

## PRODUCT HIGHLIGHTS SHEET

### PACIFIC SELECT BALANCE FUND

#### RESPONSIBILITY STATEMENT

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

#### STATEMENT OF DISCLAIMER

The Securities Commission Malaysia has authorised the issuance of Pacific SELECT Balance Fund and a copy of this Product Highlights Sheet has been lodged with the Securities Commission Malaysia.

The authorisation of the Pacific SELECT Balance Fund and lodgment of this Product Highlights Sheet, should not be taken to indicate that the Securities Commission Malaysia recommends the Pacific SELECT Balance Fund or assumes responsibility for the correctness of any statement made or opinion or report expressed in this Product Highlights Sheet.

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

#### PRODUCT HIGHLIGHTS SHEET

**This Product Highlights Sheet only highlights the key features and risks of this unlisted capital market product. Investors are advised to request, read and understand the disclosure documents before deciding to invest.**

#### BRIEF INFORMATION ON THE PRODUCT

##### 1. What Is This Product About?

|                     |                                       |
|---------------------|---------------------------------------|
| <b>Product Type</b> | Unlisted unit trust fund (open-ended) |
| <b>Manager</b>      | Pacific Mutual Fund Bhd (336059-U)    |
| <b>Trustee</b>      | MTrustee Berhad (163032-V)            |

#### PRODUCT SUITABILITY

##### 2. Who Is This Product Suitable For?

An investor who is seeking above average capital growth and income<sup>□</sup> over the medium to long term.

<sup>□</sup> *Income is in reference to the Fund's distribution, which could be in the form of cash or units.*

***Unit prices and distributions payable, if any, may go down as well as up. The investor may not get back the full amount invested and the principal amount invested may be at risk.***

#### KEY PRODUCT FEATURES

##### 3. (a) What Am I Investing In?

|                           |   |
|---------------------------|---|
| <b>Fund Category</b>      | Balanced                                      |
| <b>Fund Type</b>          | Growth and income                             |
| <b>Base Currency</b>      | Ringgit Malaysia (RM)                         |
| <b>Distribution</b>       | Income, if any, will be distributed annually. |
| <b>Financial Year End</b> | 30 June                                       |
| <b>Issuance Date</b>      | 11 August 2003                                |
| <b>Issuance Price</b>     | RM0.5000                                      |

### INVESTMENT OBJECTIVE

The Fund aims to provide medium to long-term capital growth and some income<sup>□</sup> by actively allocating its assets among a diversified portfolio of equity and fixed income securities according to market conditions.

□ Income is in reference to the Fund's distribution, which could be in the form of cash or units.

### INVESTMENT POLICY AND STRATEGY

The Fund uses an investment process that monitors and defines the key drivers of equity and fixed income asset classes. From that analysis, the Manager will determine the asset allocation strategy. The allocation of funds into specific equity or fixed income securities will be based on the individual assessment of the instruments' potentials.

The Fund will actively rebalance its portfolio between equity and fixed income classes if there are significant changes in the key drivers of the asset class, changes in values of the instruments, or changes in fund flows.

#### Asset Allocation

The Fund may invest up to a maximum of 60%\* of its NAV in equities and equity-related securities.

- Equity allocation: minimum - 40%; maximum - 60%
- Fixed income allocation: minimum - 40%; maximum - 60%

The balance of the Fund's NAV that is not invested in equities and equity-related securities, will be invested in fixed income securities and money market instruments. An internal allocation for cash and other liquid assets will be maintained to ensure that the Fund is able to meet redemption requests without jeopardising the Fund's performance.

- **Fixed Income Investment Strategy**

In managing the Fund's investments in fixed income securities, its strategy depends on the need for a well-diversified portfolio and focus on the credit qualities of securities in the portfolio. The fixed income portfolio construction process is research driven and based on macroeconomic analysis, interest rate analysis, credit analysis and yield spread analysis. Other than the development of a broad asset allocation model, contributions will be made via active management to capitalise on changes in interest rates, inter-sector yield spreads and yield spreads of any specific bonds.

- **Equity Investment Strategy**

The Fund will favor companies which are fundamentally sound with stable earnings growth and strong financial positions. The investment strategy for the Fund is to apply a disciplined top-down strategy of macroeconomic, financial markets and industry analysis. The bottom-up approach will also be utilised, which places individual securities through rigorous analysis using criteria such as sustainable earnings growth, returns on equity, capable management, financial position strength and attractive valuations relative to fair value. The Fund may for short-term risk management undertake tactical asset allocation and reduce its equity position below the minimum allocation should expectations arise for deterioration in equity prices.

\* The Fund's exposure (if any) in foreign equities is up to 30% of its NAV only. The investment in foreign equities are limited to markets where the regulatory authority is an ordinary or associate member of the International Organization of Securities Commissions. It is important to know that the Fund's foreign exposure, if any, will be limited in scope and depth, and is on optional basis, not permanent basis.

### Performance Benchmark

|                                |  |
|--------------------------------|--|
| Since inception to 5 July 2009 | Composite Benchmark (60% in Kuala Lumpur Composite Index [KLCI] and 40% in 3-Month Kuala Lumpur Interbank Offer Rate [KLIBOR])         |
| 6 July 2009 onwards            | Composite Benchmark (60% in FTSE Bursa Malaysia Top 100 Index [FBM 100] and 40% in 3-Month Kuala Lumpur Interbank Offer Rate [KLIBOR]) |

The benchmark for the Fund is a composite of the FBM 100 index, or such other equivalent index as may be substituted by Bursa Malaysia Securities Berhad, and 3-month KLIBOR index. The composite benchmark is reflective of the asset allocation of the Fund. The indices data are available from major newspapers on a daily basis. These data will also be published as a comparison against the Fund's total return at least on a monthly basis in our publications and on our website.

In view of the cessation of Kuala Lumpur Composite Index (KLCI) on 6 July 2009, the Fund's benchmark was replaced with FTSE Bursa Malaysia Top 100 Index (FBM 100). The adoption of the new benchmark is based on the following rationales:

- It provides a more accurate base of comparison against the Fund's performance;
- It is more diversified with 100 constituents and the weight of the largest constituent is 8%; and
- It is a more appropriate benchmark in regards to the current Fund's objective and investment strategy.

### 3. (b) Who Am I Investing With?

|                     |  |
|---------------------|--|
| <b>Manager</b>      | Pacific Mutual Fund Bhd (336059-U)               |
| <b>Trustee</b>      | MTrustee Berhad (163032-V)                       |
| <b>Auditors</b>     | Ernst & Young                                    |
| <b>Tax Advisers</b> | Ernst & Young Tax Consultants Sdn Bhd (179793-K) |

**4. What Are The Possible Outcomes Of My Investment?**

- The quantum of potential returns of the Fund would depend on the Fund's asset allocation decisions and performance of the underlying investments of the Fund.
- This is a non-guaranteed Fund and the investor may not get back the full amount invested and the principal amount invested may be at risk. Returns are also not fixed or guaranteed.

**KEY RISKS****5. What Are The Key Risks Associated With This Product?****SPECIFIC RISK OF THE FUND**

**Company specific risk** – This risk refers to the individual risk of the respective companies issuing securities. This risk could be a result of changes to the business performance of the company, consumer tastes and demand, lawsuits, competitive operating environment and management practices. Developments in a particular company which the Fund has invested in would result in fluctuations in the share price of that company and thus the value of the Fund's investments. This risk is mitigated by diversification in a portfolio comprised of stocks of many companies.

In addition, this risk may occur when an investee company's business or fundamentals deteriorate or if there is a change in management policy resulting in a downward revision or even removal of the company's dividend policy. Such events may result in an overall decrease in dividend income received by the Fund and possible capital loss due to a drop in the share price of a company that cuts or omits its dividend payments. This risk may be mitigated by investing mainly in companies with a consistent historical record of paying dividends, strong cash flow, or operating in fairly stable industries.

**PRINCIPAL RISKS OF THE FUND**

- **Credit and default risk** – Credit risk relates to the creditworthiness of the issuers of the debt instruments and their expected ability to make timely payment of interest and/or principal. Any adverse situations faced by the issuer may impact the value as well as liquidity of the debt instrument. In the case of rated debt instruments, this may lead to a credit downgrade. Default risk relates to the risk that an issuer of a debt instrument either defaulting on payments or failing to make payments in a timely manner which will in turn adversely affect the value of the debt instruments. This could adversely affect the value of the Fund.
- **Interest rate risk** – This risk refers to the effect of interest rate changes on the market value of a bond and money market portfolio. In the event of rising interest rates, prices of fixed income securities and of money market instruments will generally decrease and vice versa. Debt securities with longer maturity and lower coupon rate are more sensitive to interest rate changes. Interest rate movements can lead to fluctuations in bond prices resulting in fluctuations in the value of the Fund. This risk will be mitigated\* via the management of the duration structure of the portfolio of debt securities.

The interest rate is a general indicator that will have an impact on the management of funds regardless of whether it is an Islamic unit trust fund or otherwise.

\* The duration of the fixed income portfolio or the fixed income portfolio segment will be kept low by buying more short-term to medium-term fixed income securities / money market instruments. The value of these short-term to medium-term fixed income securities / money market instruments are less sensitive to interest rates movements – i.e. in the situation where interest rates rise, their values, as compared to investments with a long duration, will fall less if at all.

- **Liquidity risk** – This risk occurs in thinly traded or illiquid securities. If the Fund needs to sell a relatively large amount of such securities, the act itself may significantly depress the selling price resulting in a decrease in the value of the Fund's assets. The Fund is managed in such a way that a portion of the investments is in equity securities and money market instruments that are highly liquid and this allows the Fund to meet sizeable redemptions without jeopardising potential returns.
- **Market risk** – This risk refers to developments in the equity market environment which typically includes changes in regulations, politics, technology and the economy of the country. Market developments can result in equity market fluctuations which in turn affect the Fund's underlying investments and hence its unit price. In terms of the Fund's concentration in a single equity market\*, this risk is reduced by undertaking active\* asset allocation, where in periods of heightened risk, there will be greater allocation in fixed income securities and money market instruments and cash.

\* This refers to the Fund having the mandate to invest in only one country (i.e. Malaysian market). For example – in the event of a fall in Malaysian equities, the Fund cannot diversify into equities of other countries to mitigate equity market risk but can shift (asset allocate) its investments to local fixed income securities and money market instruments. The term 'active' refers to the fund manager periodically adjusting equity allocations (and by default fixed income securities and money market allocations) depending on market situations rather than passively leaving allocations to fluctuate based solely on market prices.

***The investment manager exercises diligence in minimising the above risks to the Fund. However, it is not always possible to cover all investment risks in spite of best efforts as financial markets can be highly unpredictable. Investors are encouraged to consult their advisers such as financial/tax consultants, lawyers or bankers for a further understanding of these risks.***

## FEES AND CHARGES

### 6. What Are The Fees And Charges Involved?

|                              |   |
|------------------------------|---|
| <b>Sales Charge</b>          | 5.00% of the Fund's NAV per unit.<br>Investors may negotiate for a lower sales charge.  |
| <b>Annual Management Fee</b> | Up to 1.50% p.a. of NAV of the Fund.<br>The annual management fee is payable on a monthly basis.  |
| <b>Annual Trustee Fee</b>    | Up to 0.03% p.a. of the NAV of the Fund calculated and accrued on a daily basis, subject to a minimum of RM9,000 p.a., whichever is higher.<br>The annual trustee fee is payable on a monthly basis.  |
| <b>Redemption Fee</b>        | Nil   |
| <b>Switching Fee</b>         | The Manager does not intend to charge any switching fee; however, under certain circumstances, unitholders performing a switching transaction will have to pay the applicable difference in sales charge between the funds to be switched from and the funds to be switched into. Please refer to the master prospectus for the terms and conditions of the switching facility of the Fund. |
| <b>Transfer Fee</b>          | Nil   |

**Note:** By default, redemption and income distribution proceeds will be made via bank transfer. Request for cheque payment will be subjected to a fee. Kindly refer to the prevailing prospectus for more information.

Despite the maximum fees and charges permitted by the deed, all current fees and charges are as disclosed above.

All fees and charges quoted are subject to any applicable taxes and/or duties as may be imposed by the government or other authorities from time to time.

**You should NOT make payment in cash to a unit trust consultant or issue a cheque in the name of a unit trust consultant.**

## VALUATIONS AND EXITING FROM INVESTMENT

### 7. How Often Are Valuations Available?

- The valuation of NAV for the Fund will be conducted at the end of each business day. Daily prices of the Fund will be published on the next business day.
- Fund prices will be published on Pacific Mutual's website at [www.pacificmutual.com.my](http://www.pacificmutual.com.my).

### 8. How Can I Exit From This Investment And What Are The Risks And Costs Involved?

- Investors can exit from the investment by completing the transaction form. The duly completed and accepted original transaction form must reach Pacific Mutual's head office by 4.00 p.m. on any business day. Pacific Mutual will repurchase units at the Fund's NAV per unit calculated at the end of that business day.
- The investor will receive the prevailing price per unit.
- Transaction forms received after 4.00 p.m. will be treated as having been received on the next business day.
- Payments will be made to investors within 10 days (from the business day the redemption request is accepted).

**Note:** If an investor is a first-time investor with Pacific Mutual, the investor is entitled to a cooling-off period of six business days. The refund for every unit with regards to the cooling-off is the sum of the NAV per unit on the day the units were purchased and sales charge per unit originally imposed on the day the units were purchased. Essentially, you will receive a full refund of the initial investment paid by you within 10 days of receipt of the original notice of cooling-off by Pacific Mutual.

However, this is not applicable to corporate/institutional investors; staff of Pacific Mutual and Lion Global Investors Limited (formerly known as Lion Capital Management Limited) and their immediate family members; and persons registered with a body approved by the Securities Commission Malaysia to deal in unit trusts.

**FUND PERFORMANCE (for the financial year ended 30 June)**

Source of fund performance: Lipper for Investment Management

Source of benchmark performance: Bloomberg &amp; Bank Negara Malaysia www.bnm.gov.my

**9. Portfolio Structure**

|                                    | 2019  | 2018           | 2017           |
|------------------------------------|---|----------------|----------------|
| Quoted Equity Securities           | 53.74%  | 47.84%         | 55.13%         |
| Fixed Income Securities            | 34.66%  | 33.10%         | 32.22%         |
| Cash & Liquid Assets               | 2.02%   | 7.47%          | 0.42%          |
| Collective Investment Scheme (CIS) | 9.23%   | 10.03%         | 12.23%         |
| Quoted Loan Stocks                 | -   | 0.61%          | -              |
| Warrants                           | 0.35%   | 0.95%          | -              |
| <b>Total</b>                       | <b>100.00%</b>  | <b>100.00%</b> | <b>100.00%</b> |
| Remarks                            | The quoted equity securities allocation (including warrants and quoted loan stocks) of Pacific SELECT Balance Fund increased to 54.09% as at 30 June 2019 from 49.40% recorded in the financial year ended 2018 due to net equity purchases and positive price movements. Allocation of the fixed income securities (inclusive of CIS) increased to 43.89% as at 30 June 2019 from 43.13% recorded in the financial year ended 2018. Higher allocation was largely due to net buying activities in view of maintaining target weights within its positive allocation.<br><br>The quoted equity securities allocation (including warrants and quoted loan stocks) of Pacific SELECT Balance Fund decreased to 49.40% as at 30 June 2018 from 55.13% recorded in the financial year ended 2017 due to net equity sales. Allocation of the fixed income securities (inclusive of CIS) decreased to 43.13% as at 30 June 2018 from 44.45% recorded in the financial year ended 2017 due to bond maturities. |                |                |

**10. Performance Data**
**Total Annual Return**

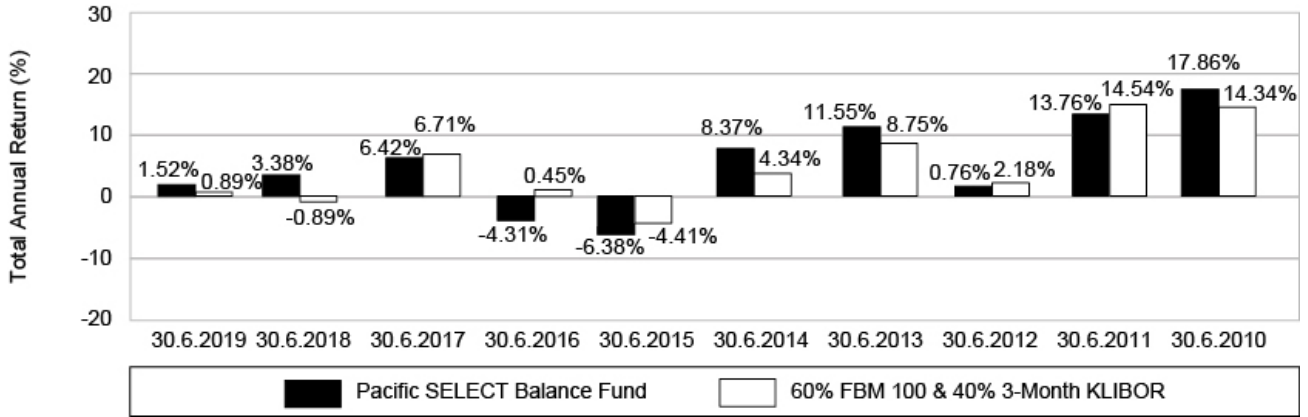
|   | 1.7.2018<br>To<br>30.6.2019 | 1.7.2017<br>To<br>30.6.2018 | 1.7.2016<br>To<br>30.6.2017 | 1.7.2015<br>To<br>30.6.2016 | 1.7.2014<br>To<br>30.6.2015 | 1.7.2013<br>To<br>30.6.2014 | 1.7.2012<br>To<br>30.6.2013 | 1.7.2011<br>To<br>30.6.2012 | 1.7.2010<br>To<br>30.6.2011 | 1.7.2009<br>To<br>30.6.2010 |
|---|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|
| Pacific SELECT Balance Fund   | 1.52%                       | 3.38%                       | 6.42%                       | -4.31%                      | -6.38%                      | 8.37%                       | 11.55%                      | 0.76%                       | 13.76%                      | 17.86%                      |
| Benchmark <sup>^</sup>  | 0.89%                       | -0.89%                      | 6.71%                       | 0.45%                       | -4.41%                      | 4.34%                       | 8.75%                       | 2.18%                       | 14.54%                      | 14.34%                      |
| <sup>^</sup> 60% FTSE Bursa Malaysia Top 100 Index (FBM 100) and 40% 3-Month Kuala Lumpur Interbank Offer Rate (KLIBOR) |                             |                             |                             |                             |                             |                             |                             |                             |                             |                             |

**Average Annual Return**

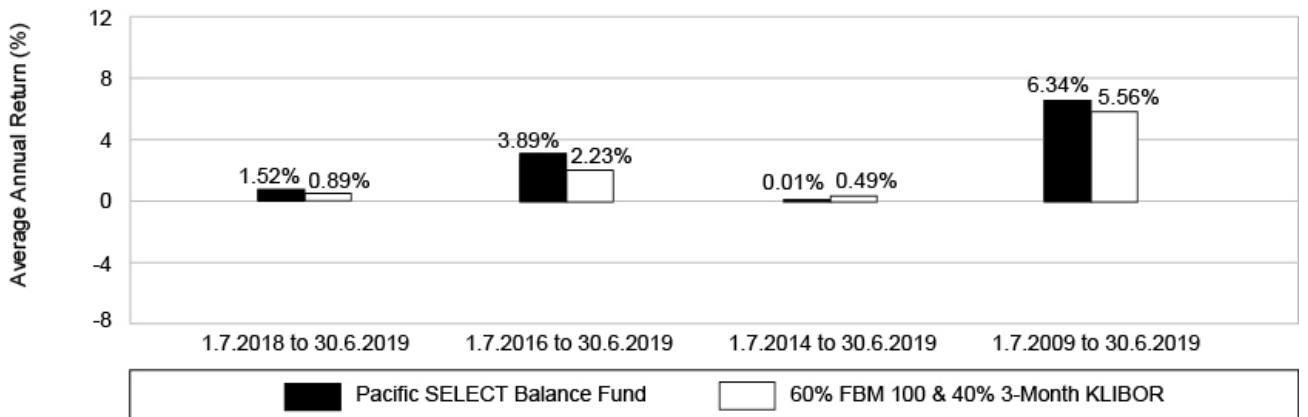
|   | 1 Year's Period<br>1.7.2018 To<br>30.6.2019 | 3 Years' Period<br>1.7.2016 To<br>30.6.2019 | 5 Years' Period<br>1.7.2014 To<br>30.6.2019 | 10 Years' Period<br>1.7.2009 To<br>30.6.2019 |
|---|---|---|---|--|
| Pacific SELECT Balance Fund   | 1.52%                                       | 3.89%                                       | 0.01%                                       | 6.34%  |
| Benchmark <sup>^</sup>  | 0.89%                                       | 2.23%                                       | 0.49%                                       | 5.56%  |
| <sup>^</sup> 60% FTSE Bursa Malaysia Top 100 Index (FBM 100) and 40% 3-Month Kuala Lumpur Interbank Offer Rate (KLIBOR) |   |   |   |  |

**11. Performance Chart**

**Total Annual Return**



**Average Annual Return**



Basis of calculation and assumptions made in calculating the returns:

\* Percentage growth =  $\frac{NAV_t - NAV_{t-1}}{NAV_{t-1}}$   
 where t = current year  
 t-1 = previous year

**12. Distribution**

|                                   | 2019 | 2018 | 2017 |
|-----------------------------------|------|------|------|
| Gross Distribution Per Unit (sen) | 3.00 | 3.00 | 3.00 |
| Net Distribution Per Unit (sen)   | 2.16 | 2.45 | 2.26 |

Distribution is in the form of cash.

**13. Unit Split**

There were no unit splits declared by the Fund for its past three financial year-ends.

**14. Portfolio Turnover Ratio (PTR)**

|                    | 2019   | 2018 | 2017 |
|--------------------|--|------|------|
| <b>PTR (times)</b> | 1.14   | 1.64 | 2.09 |
| <b>Remarks</b>     | The PTR for the financial year ended 30 June 2019 was lower compared with the financial year ended 30 June 2018 due to decrease in investing activities.<br><br>The PTR for the financial year ended 30 June 2018 was lower compared with the financial year ended 30 June 2017 due to decrease in investing activities. |      |      |

**Past performance of the Fund is not an indication of its future performance.**

**CONTACT INFORMATION**
**15. Who Should I Contact For Further Information Or To Lodge A Complaint?**
**Contact Details Of The Manager**

|                    |  |
|--------------------|--|
| <b>Head Office</b> | <b>Pacific Mutual Fund Bhd</b> (336059-U) A member of the OCBC Group<br>1001, Level 10, Uptown 1, No. 1 Jalan SS21/58, Damansara Uptown,<br>47400 Petaling Jaya, Selangor<br>Tel: 03-7712 3000 Fax: 03-7712 3001 E-mail: <a href="mailto:customercare@pacificmutual.com.my">customercare@pacificmutual.com.my</a><br>Website: <a href="http://www.pacificmutual.com.my">www.pacificmutual.com.my</a> |
|--------------------|--|

Please specify the nature of the complaint and the person(s) involved – stating the date, time and place of occurrence.

- (i) For internal dispute resolution, you may contact:  
 Pacific Mutual Fund Bhd – Customer Care Hotline: 03-7712 3197
- (ii) If you are dissatisfied with the outcome of the internal dispute resolution process, please refer your dispute to the Securities Industries Dispute Resolution Corporation (SIDREC):
  - (a) via phone to : 03-2282 2280
  - (b) via fax to : 03-2282 3855
  - (c) via e-mail to : [info@sidrec.com.my](mailto:info@sidrec.com.my)
  - (d) via letter to : Securities Industry Dispute Resolution Center (SIDREC)  
 Unit A-9-1, Level 9, Tower A, Menara UOA Bangsar,  
 No. 5, Jalan Bangsar Utama 1, 59000 Kuala Lumpur
- (iii) You can also direct your complaint to the Securities Commission Malaysia even if you have initiated a dispute resolution process with SIDREC. To make a complaint, please contact the Securities Commission Malaysia's Consumer & Investor Office:
  - (a) via phone to the Aduan Hotline at : 03-6204 8999
  - (b) via fax to : 03-6204 8991
  - (c) via e-mail to : [aduan@seccom.com.my](mailto:aduan@seccom.com.my)
  - (d) via online complaint form available at [www.sc.com.my](http://www.sc.com.my)
  - (e) via letter to : Consumer & Investor Office  
 Securities Commission Malaysia  
 No. 3 Persiaran Bukit Kiara, Bukit Kiara  
 50490 Kuala Lumpur
- (iv) Federation of Investment Managers Malaysia's (FIMM) Complaints Bureau:
  - (a) via phone to : 03-2092 3800
  - (b) via fax to : 03-2093 2700
  - (c) via e-mail to : [complaints@fimm.com.my](mailto:complaints@fimm.com.my)
  - (d) via online complaint form available at [www.fimm.com.my](http://www.fimm.com.my)
  - (e) via letter to : Legal, Secretarial & Regulatory Affairs  
 Federation of Investment Managers Malaysia  
 19-06-1, 6<sup>th</sup> Floor Wisma Tune  
 No. 19 Lorong Dungun, Damansara Heights  
 50490 Kuala Lumpur



**APPENDIX: GLOSSARY****business day(s)**

A day on which the Bursa Malaysia is open for trading.

**daily unit price / net asset value (NAV) per unit**

The NAV of the Fund divided by the total number of units in circulation, at a particular valuation point.

**equities/equity**

Securities providing the investor ownership in companies. The term is used interchangeably with the term stocks.

**fixed income / debt securities**

Securities issued by corporations/institutions/governments/semi-government bodies that pay the investor a coupon/interest rate and which have a maturity date.

**net asset value (NAV)**

The total value of the Fund's assets minus its liabilities at a valuation point.

**short term / medium term / long term**

Short term - below one year; medium term - one year to three years; long term - above three years.

**master prospectus / prospectus**

Prospectus in relation to the Fund(s) managed by Pacific Mutual.

**Fund**

Pacific SELECT Balance Fund