



BDO FOCUSED EQUITY FUND

KEY INFORMATION AND INVESTMENT DISCLOSURE STATEMENT

Month Ended March 28, 2018

FUND FACTS

Classification: Equity Fund	Net Asset Value per Unit (NAVPU): PHP95.9618
Launch Date: October 18, 2013	Total Fund NAV: PHP 0.977 Billion
Minimum Investment: PHP10,000.00	Dealing Period: Up to 2:30pm of any banking day
Minimum Additional Investment / Maintaining Participation: PHP10,000.00	Redemption Settlement: Four (4) banking days after the notice of redemption is received
Minimum Holding Period: 30 calendar days	Early Redemption Fee: 1.0% of Original Participation Amount

FEES*

Trustee Fees: <u>0.1291%</u>	Custodianship Fees: <u>0.0010%</u>	External Auditor Fees: <u>0.0004%</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 0.993 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)

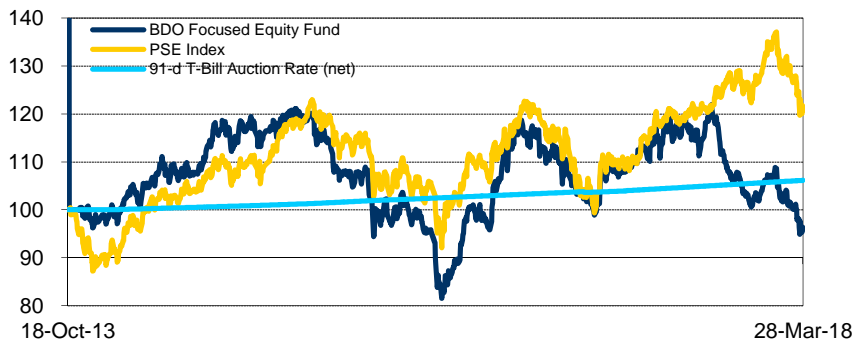
Month Ended March 28, 2018

FUND PERFORMANCE AND STATISTICS

As of March 28, 2018

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

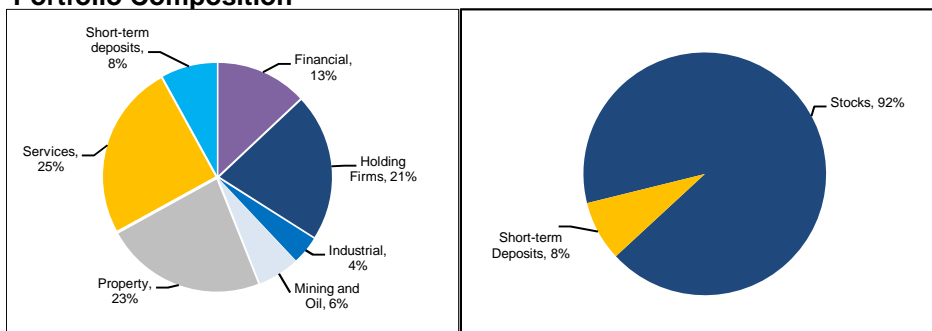
Fund's NAVPU vs Benchmark & Risk-Free Rate



Cumulative Performance (%)

Period	1 mo	3 mos	6 mos	1 yr	3 yrs
BDO Focused Equity Fund	-5.07%	-8.46%	-13.98%	-14.01%	-19.35%
Benchmark - PSEi	-5.85%	-6.76%	-2.34%	9.14%	0.50%

Portfolio Composition



NAVPU over the past 12 months

Highest	PHP 121.9189
Lowest	PHP 94.9191

Statistics

Volatility, Past 1 Year ¹	14.59%
Sharpe Ratio ²	-1.10
Information Ratio ³	-2.00

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

² 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.

³ 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 Holdings⁴ (%)

Company Name	% of Portfolio
SM Investments	12.83%
SM Prime	9.73%
Ayala Land	8.64%
BDO Unibank	7.35%
Ayala Corp	6.63%
Philex Mng	4.15%
Metro Retail Stores	4.06%
Metro Bank	3.96%
Premium Leisure	3.56%
Macroasia	3.53%
Total	64.44%

⁴ 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)
BDO Unibank, Inc.	Time Deposit Placement	2.70
	Investment in Common Shares	72.18
SM Group	SM Investments Corp. Investment in Common Shares	126.00
	Premium Leisure Corp. Investment in Common Shares	34.92
	SM Prime Holdings Investment in Common Shares	95.55

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 further slid to negative territory in March, down 5.85% MoM to close at 7,979. It has already declined 12% from the all-time high level of 9,058 in January 2018. Heavy foreign selling continued to dominate the market as most foreigners were selling index names. AC and BDO were almost 11% down MoM while DMC, AEV and JGS dropped by almost 13% MoM. AC was particularly weak among the index heavyweights as it shed 8% in a single day after Mitsubishi sold \$152M worth of shares at P934 per share. Rising inflation and the weak peso continued to play on the market's negative sentiment with inflation hitting 4.5% in February and the peso depreciating by 4.5% YTD. Recently, fears of a potential trade war between US and China have put more downward pressure on the market. Its implication to global trade is now a looming concern for investors. Given the headwinds, the PSEi is seen to trade in a narrow range between 7,800 and 8,100. Take advantage of sharp declines to pick up stocks with strong earnings visibility. Bank stocks are still in our radar.

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

Trust Fee: 1.50% p.a.	Bloomberg Ticker: <BDOTFEF PM>
Initial NAVPU: PHP100.00	NAVPU Availability: Every trading day at 7:30 p.m.
<ul style="list-style-type: none"> • 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. • 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. • 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. • The results of the latest annual audit are available to all participants upon request via email (investments@bdo.com.ph) 	
<ul style="list-style-type: none"> • Distribution Channels: Head Office, Invest Online and Local BDO Branches 	

OTHER PERFORMANCE INDICATORS

Period	Fund	Benchmark	Risk-Free Rate ⁵
Year to Date	-8.46%	-6.76%	0.47%
Since Inception	-4.04%	20.76%	6.27%
CAGR ⁶ Since Inception	-0.92%	4.34%	1.38%

⁵ Refers to 91-day T-Bill rates

⁶ 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 NAVPUs⁷ (Past Five Years)

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

⁷ *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 ; or 3) visit/call/email your assigned Trust Marketing Officer or the Branch Manager/Marketing Officer of your servicing branch. For more details on BDO's complaints handling process, please visit: www.bdo.com.ph/consumer-assistance. You may also file your complaints at BSP Financial Consumer Protection Department at (632) 708-7087 or 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).