



## BDO FOCUSED EQUITY FUND

## KEY INFORMATION AND INVESTMENT DISCLOSURE STATEMENT

Month Ended December 29, 2017

## FUND FACTS

<b>Classification:</b> Equity Fund	<b>Net Asset Value per Unit (NAVPU):</b> PHP104.8299
<b>Launch Date:</b> October 18, 2013	<b>Total Fund NAV:</b> PHP 1.044 Billion
<b>Minimum Investment:</b> PHP10,000.00	<b>Dealing Period:</b> Up to 2:30pm of any banking day
<b>Minimum Additional Investment / Maintaining Participation:</b> PHP10,000.00	<b>Redemption Settlement:</b> Four (4) banking days after the notice of redemption is received
<b>Minimum Holding Period:</b> 30 calendar days	<b>Early Redemption Fee:</b> 1.0% of Original Participation Amount

## FEES\*

Trustee Fees: <u>0.1292%</u>	Custodianship Fees: <u>0.0011%</u>	External Auditor Fees: <u>0.0000%</u>	Other Fees: <u>0.0000%</u>
BDO Trust and Investments Group	Deutsche Bank AG, Manila; PDTC	Punongbayan & Araullo	None

\*As a percentage of average daily NAV for the month valued at PHP 0.995 Billion.

## INVESTMENT OBJECTIVE AND STRATEGY

The Fund aims to pursue long-term capital growth by investing in a concentrated portfolio of exchange-listed stocks, the selection of which shall be determined by the Trustee based on operational performance, valuation and market sentiment. The Fund's benchmark is the Philippine Stock Exchange Composite Index (PSEi).

## CLIENT SUITABILITY

A client profiling process should be performed prior to participating in the Fund to guide the prospective investor if the Fund is suited to his/her investment objectives and risk tolerance. Clients are advised to read the Declaration of Trust/Plan Rules of the Fund, which may be obtained from the Trustee, before deciding to invest.

- ♦The BDO Focused Equity Fund is primarily suitable for individual and corporate investors with aggressive risk appetite and who seek potentially higher returns from a concentrated portfolio of stocks but are also aware of the possibility of capital losses that such investments may entail.
- ♦Participants/trustors are recommended to stay invested in the Fund for more than three (3) years.

## KEY RISKS AND RISK MANAGEMENT

You should not invest in this Fund if you do not understand or are not comfortable with the accompanying risks.

**Market/Price Risk.** This is the possibility for an investor to experience losses due to changes in market prices of securities. It is the exposure to the uncertain market value of a portfolio due to price fluctuations.

**Liquidity Risk.** This is the possibility for an investor to experience losses due to the inability to sell or convert assets into cash immediately or in instances where conversion to cash is possible but at a loss.

All the Fund's investment outlets undergo evaluation in accordance with the Trustee's Investment Policy Manual. Regulatory exposure limits are monitored on a regular basis. The Fund may also use financial derivative instruments solely for the purpose of hedging risk exposures.

**♦THE UIT FUND IS NOT A DEPOSIT AND IS NOT INSURED BY THE PHILIPPINE DEPOSIT INSURANCE CORPORATION (PDIC).**

**♦RETURNS CANNOT BE GUARANTEED AND HISTORICAL NAVPU IS FOR ILLUSTRATION OF NAVPU MOVEMENTS/FLUCTUATIONS ONLY.**

**♦WHEN REDEEMING, THE PROCEEDS MAY BE WORTH LESS THAN THE ORIGINAL INVESTMENT AND ANY LOSSES WILL BE SOLELY FOR THE ACCOUNT OF THE CLIENT.**

**♦ THE TRUSTEE IS NOT LIABLE FOR ANY LOSS UNLESS UPON WILLFUL DEFAULT, BAD FAITH OR GROSS NEGLIGENCE.**

**BDO FOCUSED EQUITY FUND**

**KEY INFORMATION AND INVESTMENT DISCLOSURE STATEMENT (Page 2)**

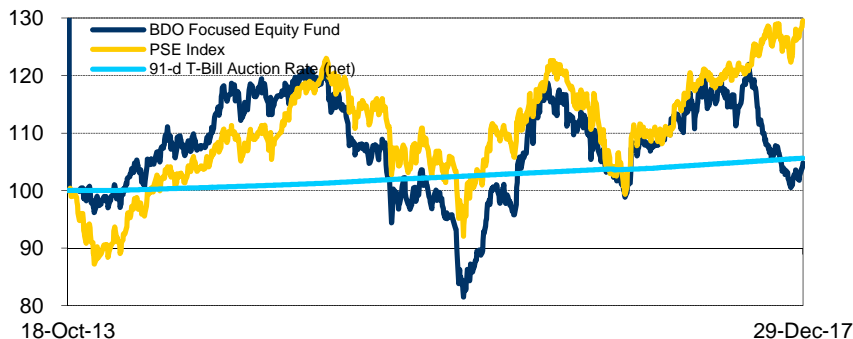
Month Ended December 29, 2017

**FUND PERFORMANCE AND STATISTICS**

As of December 29, 2017

(Purely for reference purposes and is not a guarantee of future results)

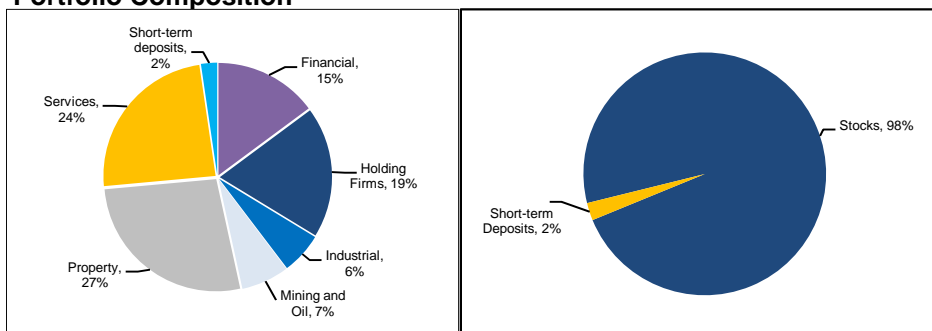
**Fund's NAVPU vs Benchmark & Risk-Free Rate**



**Cumulative Performance (%)**

Period	1 mo	3 mos	6 mos	1 yr	3 yrs
BDO Focused Equity Fund	2.76%	-6.03%	-8.91%	3.75%	-9.96%
Benchmark - PSEi	3.69%	4.74%	9.12%	25.11%	18.36%

**Portfolio Composition**



**NAVPU over the past 12 months**

Highest	PHP 121.9189
Lowest	PHP 100.5504

**Statistics**

Volatility, Past 1 Year <sup>1</sup>	13.85%
Sharpe Ratio <sup>2</sup>	0.14
Information Ratio <sup>3</sup>	-1.71

<sup>1</sup> Volatility measures the degree to which the Fund fluctuates vis-à-vis its average return over a period of time.

<sup>2</sup> Sharpe Ratio is used to characterize how well the return of a Fund compensates the investor for the level of risk taken. The higher the number, the better.

<sup>3</sup> Information Ratio measures reward-to-risk efficiency of the portfolio relative to the benchmark. The higher the number, the higher the reward per unit of risk.

**Top Ten Holdings<sup>4</sup> (%)**

Company Name	% of Portfolio
SM Investments	10.14%
Ayala Land	9.85%
BDO Unibank	8.52%
SM Prime	8.49%
Ayala Corp	6.46%
Premium Leisure	4.90%
DoubleDragon	4.80%
Metro Retail Stores	4.49%
Philex Mng	4.48%
Security Bank	4.01%
Total	66.13%

<sup>4</sup> The complete list of portfolio holdings is available upon request

**OTHER DISCLOSURES**

**RELATED PARTY TRANSACTIONS**

The Fund has investments and trade transactions with BDO Unibank, Inc., its subsidiaries and related parties, as follows:

	Transaction	Market Value (Mln)
<b>BDO Unibank, Inc.</b>	Time Deposit Placement	0.10
	Investment in Common Shares	89.26
<b>SM Group</b>	SM Investments Corp. Investment in Common Shares	106.34
	Premium Leisure Corp. Investment in Common Shares	51.39
	SM Prime Holdings Investment in Common Shares	88.97

Investments in the said outlets were approved by the Trust Committee. Likewise, all related party transactions are conducted on an arm's length and best execution basis and within established limits.

**OTHER DISCLOSURES**

**OUTLOOK AND STRATEGY**

The stock market ended the year on a high note soaring to a new record close of 8,558, resulting in a year-on-year gain of 25.1%. As expected, market sentiment turned bullish with the passage of the tax reform bill (TRAIN). Foreign investors quickly turned into aggressive buyers following a heavy sell-off in November. Clearly, the signing of the TRAIN into law proved to be the market catalyst. This is the first tax measure passed by the Duterte administration and is expected to generate at least P90 billion in new net revenues. Key provisions include the reduction in the personal income tax rates but higher taxes on fuel, tobacco and sugar-sweetened beverages. However, it turned out that 3-in-1 coffee is exempted from the higher sugar excise tax and auto prices after taxes are more manageable, benefitting Universal Robina Corporation's (URC) coffee segment and GT Capital Holdings, Inc.'s (GTCAP) Toyota business. This prompted investors to load up on URC and GTCAP, which rose by 13.5% MoM and 12.3% MoM, respectively. The usual year-end window-dressing activity also helped lift the market to new highs. We expect more buying in the coming weeks with TRAIN's positive impact on the economy and the infrastructure program switching to higher gear. We maintain preference for banks, property and retail.

**INVESTMENT POLICY / PROSPECTIVE INVESTMENTS**

The Fund may invest in exchange-listed equities and fixed income securities, deposits in the Trustee's bank or in other banks, securities issued or guaranteed by the Philippine Government or the BSP and tradable securities issued by any supranational entity. Subject to BSP guidelines and the Trustee's Trust Committee approval, the Fund may also avail of financial derivative instruments solely for the purpose of hedging risk exposures, as well as invest in other tradable investment outlets/categories as may be deemed suitable for the Fund.

**OTHER BASIC FUND FACTS**

<b>Trust Fee:</b> 1.50% p.a.	<b>Bloomberg Ticker:</b> <BDOTFEF PM>
<b>Initial NAVPU:</b> PHP100.00	<b>NAVPU Availability:</b> Every trading day at 7:30 p.m.
<ul style="list-style-type: none"> <li>• Available via the Easy Investment Plan (EIP) effective November 17, 2017. The EIP is an investment build-up plan that enables investors to attain their financial goals and financial wellness through the twin habits of regularly saving and investing via selected BDO UITFs; subject to a non-completion fee of 0.50% of original participation amount.</li> <li>• The availability via the Easy Redemption Plan (ERP), a redemption facility that allows participants to partially, automatically and regularly receive regular cash pay-outs from their investments in units of participation in the Fund, has not been implemented yet. Participants will be notified once this feature is available.</li> <li>• The availability of Fund's Switching Feature, a feature which allows an existing Participant to request that his UITF units of participation be redeemed and the proceeds thereof reinvested in the units of participation of one or several BDO UITF/s (up to a maximum of five UITFs) with the same or longer settlement period and the same currency without the need to wait for the usual settlement period for redemptions, has not been implemented yet. Participants will be notified once this feature is available.</li> <li>• The results of the latest annual audit are available to all participants upon request via email (investments@bdo.com.ph)</li> <li>• <b>Distribution Channels:</b> Head Office, Invest Online and Local BDO Branches</li> </ul>	

**OTHER PERFORMANCE INDICATORS**

Period	Fund	Benchmark	Risk-Free Rate <sup>5</sup>
Year to Date	3.75%	25.11%	1.83%
Since Inception	4.83%	29.52%	5.77%
CAGR <sup>6</sup> Since Inception	1.13%	6.35%	1.35%

<sup>5</sup> Refers to 91-day T-Bill rates

<sup>6</sup> Compounded Annual Growth Rate (CAGR) measures how fast an investment would have grown over time if it grew at a steady rate instead of actual varying rates.

**OTHER DISCLOSURES****Best Performance (Past Five Years)**

Inclusive Dates	Biggest Gain	No. of Days to Achieve
01/21/2016 - 09/07/2017	49.55%	595 days

**Maximum Drawdown and Recovery in NAVPUs<sup>7</sup> (Past Five Years)**

Maximum Drawdown Period	Biggest Loss	Recovery Period (days)
03/06/2015 - 01/21/2016	-32.68%	593 days

<sup>7</sup> *Maximum Drawdown is the maximum percentage loss that a fund incurs over a time period.*

*Maximum Drawdown Period is the length of time the maximum drawdown occurs.*

*Recovery Period is the length of time taken by a fund to surmount its maximum drawdown.*

BDO Unibank, Inc.-Trust and Investments Group is regulated by the Bangko Sentral ng Pilipinas (BSP). For any inquiries and complaints relating to our services and products you may 1) call 840-7000 locals 4265 / 4244 / 4035 / 7032; 2) send an email to [trust.complaints@bdo.com.ph](mailto:trust.complaints@bdo.com.ph); or 3) visit/call/email your assigned Trust Marketing Officer or the Branch Manager/Marketing Officer of your servicing branch. You may also file your complaints at BSP Financial Consumer Protection Department at (632) 708-7087 or [consumeraffairs@bsp.gov.ph](mailto:consumeraffairs@bsp.gov.ph). To know your rights under BSP Circular No. 857 (Regulations on Financial Consumer Protection), please access a copy at the BSP website ([www.bsp.gov.ph](http://www.bsp.gov.ph)).