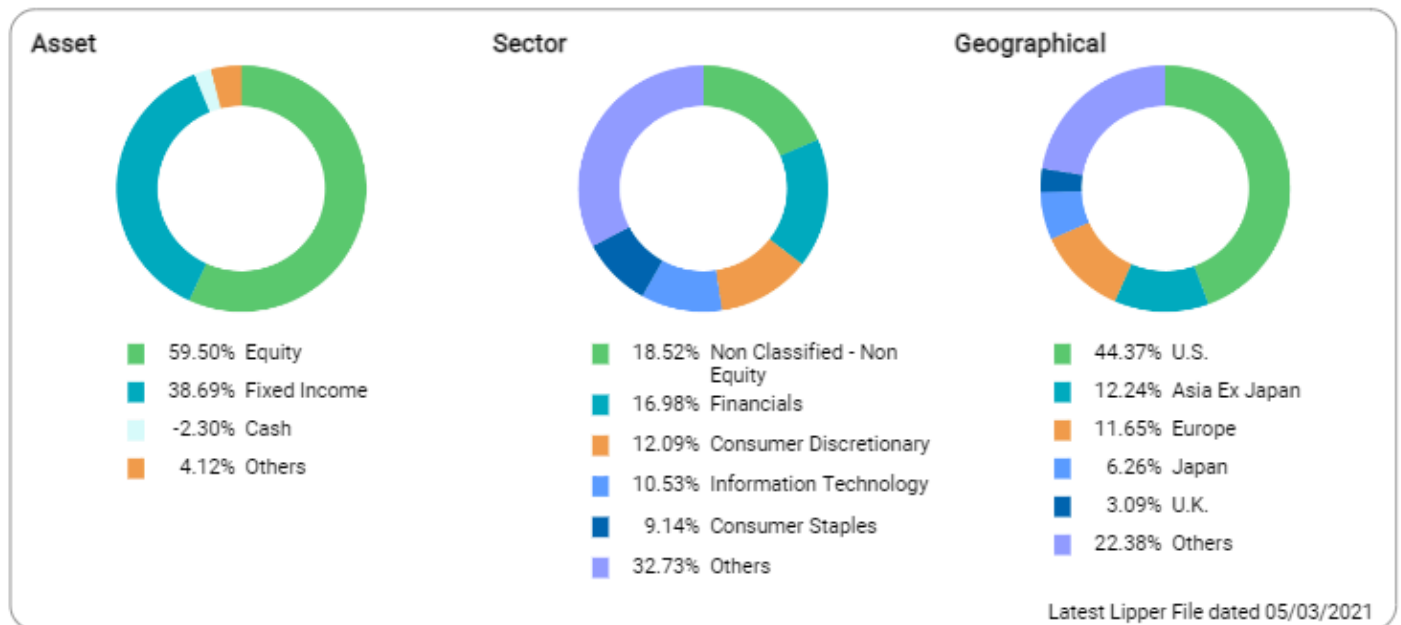


Screen: Historical Performance

C. Allocation Breakdown

This section displays the Asset wise, Sector wise and Geographical exposure wise break-up of the Investment Profile's Model Portfolio

Allocation Breakdown



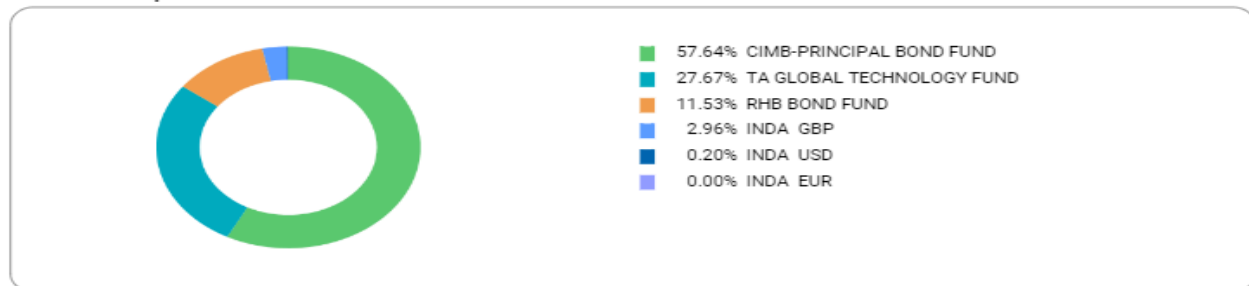
Screen: Allocation Breakdown

4.3.4 Your Selected Portfolio

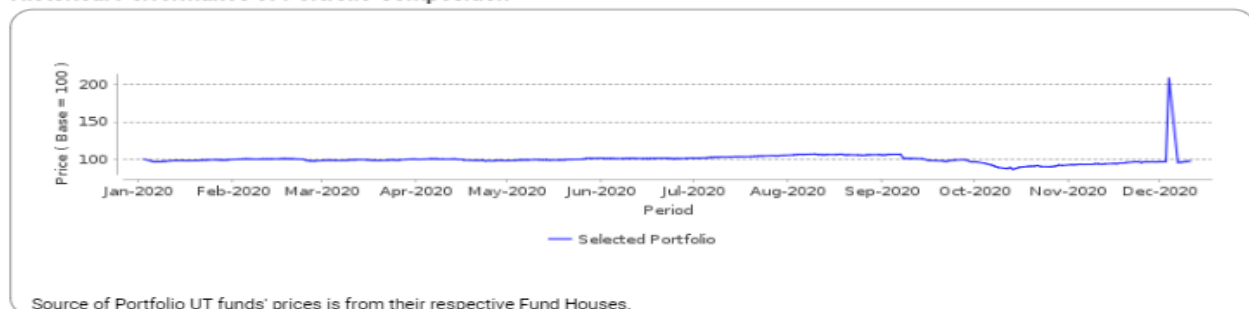
The Your Selected Portfolio section provides details of the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen. It displays the following:

- A. Portfolio Composition
- B. Historical Performance of Portfolio Composition
- C. Allocation Breakdown

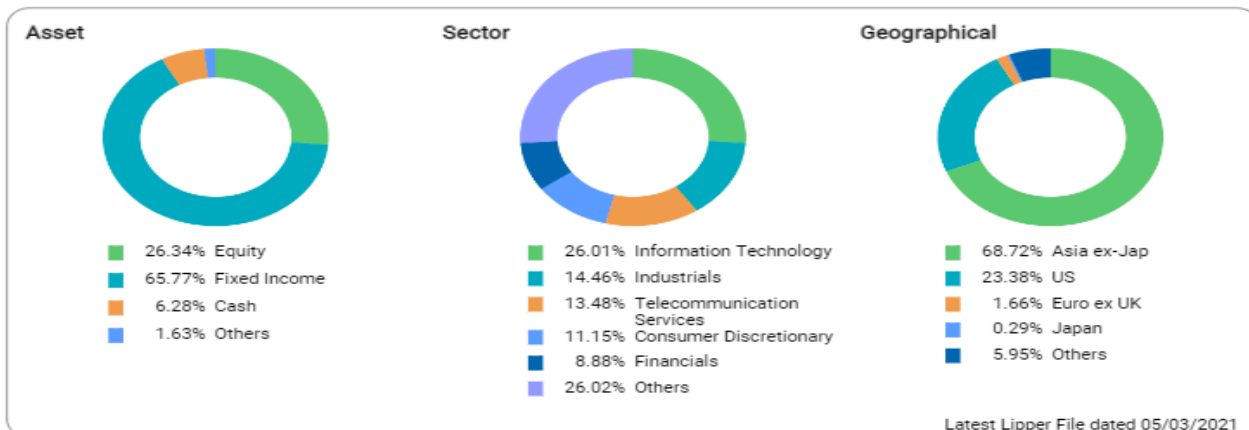
Portfolio Composition



Historical Performance of Portfolio Composition



Allocation Breakdown

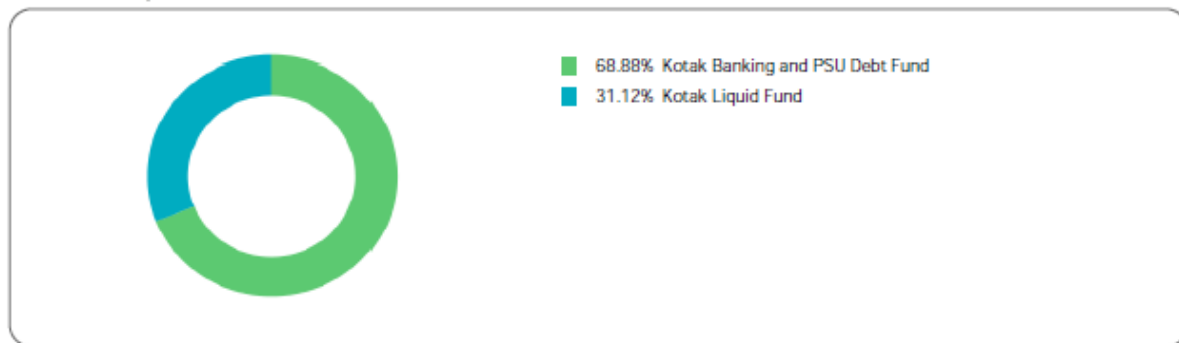


Screen: Your Selected Portfolio

A. Portfolio Composition

This section displays the securities and their respective % allocations that the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen

Portfolio Composition

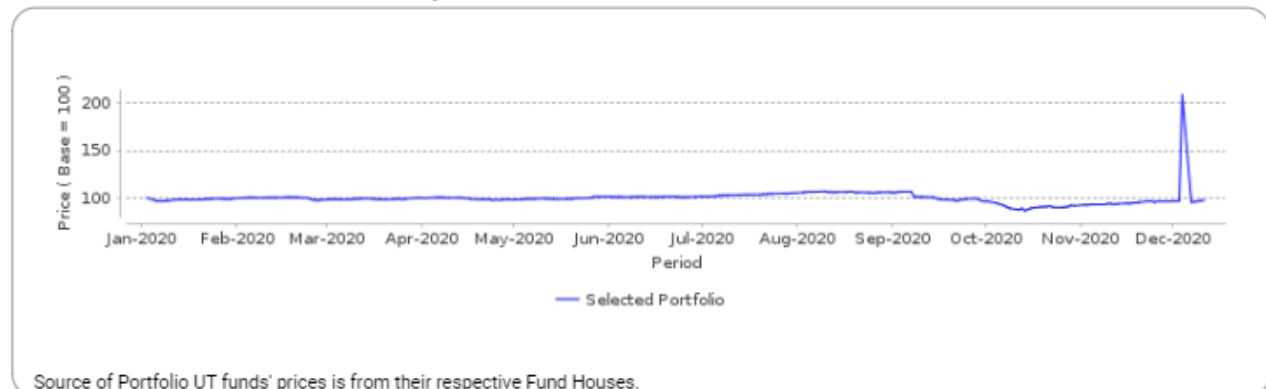


Screen: Portfolio Composition

B. Historical Performance of Portfolio Composition

This section displays the Historical Performance of the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen

Historical Performance of Portfolio Composition

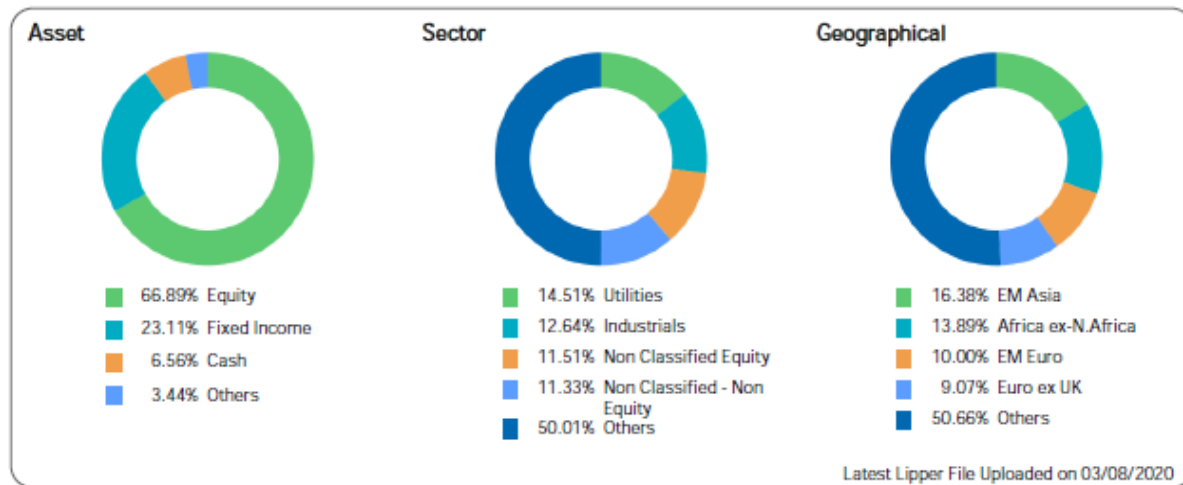


Screen: Historical Performance of Portfolio Composition

C. Allocation Breakdown

This section displays the Asset wise, Sector wise and Geographical exposure wise break-up of the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen

Allocation Breakdown



Screen: Allocation Breakdown

4.3.5 Comparison with Model Portfolio for Investment Risk Profile

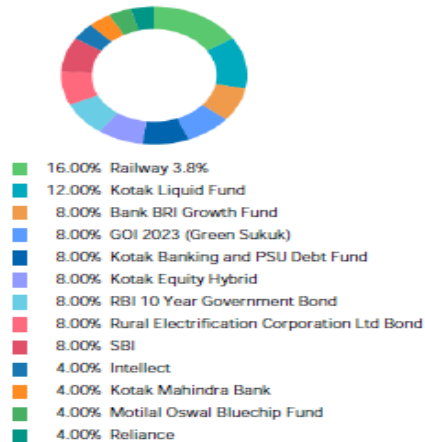
This section provides a detailed comparison of the Investment Profile's Model Portfolio vs. the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen Portfolio Composition

- A. Asset Allocation (Model Portfolio vs. Selected Portfolio)
- B. Sector Allocation (Model Portfolio vs. Selected Portfolio)
- C. Geographical Allocation Model (Model Portfolio vs. Selected Portfolio)
- D. Backtesting
- E. Max Drawdown
- F. Performance Projection

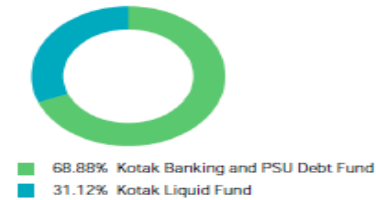
Comparison with Model Portfolio for Balance Risk Profile

Portfolio Composition

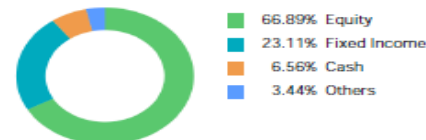
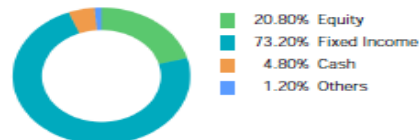
Model Portfolio [100 %]



Your Selected Portfolio [100 %]

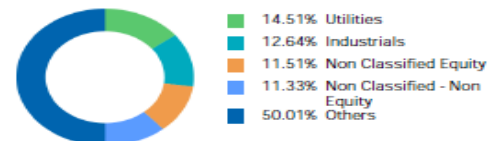
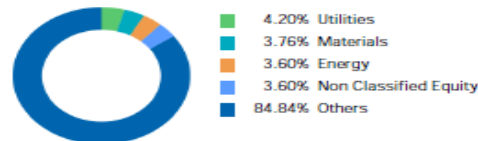


Asset Allocation (Model Portfolio vs Selected Portfolio)



Latest Lipper File Uploaded on 03/08/2020

Sector Allocation (Model Portfolio vs Selected Portfolio)

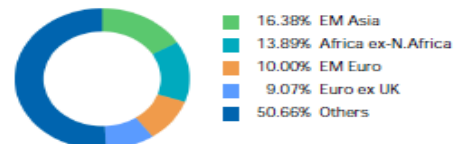
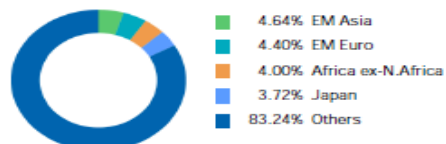


Latest Lipper File Uploaded on 03/08/2020

Screen: Comparison with Model Portfolio for Investment Risk Profile

Comparison with Model Portfolio for Balance Risk Profile

Geographical Allocation (Model Portfolio vs Selected Portfolio)

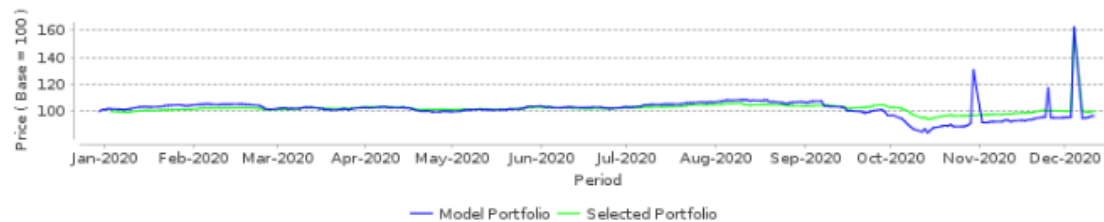


Latest Lipper File Uploaded on 03/08/2020

Screen: Comparison with Model Portfolio for Investment Risk Profile

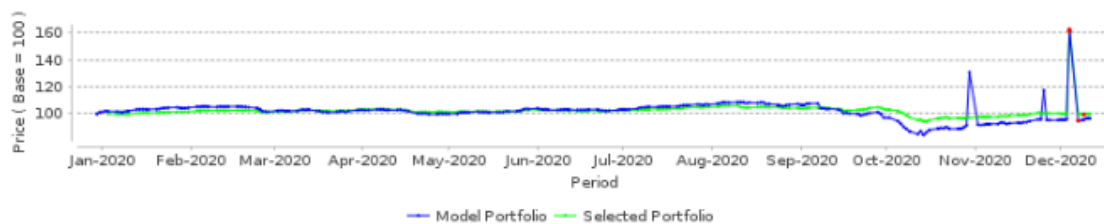
Comparison with Model Portfolio for Balance Risk Profile

Backtesting



Source of Portfolio UT funds' prices is from their respective Fund Houses.

Max Drawdown



Source of Portfolio UT funds' prices is from their respective Fund Houses.

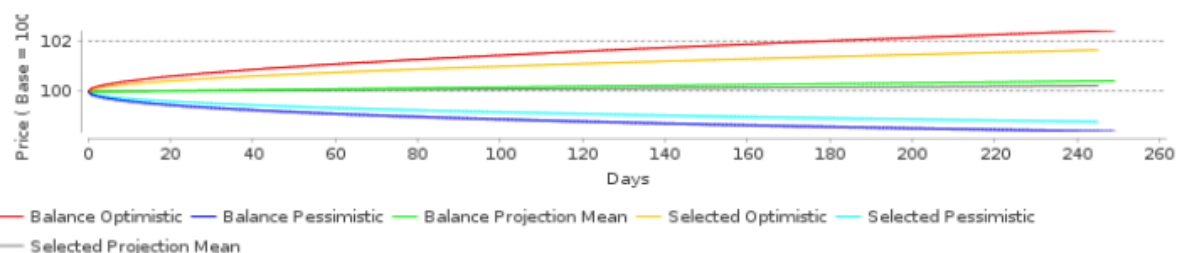
	Max Drawdown	Standard Deviation	Beta	Sharpe Ratio
Model Portfolio	-0.4148	6.3991	0.0011	0.4023

Source of Portfolio UT funds' prices is from their respective Fund Houses.

	Max Drawdown	Standard Deviation	Beta	Sharpe Ratio
Selected Portfolio	-0.3823	0.7246	-0.0046	-0.6075

Source of Portfolio UT funds' prices is from their respective Fund Houses.

Performance Projection

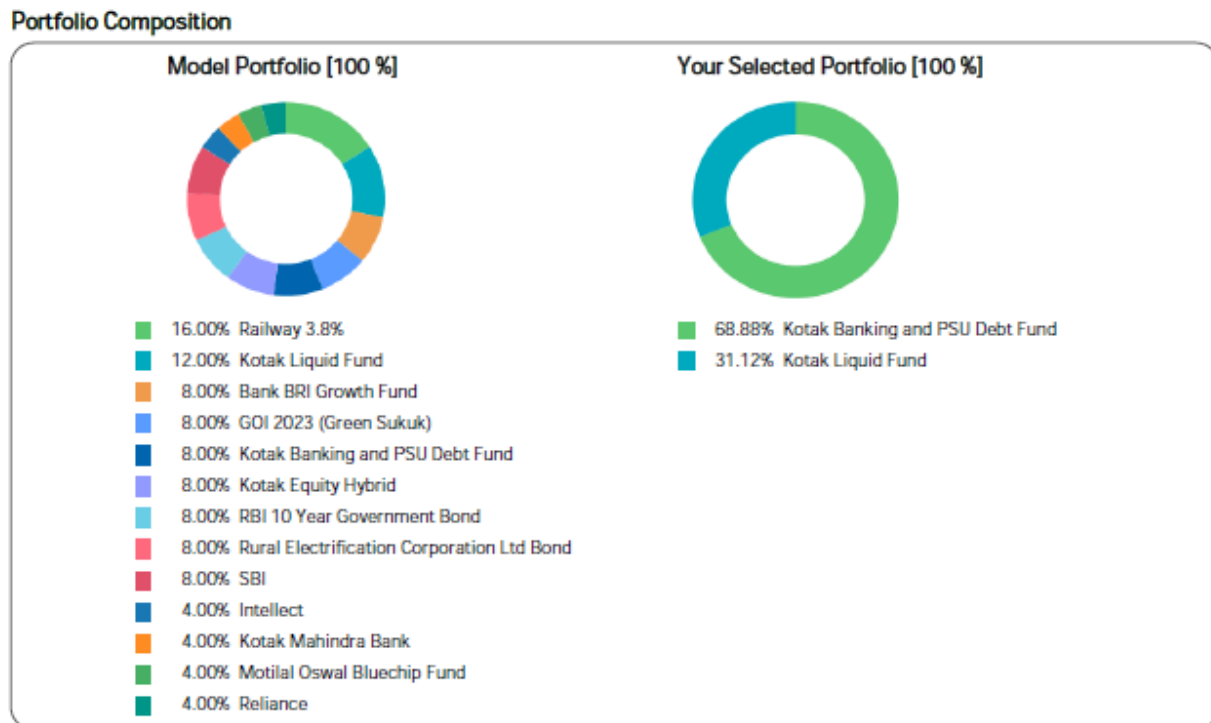


Source of Portfolio UT funds' prices is from their respective Fund Houses.

Screen: Comparison with Model Portfolio for Investment Risk Profile

A. Portfolio Composition

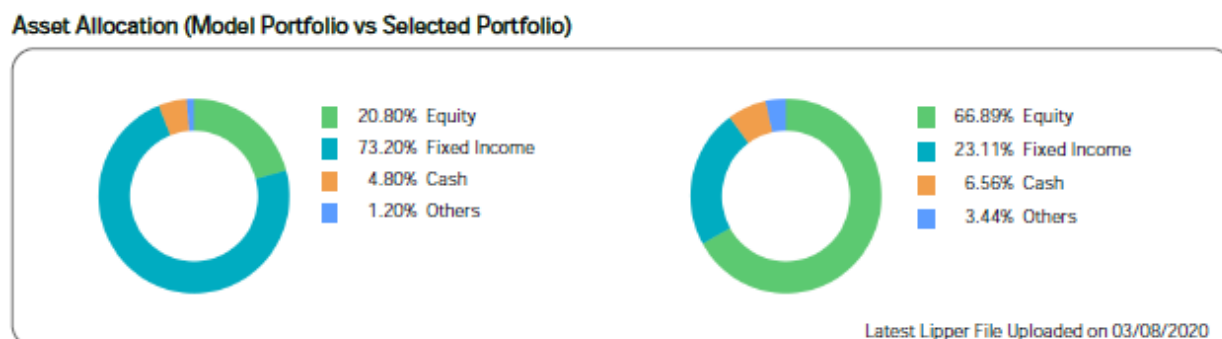
This section displays the composition of the Investment Profile's Model Portfolio vs. the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen Portfolio Composition



Screen: Portfolio Comparison

B. Asset Allocation (Model Portfolio vs. Selected Portfolio)

This section displays the Asset Allocation details of the Investment Profile's Model Portfolio vs. the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen Portfolio Composition

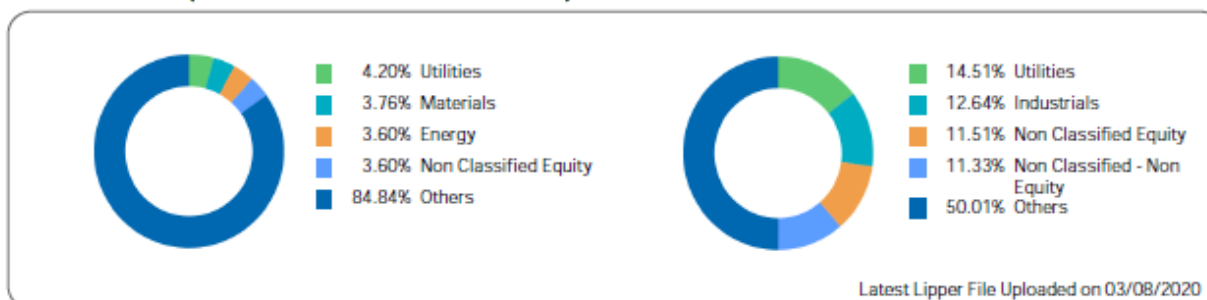


Screen: Asset Allocation

C. Sector Allocation (Model Portfolio vs. Selected Portfolio)

This section displays the Sector or Industry wise Allocation details of the Investment Profile's Model Portfolio vs. the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen Portfolio Composition

Sector Allocation (Model Portfolio vs Selected Portfolio)



Screen: Sector Allocation

D. Geographical Allocation Model (Model Portfolio vs. Selected Portfolio)

This section displays the Geographical exposure of the Investment Profile's Model Portfolio vs. the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen Portfolio Composition

Geographical Allocation (Model Portfolio vs Selected Portfolio)

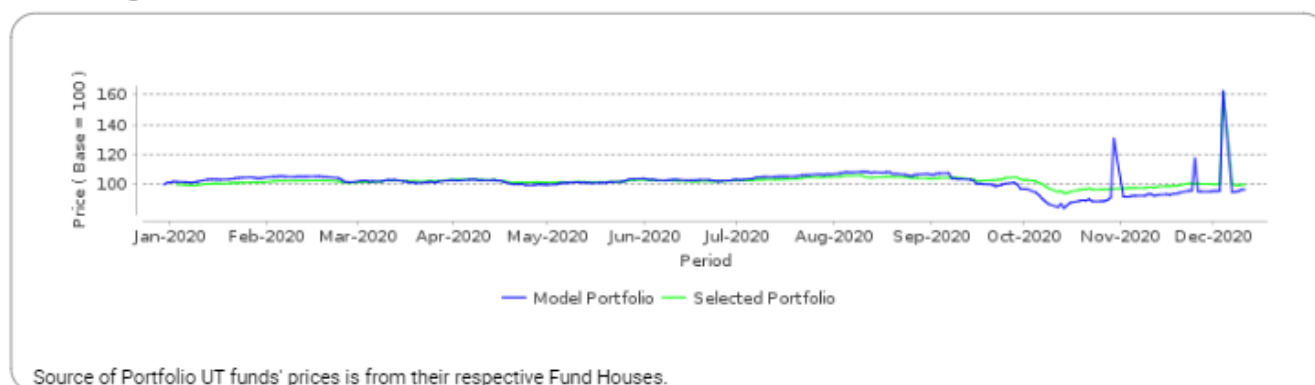


Screen: Geographical Allocation

E. Backtesting

This section displays the Backtesting results of the Investment Profile's Model Portfolio vs. the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen, over a time period

Backtesting



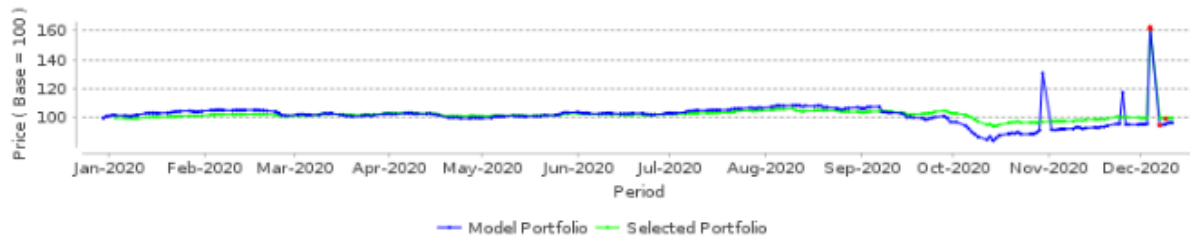
Screen: Backtesting

F. Max Drawdown

This section displays the maximum observed loss from a peak to a trough of a portfolio, before a new peak is attained. Maximum drawdown is an indicator of downside risk over a specified time period. This section also displays the Standard Deviation, Beta, and Sharpe Ratio of the Investment Profile's Model portfolio vs. Portfolio that has been selected by the customer for the particular goal in the Product Selection screen

- i. **Standard Deviation:** It measures the volatility of an investment. It measures the investment's risk and helps in analyzing the stability of returns of a portfolio
- ii. **Beta:** It measures the volatility—or systematic risk—of a security or portfolio compared to the market as a whole
- iii. **Sharpe Ratio:** It measures the excess portfolio return over the risk-free rate relative to its standard deviation

Max Drawdown



Source of Portfolio UT funds' prices is from their respective Fund Houses.

	Max Drawdown	Standard Deviation	Beta	Sharpe Ratio
Model Portfolio	-0.4148	6.3991	0.0011	0.4023

Source of Portfolio UT funds' prices is from their respective Fund Houses.

	Max Drawdown	Standard Deviation	Beta	Sharpe Ratio
Selected Portfolio	-0.3823	0.7246	-0.0046	-0.6075

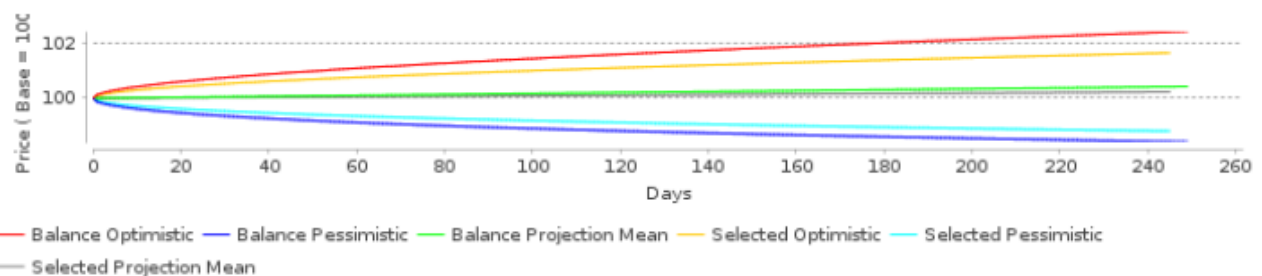
Source of Portfolio UT funds' prices is from their respective Fund Houses.

Screen: Max Drawdown

G. Performance Projection

This section displays the Optimistic, Pessimistic and Mean future projections for the Investment Profile's Model Portfolio vs. Portfolio that has been selected by the customer for the particular goal in the Product Selection screen

Performance Projection




Source of Portfolio UT funds' prices is from their respective Fund Houses.

Screen: Performance Projection

4.3.6 Product Selection Summary

This section displays the securities (grouped by product type) that customer would be willing to buy towards fulfilling the target amount as set in the goal. The total indicative investment amount is arrived at by adding the indicative investment values of all the individual securities that have been selected by the customer in the product selection screen



Bank (ORIGINAL)

Product Selection Summary

Unit Trust

Kotak Banking and PSU Debt Fund

INR | Local Equity Funds |

Return 17.75%(1M), 6.39%(3M), 1.10%(6M), 17.95%(1Y), 18.38%(3Y), 16.12%(5Y)

Indicative NAV/Price (INR)

122.68

Indicative Units

220.08

Action

Subscription

Indicative Amount (MYR)

27,000.00

Kotak Liquid Fund

INR | Local Equity Funds |

Return 12.48%(1M), 9.70%(3M), 19.25%(6M), 9.52%(1Y), 7.03%(3Y), 16.87%(5Y)

Indicative NAV/Price (INR)

12.22

Indicative Units

998.37

Action

Subscription

Indicative Amount (MYR)

12,200.00

Total Indicative Investment Amount

MYR 39,200.00

Screen: Product Selection Summary

4.3.7 Glossary

This section explains all the important terms that have been used in the proposal


Glossary

- **Target Goal Amount:** Future value of the goal amount entered by the user **Investment Required:** Lumpsum investment required to achieve target goal amount in given
- **Time horizon Allocation Amount:** Earmarked Amount shows the current market value of the assets tagged to the goal.
- **Shortfall:** Difference between Investment Required and Earmarked Amount **Implemented Amount:** Implemented amount refers to the amount proposed new investment amount i.e from product selection Remaining.
- **Performance Projection:** The user can see future projection for the 2 portfolios or securities being compared for a definite time into the future.
- **Backtesting:** The historical performance of two portfolios (hybrid benchmarks in case of model portfolios) or two securities are compared against one another over a chosen time period
- 1. **Max Drawdown:** A maximum drawdown (MDD) is the maximum observed loss from a peak to a trough of a portfolio, before a new peak is attained. Maximum drawdown is an indicator of downside risk over a specified time period
- 2. **Standard Deviation:** Standard deviation is a basic mathematical concept that measures volatility in the market, or the average amount by which individual data points differ from the mean
- 3. **Beta:** A beta coefficient is a measure of the volatility, or systematic risk, of an individual stock in comparison to the unsystematic risk of the entire market.
- **Sharpe Ratio:** One of the simplest of risk-adjusted performance measure is the Sharpe ratio, used by Sharpe (1966) to evaluate fund performances. The Sharpe ratio measures the degree to which a portfolio is able to yield a return in excess of the risk-free return to cash, per unit of risk. The higher the Sharpe ratio, the better is the Portfolio's performance relative to the investment risk of the portfolio.

Screen: Glossary

4.3.8 Disclaimer

This section displays the important disclaimers pertaining to the proposal


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Bank (ORIGINAL)

Disclaimer

- We make financial plan based on the information that you provide us and goals that you set for yourself. The results will depend on execution of our recommendations and true up of our assumptions.
- Tax assumptions currently made may undergo a substantial change based on regulatory policies in force from time to time.
- Please do not treat our plan as a legal or accounting advice. You should discuss this plan with your Lawyer and Chartered Accountant.
- The numbers in the plan are ball park estimates. The actual situation may not be same, depending on the various factors from time to time. There is no warranty on accuracy & we do not accept any liability for any error, omission or any loss in this regard.
- While we have tried our best to be as reasonably accurate as possible, we cannot assure you regarding the financial outcome of your investments. This is due to dynamic nature of our economic and tax environment.
- If the information you have provided is incorrect, the plan's outcome will reflect that. Please carefully review that the information you have provided to us is good.
- Assumptions made by us in good faith may impact in a negative or a positive way. Please review all assumptions at your end.
- Plan should be reviewed regularly, at least once in a year, and updated with the progress, current status and changes in future requirements.
- Past performance does not guarantee about future outcome.
- Our advice or recommendations are not insured in any manner.
- Errors & Omissions expected (E&OE).
- We reserve the right to amend the offerings, terms & conditions and other details without prior intimation.
- Verbal discussions with your planner are not considered as an advice by your planner. Clients are required to make a written request asking for advice. We are responsible to respond to you in writing.
- Our prices are subject to change without prior intimation.
- The services cannot be extended beyond the package expiry. The client should avail all services within the validity of the package.
- When an action is required from the client's side, we will make reasonable efforts of follow up and then apply 3 Strike rule. This means that after sending you 3 written reminders, our responsibility ends in relation to the outstanding action, input, review confirmation etc. pending at client's end.

Screen: Disclaimer

4.4 Proposal for Transact

A proposal for **Transact** can be generated whenever the customer chooses the “Transact” option in the Select Plan Journey Type screen and proceeds

The **Transact** Proposal document consists of following sections:

- 4.4.1 Executive Summary
- 4.4.2 Risk Profile
- 4.4.3 Model Portfolio for Investment Risk Profile
- 4.4.4 Your Selected Portfolio
- 4.4.5 Comparison with Model Portfolio for Investment Risk Profile
- 4.4.6 Your Selected
- 4.4.7 Product Selection Summary
- 4.4.8 Glossary
- 4.4.9 Disclaimer

4.4.1 Executive Summary

This section provides an overview of the Recommendation given to the customer. It gives the User an idea of the Investment Risk

Profile, the asset allocation, and the tagged and untagged assets for the customer

The Executive summary section displays the following details:

- A. Investment Risk Profile
- B. Asset Allocation
- C. Investment Selection
- D. Tagged and Untagged Assets

Executive Summary

This document has been provided as a reference tool based on certain assumptions and specific information that you have shared with us on your investment objective, risk appetite and investment preferences. These are some base elements for the transactions you intend to make and you have decided not to proceed with any specific type of goal planning.

Investment Risk Profile



Conservative

Risk: You can tolerate minimal level of risk and you prefer investment with limited negative price movement.

Return: Your target investments are looking to generate return slightly higher than fixed deposit rates.

Investment Horizon: 1 year and above.

Asset Allocation



Model Portfolio

- 40.00% Equity
- 30.00% Fixed Income
- 30.00% Others



Your Selected Portfolio

- 100.00% Equity

Latest Lipper File dated 30/11/2020

Investment Selection



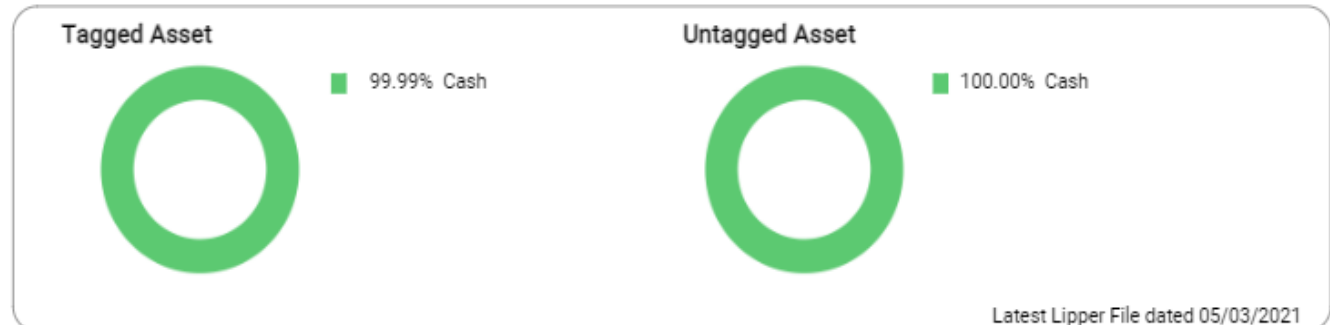
■ 100.00% ConservativeTrust006

Important Note : The Model Portfolio that you have selected for comparison and consideration is of higher risk level than your profiled investment risk appetite currently.

Continued on Next Page

[Screen: Executive Summary](#)

Tagged & Untagged Assets



Screen: Executive Summary

A. Investment Risk Profile

This section displays the customer's current risk appetite, the level of return that can be expected by the customer if they take the aforementioned risk, and the associated time horizon

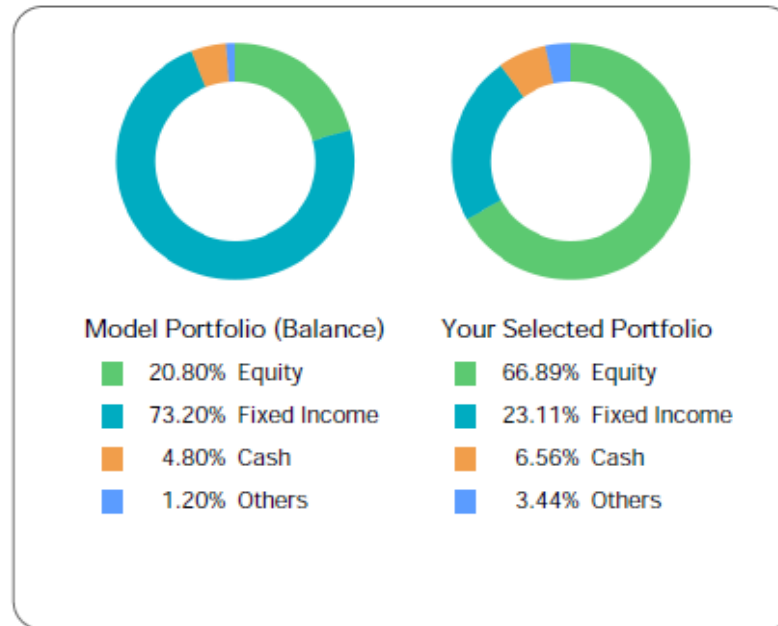


Screen: Investment Risk Profile

B. Asset Allocation

This section displays the applicable model asset allocation based on the customer risk appetite. This is compared with the asset allocation of the selected portfolio by the customer for the goal

Asset Allocation

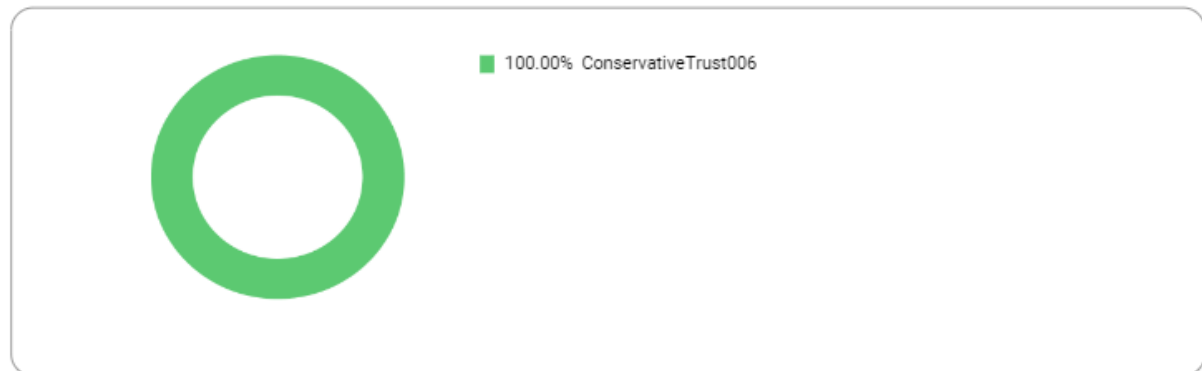


Screen: Asset Allocation

C. Investment Selection

This section displays the Investment selection made by the customer

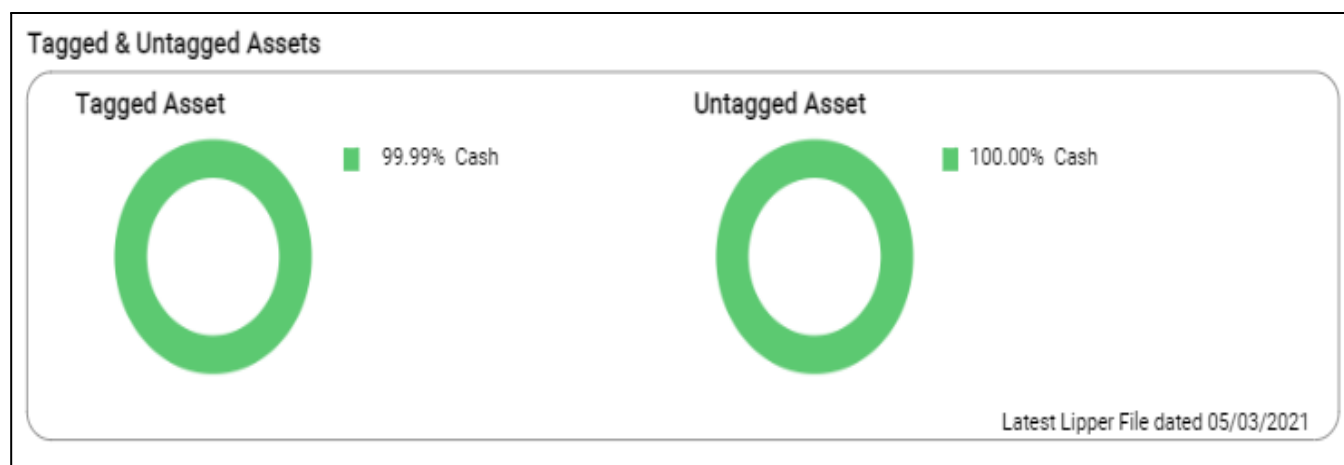
Investment Selection



Screen: Investment Selection

D. Tagged and Untagged Assets

This section displays the composition of the assets that have been tagged to various goals by the customer and the composition of the assets that the customer has but have not been tagged to any goals

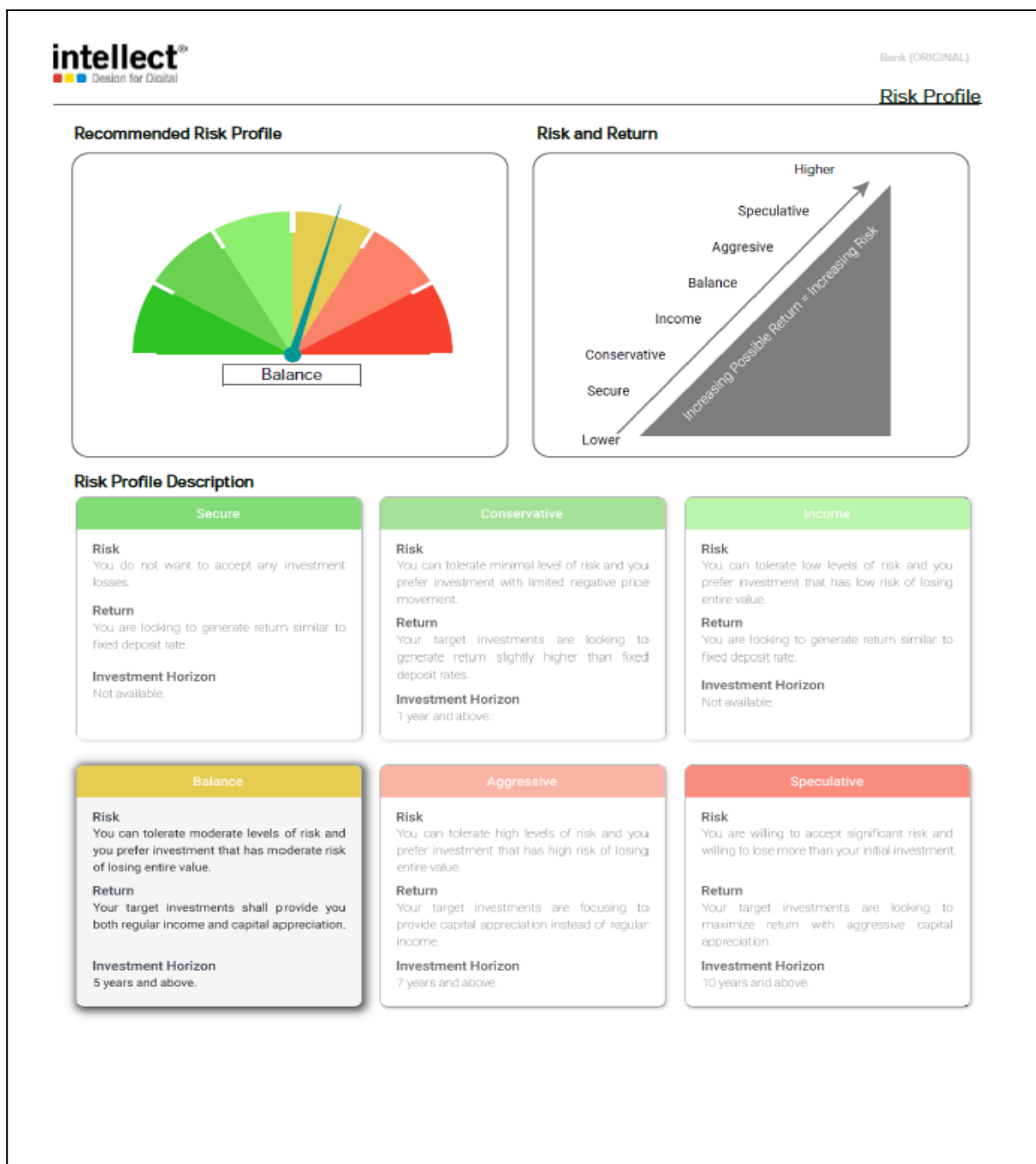


Screen: Tagged and Untagged Assets

4.4.2 Risk Profile

The Risk Profile section gives an overview of the customer's risk appetite and the details for all the risk profiles existing in the system. It displays the following details:

- A. Recommended Risk Profile
- B. Risk and Return
- C. Risk Profile Description

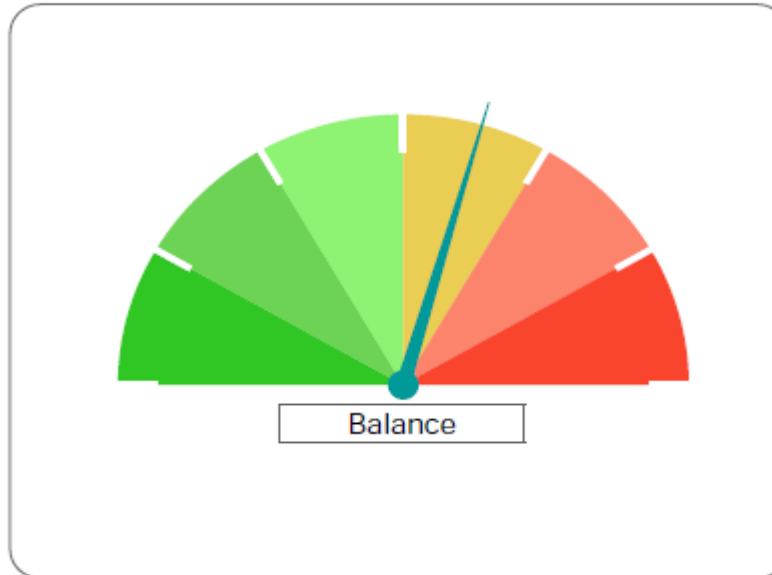


Screen: Risk Profile

A. Recommended Risk Profile

This section displays the risk profile that has been assessed by the system as per the answers provided by the customer in the Risk Profile Questionnaire

Recommended Risk Profile

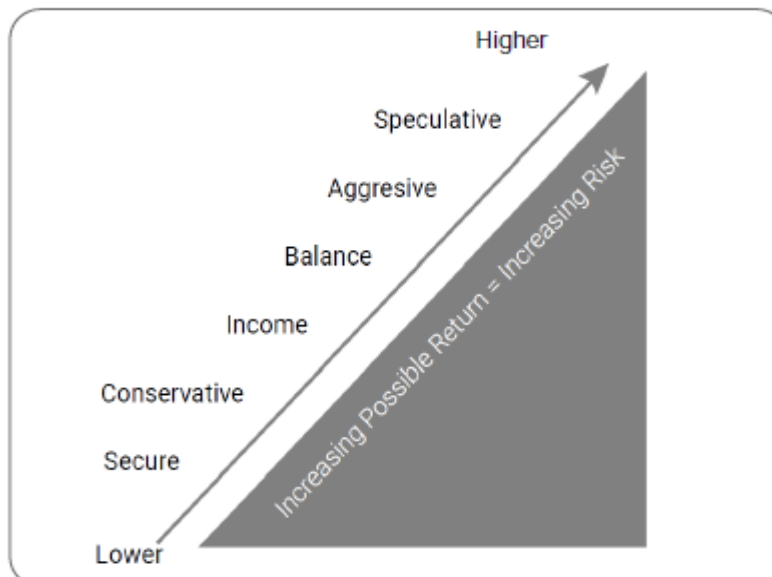


Screen: Recommended Risk Profile

B. Risk and Return

This section displays the Risk-Return graph to the User, indicating that a higher risk is generally associated with a higher return

Risk and Return



Screen: Risk and Return

C. Risk Profile Description

This section displays the details of all the Risk Profiles that exist in the system, including the risk and return levels associated with each Risk Profile, and their corresponding Investment time horizons. The system assessed risk profile of the customer is displayed by the highlighted block

Risk Profile Description

Secure <p>Risk You do not want to accept any investment losses.</p> <p>Return You are looking to generate return similar to fixed deposit rate.</p> <p>Investment Horizon Not available.</p>	Conservative <p>Risk You can tolerate minimal level of risk and you prefer investment with limited negative price movement.</p> <p>Return Your target investments are looking to generate return slightly higher than fixed deposit rates.</p> <p>Investment Horizon 1 year and above.</p>	Income <p>Risk You can tolerate low levels of risk and you prefer investment that has low risk of losing entire value.</p> <p>Return You are looking to generate return similar to fixed deposit rate.</p> <p>Investment Horizon Not available.</p>
Balance <p>Risk You can tolerate moderate levels of risk and you prefer investment that has moderate risk of losing entire value.</p> <p>Return Your target investments shall provide you both regular income and capital appreciation.</p> <p>Investment Horizon 5 years and above.</p>	Aggressive <p>Risk You can tolerate high levels of risk and you prefer investment that has high risk of losing entire value.</p> <p>Return Your target investments are focusing to provide capital appreciation instead of regular income.</p> <p>Investment Horizon 7 years and above.</p>	Speculative <p>Risk You are willing to accept significant risk and willing to lose more than your initial investment.</p> <p>Return Your target investments are looking to maximize return with aggressive capital appreciation.</p> <p>Investment Horizon 10 years and above.</p>

Screen: Risk Profile Description

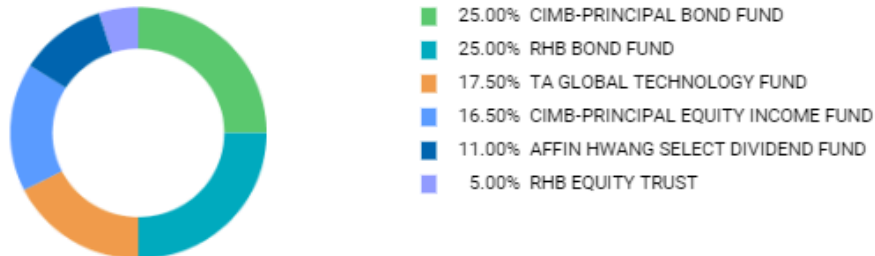
4.4.3 Model Portfolio for Investment Risk Profile

The Investment Profile here refers to the Customer Risk Appetite itself. It displays the following details:

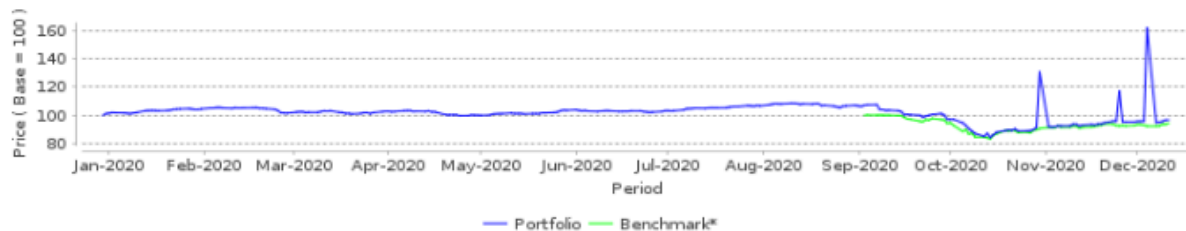
- Portfolio Composition
- Historical Performance
- Allocation Breakdown

Model Portfolio for Balance Risk Profile

Portfolio Composition

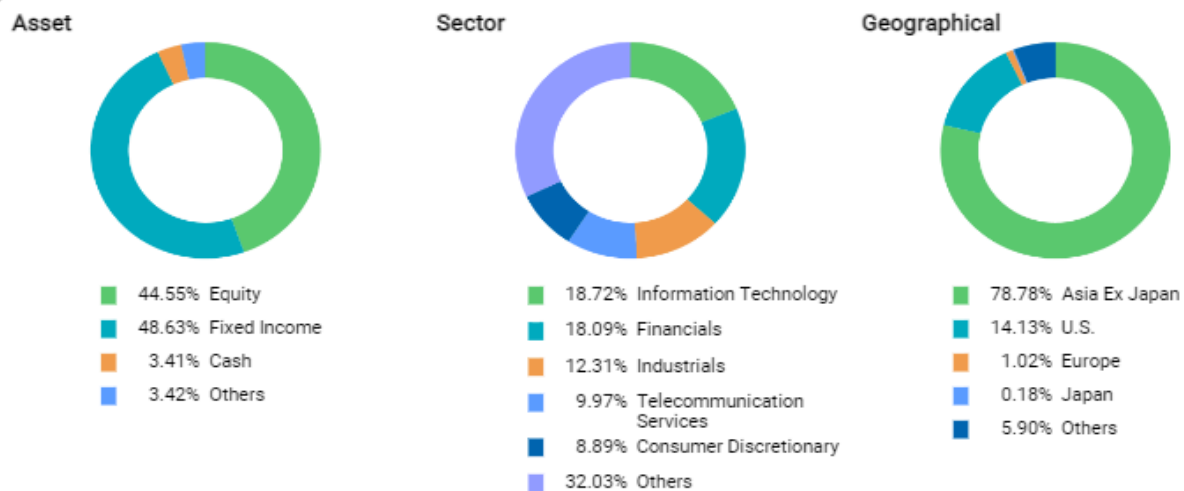


Historical Performance



*Benchmark: 10% FD + 45% LEGATRUU + 45% MXWO.
Source of Portfolio UT funds' prices is from their respective Fund Houses.

Allocation Breakdown



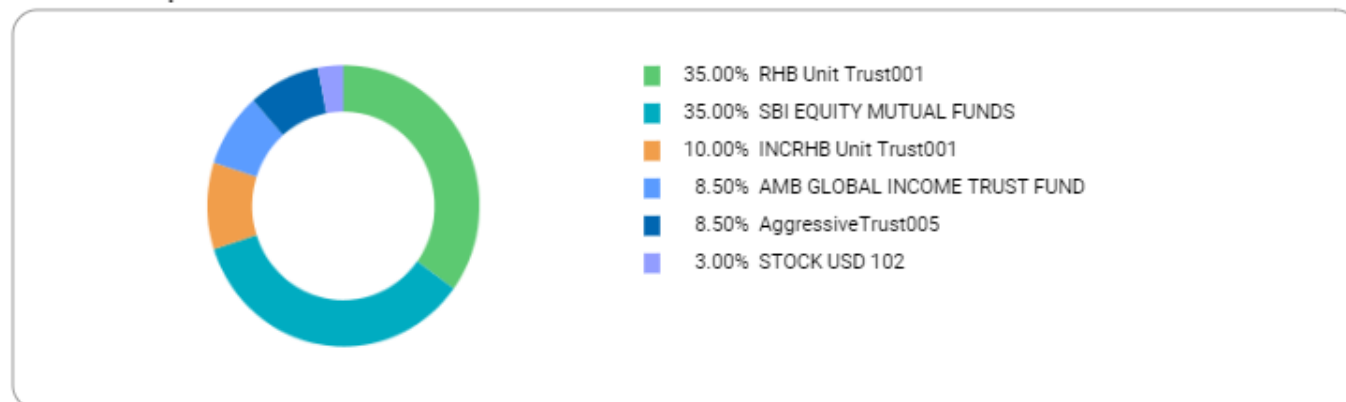
Latest Lipper File dated 05/03/2021

Screen: Model Risk Portfolio for Investment Risk Profile

A. Portfolio Composition

This section displays the securities and their respective % allocations of the Investment Profile's Model Portfolio

Portfolio Composition

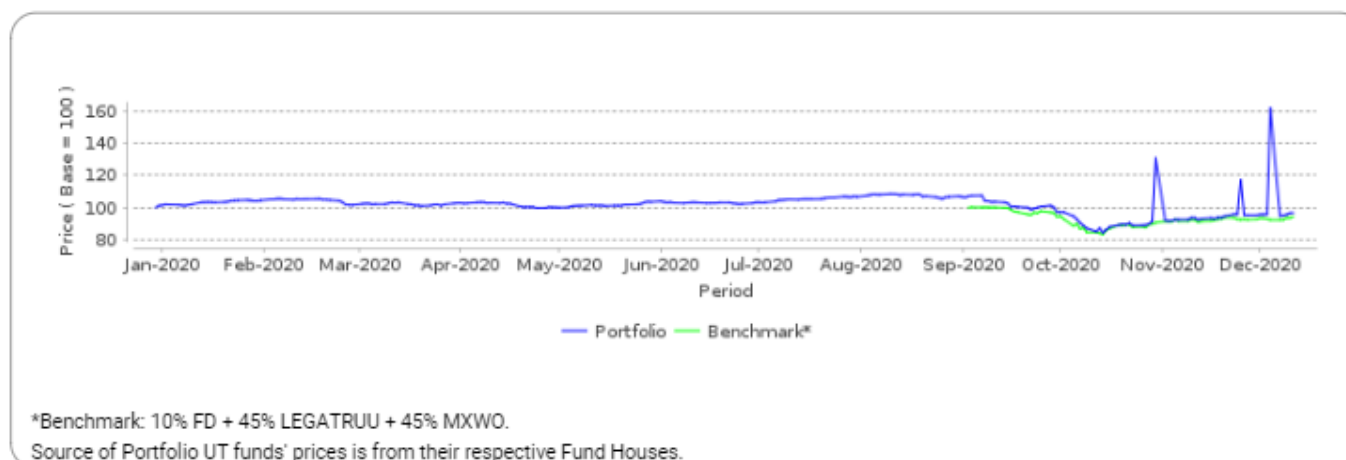


Screen: Portfolio Composition

B. Historical Performance

This section displays the Historical Performance of the Model Portfolio for the Investment profile vs. its Benchmark

Historical Performance

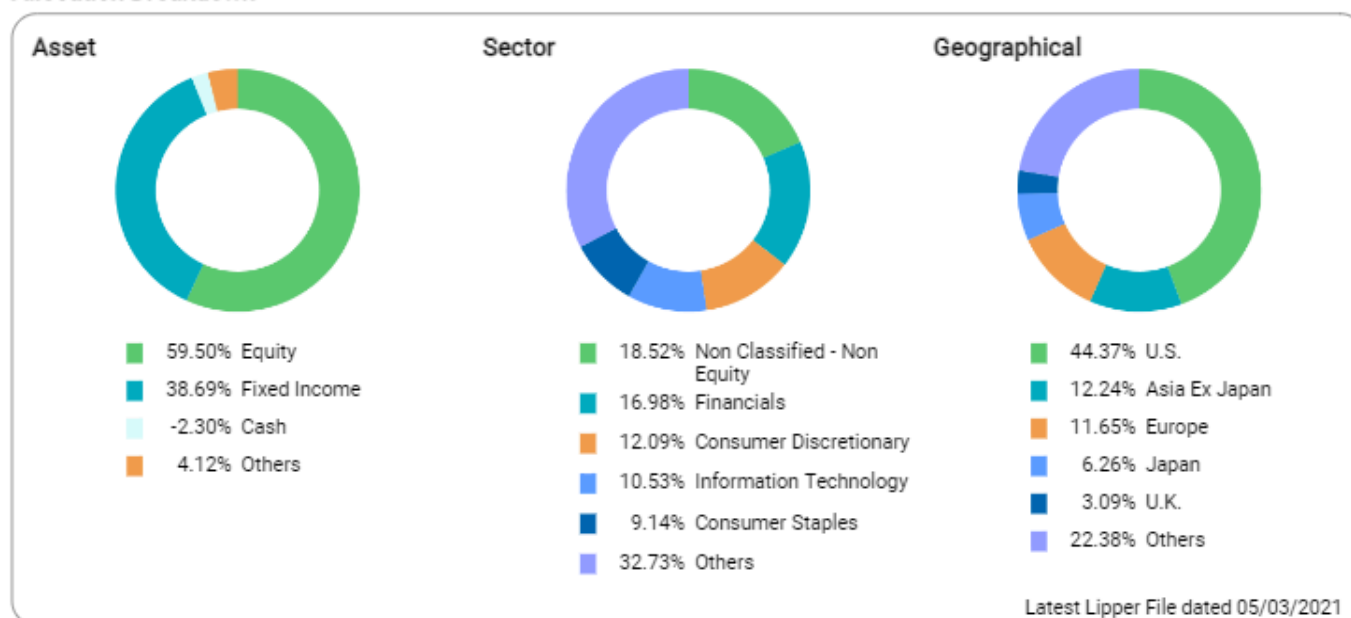


Screen: Historical Performance

C. Allocation Breakdown

This section displays the Asset wise, Sector wise and Geographical exposure wise break-up of the Investment Profile's Model Portfolio

Allocation Breakdown



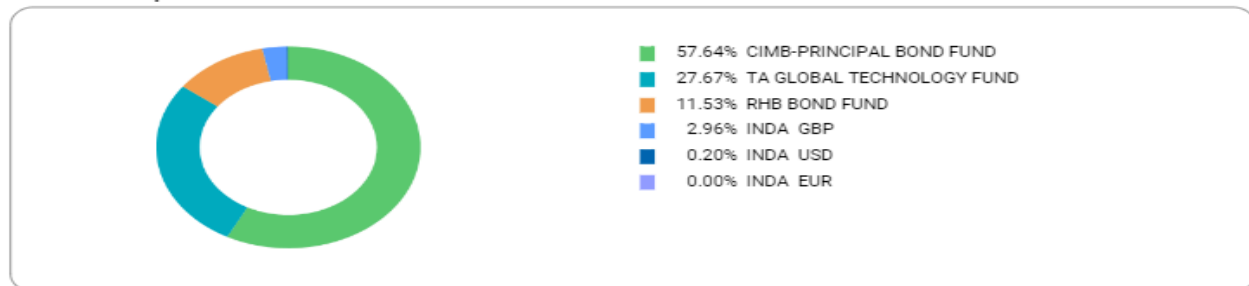
Screen: Allocation Breakdown

4.4.4 Your Selected Portfolio

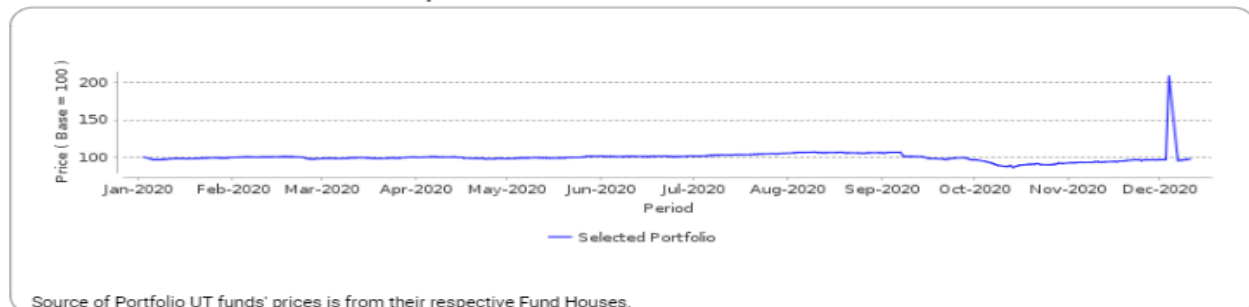
The Your Selected Portfolio section provides details of the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen. It displays the following:

- Portfolio Composition
- Historical Performance of Portfolio Composition
- Allocation Breakdown

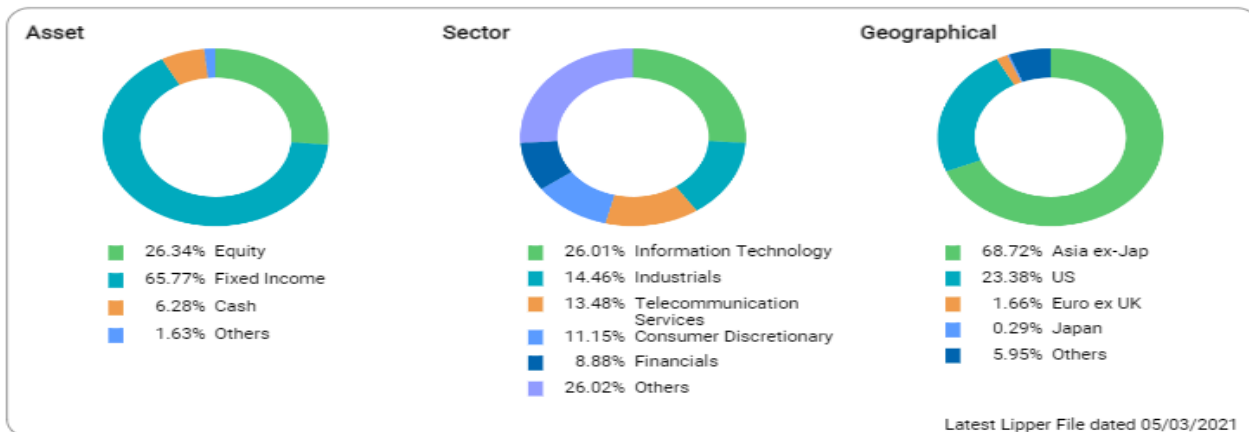
Portfolio Composition



Historical Performance of Portfolio Composition



Allocation Breakdown

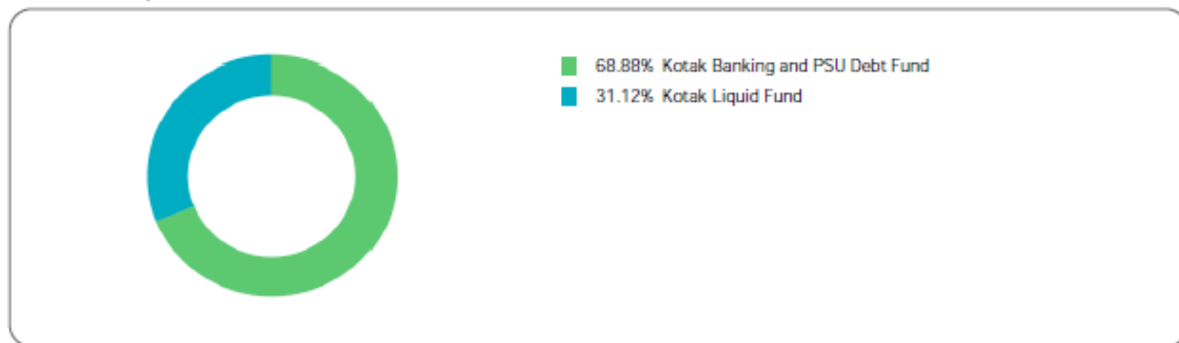


Screen: Your Selected Portfolio

A. Portfolio Composition

This section displays the securities and their respective % allocations that the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen

Portfolio Composition

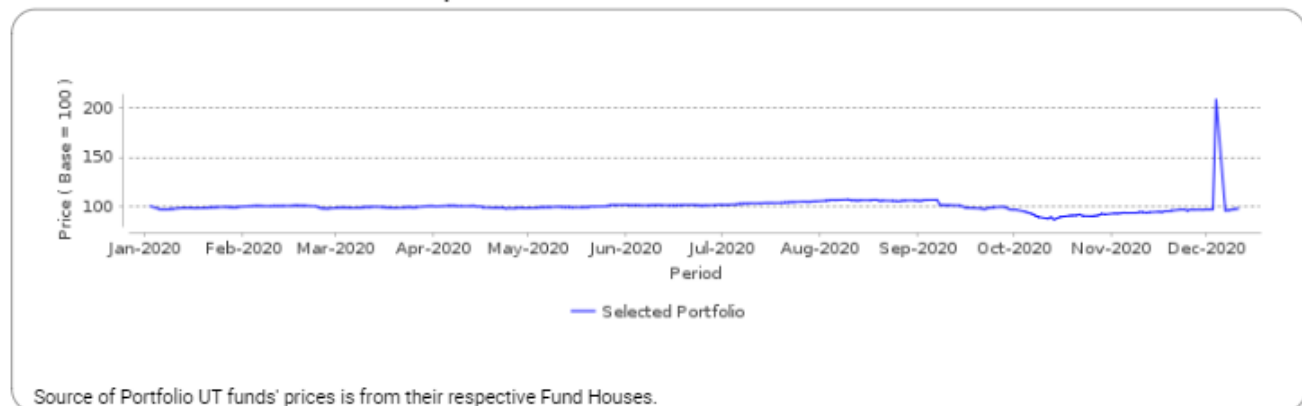


Screen: Portfolio Composition

B. Historical Performance of Portfolio Composition

This section displays the Historical Performance of the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen

Historical Performance of Portfolio Composition

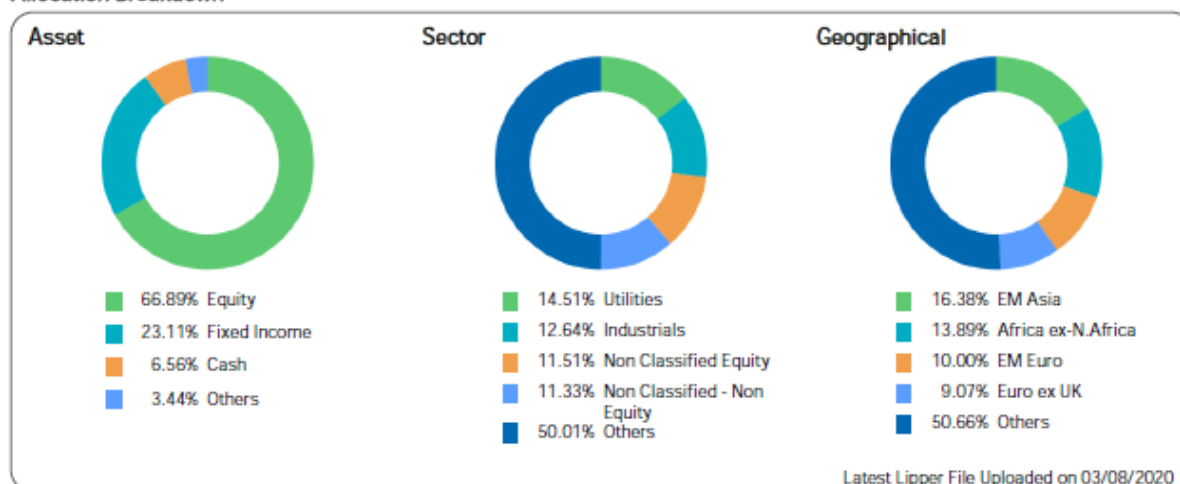


Screen: Historical Performance of Portfolio Composition

C. Allocation Breakdown

This section displays the Asset wise, Sector wise and Geographical exposure wise break-up of the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen

Allocation Breakdown

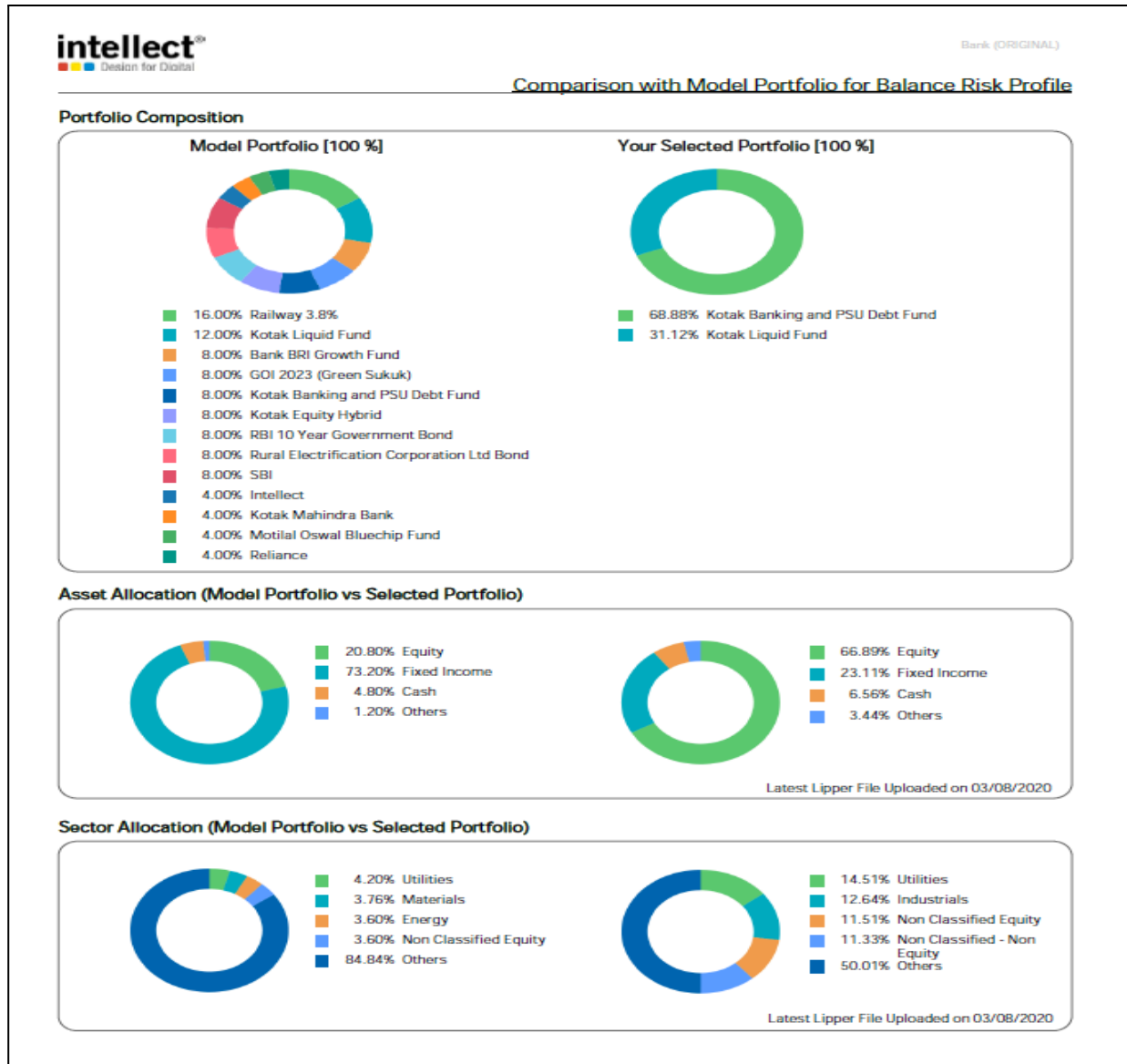


Screen: Allocation Breakdown

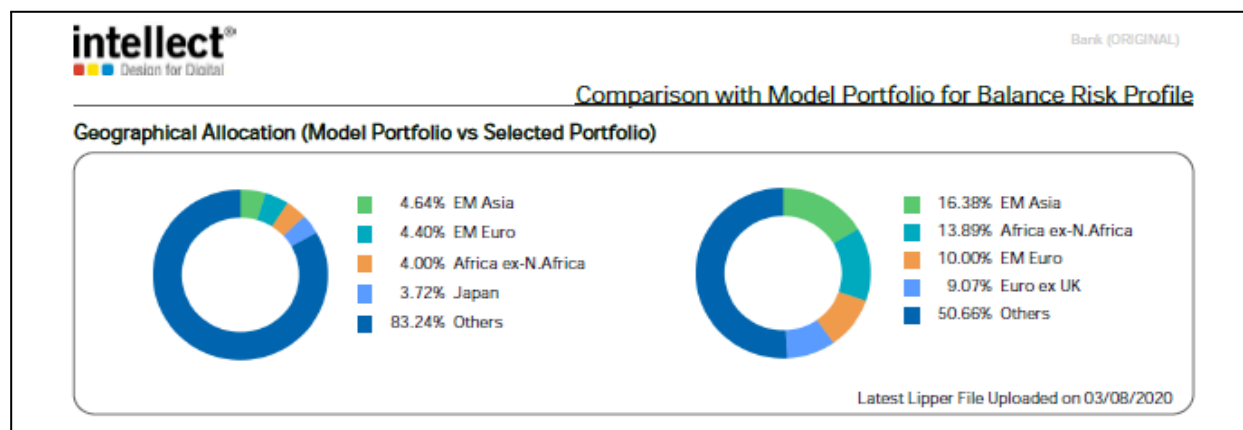
4.4.5 Comparison with Model Portfolio for Investment Risk Profile

Investment Risk Profile here refers to the Customer's Risk Appetite. This section provides a detailed comparison of the Investment Profile's Model Portfolio vs. the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen Portfolio Composition

- A. Portfolio Composition
- B. Asset Allocation (Model Portfolio vs. Selected Portfolio)
- C. Sector Allocation (Model Portfolio vs. Selected Portfolio)
- D. Geographical Allocation Model (Model Portfolio vs. Selected Portfolio)



Screen: Comparison with Model Portfolio for Investment Risk Profile

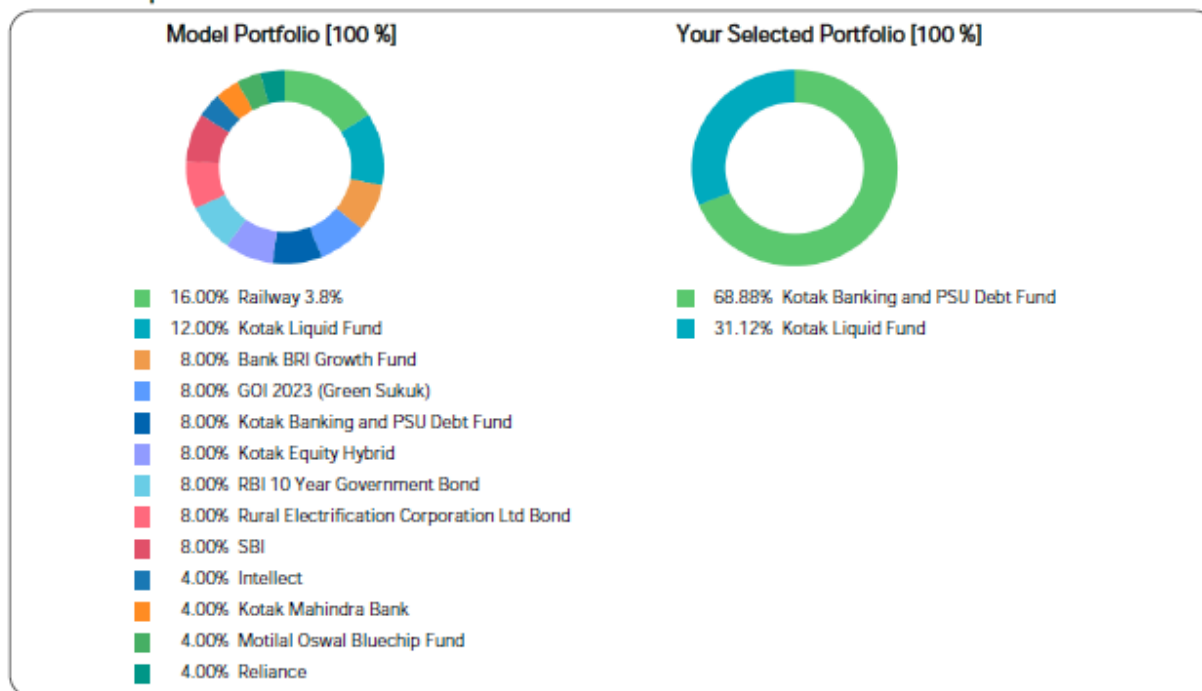


Screen: Comparison with Model Portfolio for Investment Risk Profile

A. Portfolio Composition

This section displays the composition of the Investment Profile's Model Portfolio vs. the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen Portfolio Composition

Portfolio Composition

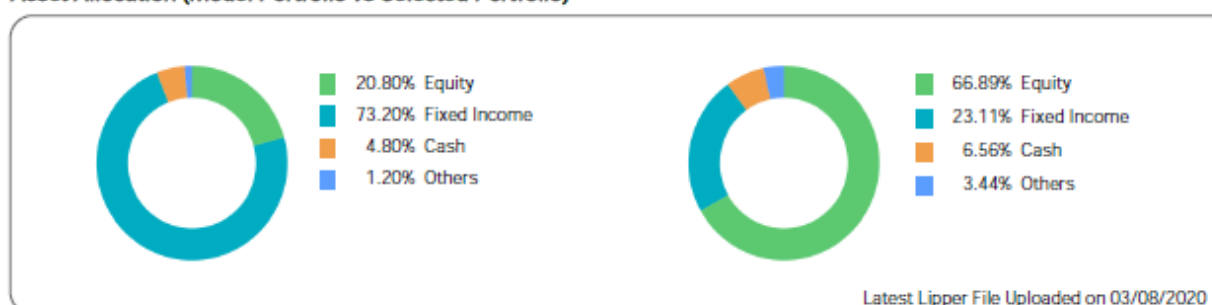


Screen: Portfolio Comparison

B. Asset Allocation (Model Portfolio vs. Selected Portfolio)

This section displays the Asset Allocation details of the Investment Profile's Model Portfolio vs. the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen Portfolio Composition

Asset Allocation (Model Portfolio vs Selected Portfolio)

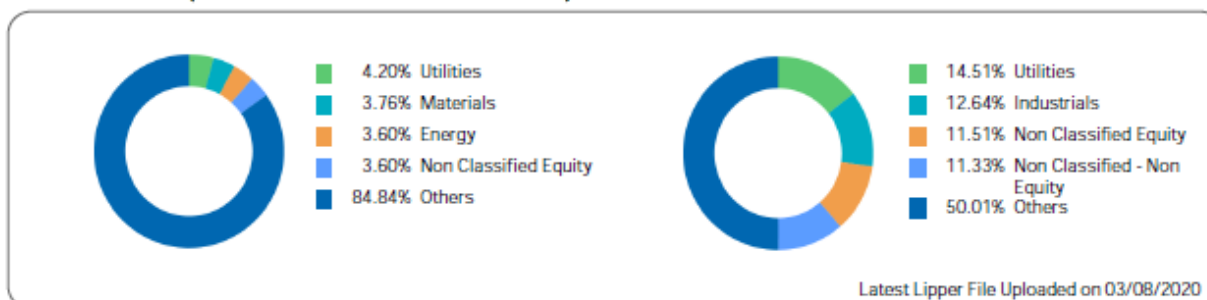


Screen: Asset Allocation

C. Sector Allocation (Model Portfolio vs. Selected Portfolio)

This section displays the Sector or Industry wise Allocation details of the Investment Profile's Model Portfolio vs. the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen Portfolio Composition

Sector Allocation (Model Portfolio vs Selected Portfolio)



Screen: Sector Allocation

D. Geographical Allocation Model (Model Portfolio vs. Selected Portfolio)

This section displays the Geographical exposure of the Investment Profile's Model Portfolio vs. the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen Portfolio Composition

Geographical Allocation (Model Portfolio vs Selected Portfolio)



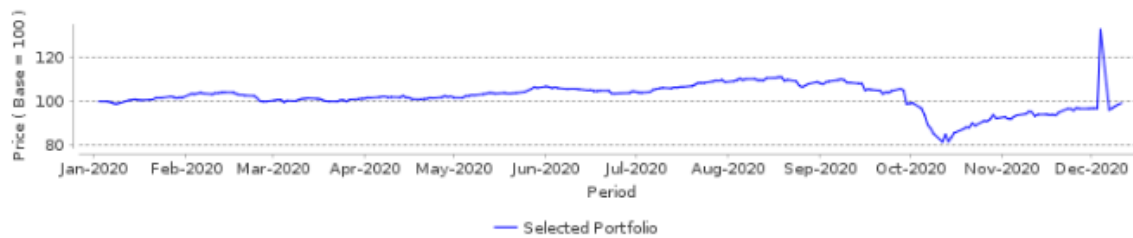
Screen: Geographical Allocation

4.4.6 Your Selected Portfolio

The Your Selected Portfolio section provides details of the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen. It displays the following:

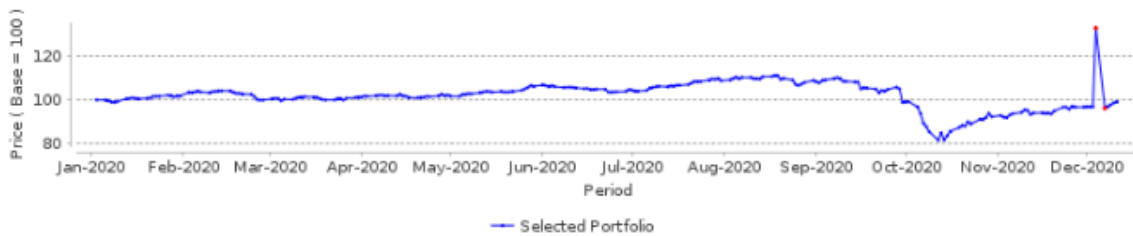
- A. Backtesting
- B. Max Drawdown
- C. Performance Projection

Backtesting



Source of Portfolio UT funds' prices is from their respective Fund Houses.

Max Drawdown

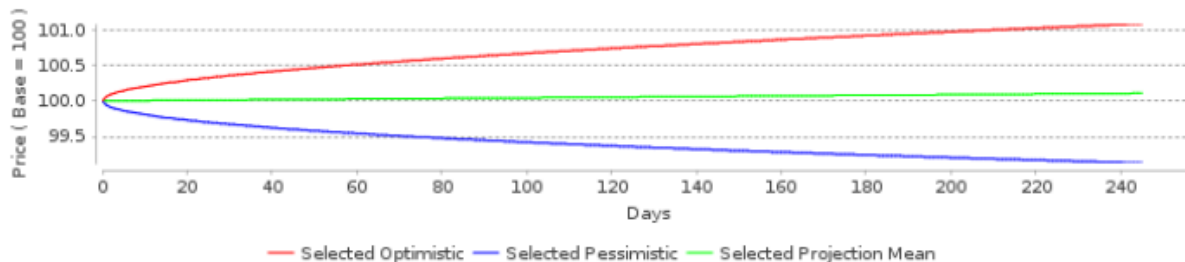


Source of Portfolio UT funds' prices is from their respective Fund Houses.

Selected Portfolio	Max Drawdown	Standard Deviation	Beta	Sharpe Ratio
	-0.2756	0.4904	0.0218	-1.2597

Source of Portfolio UT funds' prices is from their respective Fund Houses.

Performance Projection



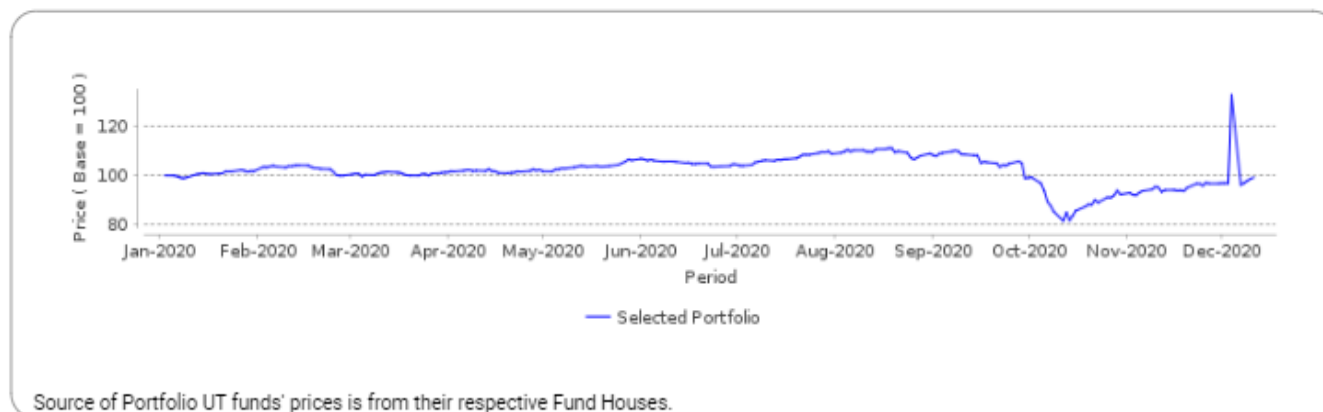
Source of Portfolio UT funds' prices is from their respective Fund Houses.

Screen: Your Selected Portfolio

A. Backtesting

This section displays the Back testing results of the Portfolio that has been selected by the customer for the goal in the Product Selection screen, over a time period

Backtesting



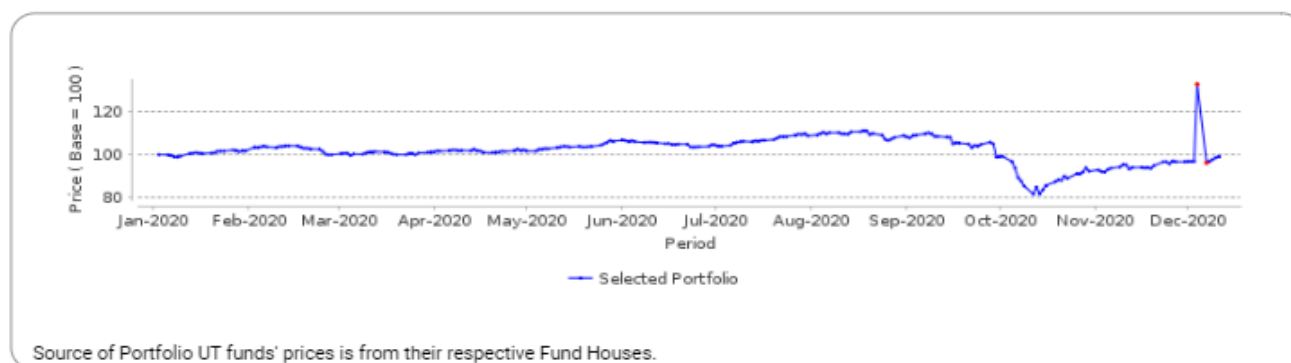
Screen: Backtesting

B. Max Drawdown

This section displays the maximum observed loss from a peak to a trough of a portfolio, before a new peak is attained. Maximum drawdown is an indicator of downside risk over a specified time period. This section also displays the Standard Deviation, Beta, and Sharpe Ratio of the Portfolio that has been selected by the customer for the goal

- Standard Deviation:** It measures the volatility of an investment. It measures the investment's risk and helps in analyzing the stability of returns of a portfolio
- Beta:** It measures the volatility—or systematic risk—of a security or portfolio compared to the market as a whole
- Sharpe Ratio:** It measures the excess portfolio return over the risk-free rate relative to its standard deviation

Max Drawdown



Selected Portfolio	Max Drawdown	Standard Deviation	Beta	Sharpe Ratio
	-0.2756	0.4904	0.0218	-1.2597

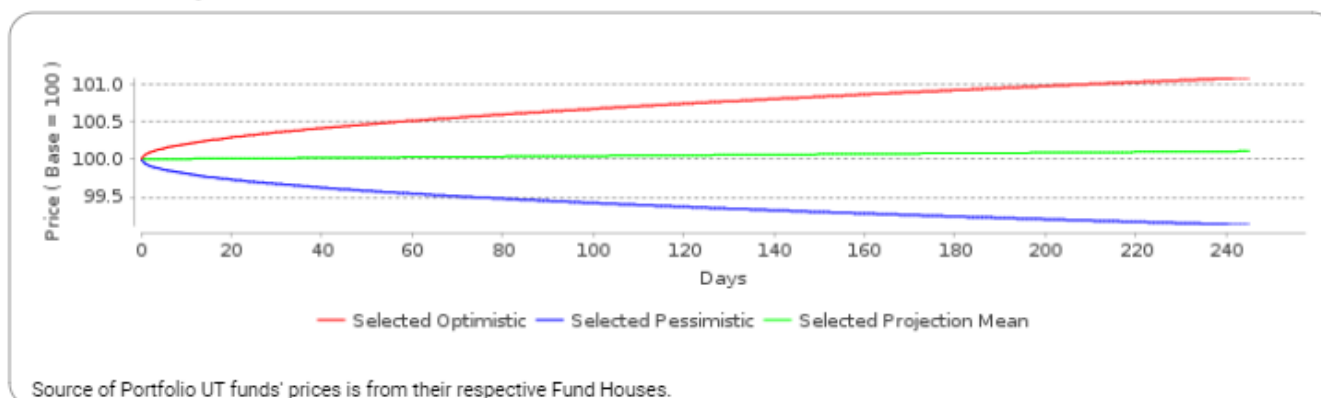
Source of Portfolio UT funds' prices is from their respective Fund Houses.

Screen: Max Drawdown

C. Performance Projection

This section displays the Optimistic, Pessimistic and Mean future projections for the Portfolio that has been selected by the customer for the particular goal in the Product Selection screen


Performance Projection



Screen: Performance Projection

4.4.7 Product Selection Summary

This section displays the securities (grouped by product type) that customer would be willing to buy. The total indicative investment amount is arrived at by adding the indicative investment values of all the individual securities that have been selected by the customer in the product selection screen



Bank (ORIGINAL)

Product Selection Summary

Unit Trust

Kotak Banking and PSU Debt Fund

INR | Local Equity Funds |

Return 17.75%(1M), 6.39%(3M), 1.10%(6M), 17.95%(1Y), 18.38%(3Y), 16.12%(5Y)

Indicative NAV/Price (INR)

122.68

Indicative Units

220.08

Action

Subscription

Indicative Amount (MYR)

27,000.00

Kotak Liquid Fund

INR | Local Equity Funds |

Return 12.48%(1M), 9.70%(3M), 19.25%(6M), 9.52%(1Y), 7.03%(3Y), 16.87%(5Y)

Indicative NAV/Price (INR)

12.22

Indicative Units

998.37

Action

Subscription

Indicative Amount (MYR)

12,200.00


Total Indicative Investment Amount

MYR 39,200.00

Screen: Product Selection Summary

4.4.8 Glossary

This section explains all the important terms that have been used in the proposal


Bank (ORIGINAL)

Glossary

- **Target Goal Amount:** Future value of the goal amount entered by the user **Investment Required:** Lumpsum investment required to achieve target goal amount in given
- **Time horizon Allocation Amount:** Earmarked Amount shows the current market value of the assets tagged to the goal.
- **Shortfall:** Difference between Investment Required and Earmarked Amount **Implemented Amount:** Implemented amount refers to the amount proposed new investment amount i.e from product selection Remaining.
- **Performance Projection:** The user can see future projection for the 2 portfolios or securities being compared for a definite time into the future.
- **Backtesting:** The historical performance of two portfolios (hybrid benchmarks in case of model portfolios) or two securities are compared against one another over a chosen time period

1. **Max Drawdown:** A maximum drawdown (MDD) is the maximum observed loss from a peak to a trough of a portfolio, before a new peak is attained. Maximum drawdown is an indicator of downside risk over a specified time period
2. **Standard Deviation:** Standard deviation is a basic mathematical concept that measures volatility in the market, or the average amount by which individual data points differ from the mean
3. **Beta:** A beta coefficient is a measure of the volatility, or systematic risk, of an individual stock in comparison to the unsystematic risk of the entire market.

- **Sharpe Ratio:** One of the simplest of risk-adjusted performance measure is the Sharpe ratio, used by Sharpe (1966) to evaluate fund performances. The Sharpe ratio measures the degree to which a portfolio is able to yield a return in excess of the risk-free return to cash, per unit of risk. The higher the Sharpe ratio, the better is the Portfolio's performance relative to the investment risk of the portfolio.

Screen: Glossary

4.4.9 Disclaimer

This section displays the important disclaimers pertaining to the proposal

Disclaimer

- We make financial plan based on the information that you provide us and goals that you set for yourself. The results will depend on execution of our recommendations and true up of our assumptions.
- Tax assumptions currently made may undergo a substantial change based on regulatory policies in force from time to time.
- Please do not treat our plan as a legal or accounting advice. You should discuss this plan with your Lawyer and Chartered Accountant.
- The numbers in the plan are ball park estimates. The actual situation may not be same, depending on the various factors from time to time. There is no warranty on accuracy & we do not accept any liability for any error, omission or any loss in this regard.
- While we have tried our best to be as reasonably accurate as possible, we cannot assure you regarding the financial outcome of your investments. This is due to dynamic nature of our economic and tax environment.
- If the information you have provided is incorrect, the plan's outcome will reflect that. Please carefully review that the information you have provided to us is good.
- Assumptions made by us in good faith may impact in a negative or a positive way. Please review all assumptions at your end.
- Plan should be reviewed regularly, at least once in a year, and updated with the progress, current status and changes in future requirements.
- Past performance does not guarantee about future outcome.
- Our advice or recommendations are not insured in any manner.
- Errors & Omissions expected (E&OE).
- We reserve the right to amend the offerings, terms & conditions and other details without prior intimation.
- Verbal discussions with your planner are not considered as an advice by your planner. Clients are required to make a written request asking for advice. We are responsible to respond to you in writing.
- Our prices are subject to change without prior intimation.
- The services cannot be extended beyond the package expiry. The client should avail all services within the validity of the package.
- When an action is required from the client's side, we will make reasonable efforts of follow up and then apply 3 Strike rule. This means that after sending you 3 written reminders, our responsibility ends in relation to the outstanding action, input, review confirmation etc. pending at client's end.

Screen: Disclaimer

5. Field Level Details

Please refer to the “Journey of Planning for Financial Goals and Making Investments” document for the Field Level Details

6. Validations

Not Applicable

7. Actors/Entitlements

1. Relationship Manager
2. Supervisor
3. Operations Team

8. Annexure

Not Applicable

9. Glossary

1. The terms Goal and Plan refer to financial goal of the customer and have been used interchangeably throughout this document
2. The terms Customer Risk Appetite and Customer Risk Profile have been used interchangeably throughout this document