

Hong Leong Smart Growth Fund (HLSGF)

Mar 2017

Fund Features

1. Investment Objective

The primary objective of the fund is to provide investors with steady long-term capital growth at moderate risk.

2. Investment Strategy & Approach

The strategy is to provide investors an access into a diversified portfolio of growth stocks listed on Bursa Malaysia and/or in any foreign stock exchanges that offer potential capital appreciation at moderate risk. The fund may feed into collective investment schemes that meet the fund's objective. At inception, HLSGF will invest by feeding into Kenanga Growth Fund ("Target Fund") with the option to increase the number of funds or replace the Target Fund in future. The Target Fund's assets are actively invested in a diversified portfolio of Malaysian equity and equity-related securities of companies with sustainable business model that is trading at a discount to its intrinsic value.

3. Asset Allocation

Under normal market conditions, the Target Fund's equity exposure is expected to range from 75% to 95% of the Target Fund's NAV with the balance in money market instruments, fixed deposits and/or cash.

4. Target Market

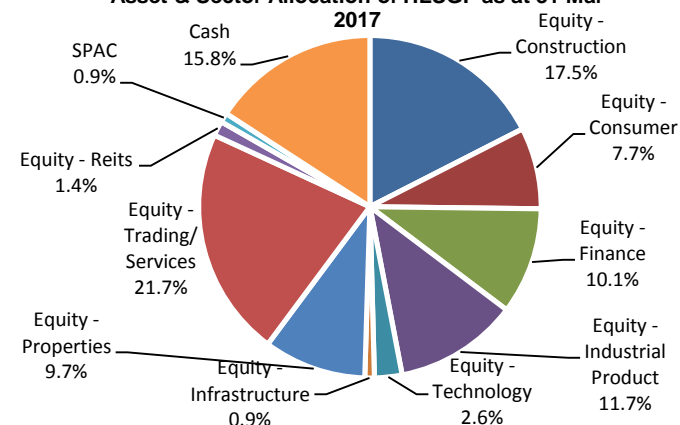
This fund is suitable for investors who have long term investment time horizon and have a moderate risk profile with tolerance for short-term periods of volatility.

Fund Details

Unit Price (31/3/2017)	: RM1.8382
Fund Size (31/3/2017)	: RM227.2mil
Fund Management Fee	: 1.50% p.a.
Fund Manager	: Hong Leong Assurance Berhad
Fund Category	: Equity
Fund Inception	: 01 Oct 2012
Benchmark	: FTSE Bursa Malaysia KLCI Index (FBM KLCI)
Frequency of Unit Valuation	: Daily

The Company reserves the right to change the Fund Management Fee (%p.a) by giving the Policy Owner ninety (90) days prior written notice.

Asset & Sector Allocation of HLSGF as at 31 Mar 2017



Top 10 Holdings for HLSGF as at 31 Mar 2017

	%
1. Tenaga Nasional	3.4
2. Sime Darby Berhad	3.1
3. Ekovest	2.9
4. LBS Bina Group	2.8
5. Yinson Holdings	2.5
6. Press Metal	2.5
7. Genting Malaysia	2.4
8. Salutica	2.4
9. CIMB Group	2.3
10. Kerjaya Prospek	2.1
Total Top 10	26.4

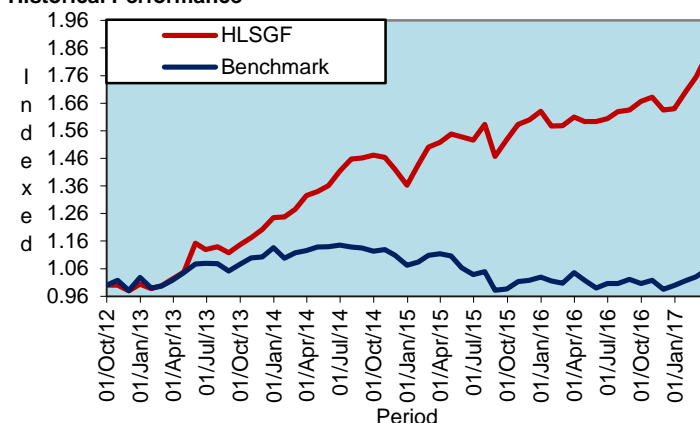
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Historical Performance



	1 month	1 Year	3 Years	YTD	Since Inception
HLSGF	4.73%	14.19%	38.69%	12.06%	83.82%
Benchmark	2.73%	1.31%	-5.90%	5.99%	5.89%
Relative	1.99%	12.88%	44.59%	6.07%	77.93%

Market Review, Outlook & Strategy relevant to Target Fund

Most Asian markets continue to rise in March, building on the positive momentum from January and February. In a widely expected move, the Federal Reserve raised interest rate by 25 bps. The Fed statement however was less hawkish and more neutral, pointing towards improving economy and gradual rate hike pace with two more hikes in 2017. Both ECB and BOJ kept monetary policy unchanged. China however raised short term rate for the third straight month after leaders sounded that tackling debt risks would be top policy priority.

The Dow Jones Industrial Index took a breather and corrected 0.7% in March. Trump and Republicans failed to push through the healthcare reform bill as the House could not gather enough votes. Despite the setback, Trump was determined to move ahead with his tax reform plan. Asian markets fared better in March with MSCI Asia ex Japan (USD) gaining 3.1%. In Malaysia, the FBM Small Cap beat the market with 8.4% gain vs broader market index KLCI (+2.7%), FBM100 (3.1%) and FBM Shariah (+3.4%).

Most Asian currencies rose against US dollar following Fed's less hawkish tone. Strongest gain were chalked by Indian Rupee (+2.8%), Thailand Baht (+1.7%), Taiwan dollar (+1.1%) and Korean Won (+1%). Malaysian Ringgit and Indonesia Rupiah recorded smaller gains of 0.3% and 0.1% respectively.

On the commodities front, Brent oil price fell 6.3% to settle at US\$50.6/barrel on higher stock level. OPEC and non-OPEC producers has agreed to review a potential extension of production cuts for another six months. Meanwhile, CPO price declined 4.5% to RM2646/tonne on potential production recovery.

Market Outlook & Fund Strategy

Global equity markets have been rising on the back of favourable economic data in 1Q, coupled with the lack of major negative events. The US markets were driven by expectations of higher growth from infrastructure spending and tax reforms while emerging markets were boosted by foreign inflows. With the Fed meeting out of the way, investors are likely to focus on the upcoming meeting between Trump and Xi Jinping on 6-7 April to discuss trade and other diplomatic issues. Trump predicts the meeting to be "very difficult" and is likely to call for review of US trade deficits. Any fallout from the meeting could spill over to the equity markets. With the strong rally in the past three months, investors are more likely to focus on risks and thus markets are more susceptible to corrections.

In its release of annual report, Bank Negara expects stronger 2017 growth at 4.3%-4.8% vs 4.2% growth in 2016. Better growth will be supported by higher crude oil and CPO price, sustained infrastructure spending and higher exports. Bank Negara also projects 3%-4% inflation mainly due to higher commodities price. The central bank does not expect large fund outflows and Ringgit has been stable for the past few months after the implementation of measures to stabilise Ringgit in December 2016.

Stock picking remains key for outperformance. We continue to advocate a defensive portfolio strategy and prefer companies driven by resilient earnings with exposure to selective themes like USD beneficiaries (exporters), beneficiaries of rising foreign direct investment, GLC reform/restructuring plays, domestic consumption and infrastructure.

Hong Leong Smart Growth Fund (HLSGF)

Actual Annual Investment Returns for the Past Five (5) Calendar Years

Year	2012	2013	2014	2015	2016
Benchmark	2.8%	10.5%	-5.7%	-3.9%	-3.0%
HLSGF- Gross	3.3%	27.8%	11.8%	23.1%	2.3%
HLSGF - Net	1.6%	24.1%	9.3%	19.8%	0.6%

Net returns are adjusted for tax and fund management fees.

Those are the actual returns in the past five (5) years, or since inception if shorter, and are strictly the performance of the investment-linked fund. Thus, the returns are not earned on the actual premium paid of the investment-linked product.

The fund was only launched on 1 October 2012. The actual investment returns are calculated based on unit price from 1 October 2012 to 31 December 2012.

Investment Risks

All investments carry risks. Policy Owners must be prepared to accept certain degree of risk associated with this investment. The following are the detailed explanation of the risk associated to this fund.

1. Market Risk

Market risk stems from the fact that there are other economy-wide perils, which threaten all businesses. It is mainly caused by uncertainties in the economy, political and social environment.

2. Liquidity Risk

Liquidity risk is the risk that the fund invested cannot be readily sold and converted into cash. This may arise when the trading volume is low and/or where there is a lack of demand for the security.

3. Credit risk

This refers to the possibility that the issuer of a security will not be able to make timely payments of interest or principal repayment on the maturity date. The default may lead to a fall in the value of the funds.

4. Interest Rate Risk

The level of interest rates has an impact on the value of investments. Any increase in rates will lead to a fall in the value of securities, thus affecting the value of the funds.

5. Country Risk

The foreign investment of a fund may be affected by the political & economic conditions of the country which the investments are made.

6. Currency Risk

This risk is associated with investments that are denominated in foreign currencies. Fluctuation in foreign exchange rates will have an impact on the value of the funds.

7. Concentration Risk

This risk is associated with a feeder fund whereby the investments of such fund are not diversified. A feeder fund invests mainly into another collective investment scheme.

Risk Management

The Company has in place its Authorized Investment Framework which forms part of the Risk Management process. The authority framework will cover the nature and scope of the investment authority that is exercisable by various parties in managing the Company's investments. Besides this, sensitivity and stress testing is conducted to inform the Company's management the profit & loss profiles of their investments under different pre-defined risk scenarios and the necessary action to be taken if the potential losses exceed the Company's risk tolerance level.

Basis of Unit Valuation

- The assets of every fund are to be valued to determine the value at which units of a particular fund can be liquidated or purchased for investment purposes.
- The unit price of a unit of a fund shall be determined by the Company but in any event shall not be less than the value of fund of the relevant fund (as defined below), divided by the number of units of the given fund in issue on the business day before the valuation date, and the result adjusted to the nearest one hundredth of a cent.
- The maximum value of any asset of any fund shall not exceed the following price:
 - The last transacted market price at which those assets could be purchased or sold on the business day before the valuation date; or
 - In the case of securities for which market values are not readily available, the price at which, in our Investment Manager's opinion, the asset may have been purchased on the business day before the valuation date; plus any expenses which would have been incurred in its acquisition.
- To ensure fair treatment to all unit holders, the cost of acquiring and disposing of assets is recouped by making a transaction cost adjustment to the net asset value per unit.

Exceptional Circumstances

The Company reserves the right to defer the payment of benefits (other than death benefit) under this Policy for a period not exceeding six (6) months from the date the payment would have been normally effected if not for intervening events such as temporary closure of any Stock Exchange in which the fund is invested which the Company, in its discretion, may consider exceptional.

Target Fund Details

Kenanga Growth Fund is an Equity fund managed by Kenanga Investors Berhad. The past performance of this fund is as follows:

Year	2012	2013	2014	2015	2016
Performance	14.1%	26.4%	9.3%	20.9%	-0.1%

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Basis of Calculation of Past Performance

The historical performance of the fund is calculated based on the price difference over the period in consideration compared to the older price of the period in consideration.

$$\frac{\text{Unit Price}_t - \text{Unit Price}_{t-1}}{\text{Unit Price}_{t-1}}$$

For the underlying Target Fund, past performance is calculated after adjusting for distribution and/or additional units, if any.

Others

Hong Leong Smart Growth Fund is managed by Hong Leong Assurance Berhad (HLA). Any amount invested in this fund is invested by HLA on behalf of Policy Owner in equity, fixed income, collective investment scheme, foreign asset, derivatives and money market instrument/s. If the financial institutions and/or corporations issuing the equity, fixed income, collective investment scheme, foreign asset, derivatives and money market instruments defaults or insolvent, the Policy Owner risks losing part or all of his/her amount that were invested into the instruments on his/her behalf by HLA.

THIS IS AN INSURANCE PRODUCT THAT IS TIED TO THE PERFORMANCE OF THE UNDERLYING ASSETS, AND IS NOT A PURE INVESTMENT PRODUCT SUCH AS UNIT TRUSTS.

Disclaimer:

Policy Owner must evaluate your options carefully and satisfy yourself that the investment-linked fund chosen meets your risk appetite. Past performance of the fund is not an indication of its future performance. The intention of this document is to enable Policy Owner to better understand the fund features and details in order to assist Policy Owner to making an informed decision. This document shall not be construed as professional advice on investment choices.