



AMANAH SAHAM NASIONAL BERHAD (47457-V)  
A Company incorporated with limited liability in Malaysia  
under the Companies Act, 1965

**PRODUCT HIGHLIGHTS SHEET**  
**DATE OF ISSUANCE: 15 DECEMBER 2017**



**AMANAH SAHAM WAWASAN 2020**

#### **RESPONSIBILITY STATEMENT**

This Product Highlights Sheet has been reviewed and approved by the directors and/or authorised committee and/or persons approved by the Board of Amanah Saham Nasional Berhad and they have collectively and individually accepted 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 omissions of other facts which would make any statement in the Product Highlights Sheet false or misleading.

#### **STATEMENT OF DISCLAIMER**

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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.

## AMANAH SAHAM WAWASAN 2020 (ASW 2020)

### BRIEF INFORMATION ON THE PRODUCT

#### 1. What is this product about?

|                            |   |                               |  |
|----------------------------|---|-------------------------------|--|
| Product category / type    | <ul style="list-style-type: none"> <li>Equity / Income.</li> </ul>  | Manager                       | <ul style="list-style-type: none"> <li>Amanah Saham Nasional Berhad (ASNB).</li> </ul>   |
| Launch date                | <ul style="list-style-type: none"> <li>28 August 1996.</li> </ul>   | Trustee                       | <ul style="list-style-type: none"> <li>AmanahRaya Trustees Berhad (ART).</li> </ul>  |
| Minimum Initial Investment | <ul style="list-style-type: none"> <li>Cash/Cash Equivalent: 100 units.</li> <li>EPF Members' Investment Scheme: Nil</li> </ul> | Minimum Additional Investment | <ul style="list-style-type: none"> <li>Cash/Cash Equivalent: 1 unit.</li> <li>Certificate: Not applicable</li> <li>EPF Members' Investment Scheme: RM 1,000</li> </ul> |
| Financial Year End         | <ul style="list-style-type: none"> <li>31 August.</li> </ul>  |                               |  |

### PRODUCT SUITABILITY

#### 2. Who is this product suitable for?

ASW 2020 is suitable for investors who understand investment risk and reward and expect to benefit from long-term growth of ASW 2020 through re-investment of distribution (if any) as well as to receive regular income (if any) on their capital.

### KEY PRODUCT FEATURES

#### 3. What am I investing in?

|                                    |   |
|------------------------------------|---|
| Objective of the fund              | <ul style="list-style-type: none"> <li>ASW 2020 seeks to provide a reasonable level of regular distribution income to unit holders from investments in a selected portfolio of authorised investments.</li> </ul> <p><i>Note:</i></p> <ul style="list-style-type: none"> <li>ASW 2020 is a fixed price fund and it is not a capital guaranteed or capital protected Fund under the Guidelines.</li> </ul>   |
| Investment Policies and Strategies | <ul style="list-style-type: none"> <li>The investment policy of ASW 2020 is to invest in a portfolio of various asset classes, primarily securities listed on the Bursa Malaysia, unlisted securities, fixed income and money market instruments. The Fund may invest in unrated corporate bonds as permitted by the Deed. The Fund may adopt a defensive strategy depending on changes in economic and stock market conditions.</li> <li>In line with its objective, the investment strategy and policy of the Fund is to invest in a portfolio of various asset classes between equity and other instruments depending on the country's economic situation, stock market conditions and interest rate movements. The Fund also emphasizes on investing in mixed equity portfolio through sectoral allocation. The strategy is to preserve<sup>1</sup> the value of the capital and generate competitive returns in the Long-term.</li> <li>The Fund also adopts an active trading strategy through portfolio rebalancing depending on the expected risk and return on securities invested and changes in the market.</li> </ul> <p><b><u>Permitted Investment</u></b></p> <ul style="list-style-type: none"> <li>The Fund is allowed to invest in securities of companies listed on the Bursa Malaysia or on any Eligible Market, or which has obtained approval for listing from the Trustee, unlisted equities, collective investment schemes, Government securities, corporate bonds, and/or deposits at call with any financial institution. The Fund may also invest in banker's acceptances, negotiable certificate of deposits or any other kind of investment as prescribed under the definition of permitted investments in The Deed.</li> </ul> |

|   |  |
|---|--|
|   | <p><b><u>Sectors/Stock Selection</u></b></p> <ul style="list-style-type: none"> <li>Sectors are selected by adopting a top-down approach in sectors with growth potential and above market returns, whilst a bottom-up approach is applied for selection of investment.</li> <li>Stock selection for listed and unlisted securities will be based on fundamental analysis of the companies, which include among others the financial strength, management capability, prospects of the industry as well as its business cycle.</li> <li>The selection for fixed income securities is based on the interest rate outlook, potential returns, tenor and yields at reasonable level of risks.</li> </ul> <p><b><u>Temporary Defensive Position</u></b></p> <ul style="list-style-type: none"> <li>The Fund may take temporary defensive positions such as reducing exposure in respective permitted investments and increasing the exposure in cash in response to adverse economic and any other market conditions such as changes in interest rate policy.</li> </ul> |
| Asset Allocation                            | <ul style="list-style-type: none"> <li>The Fund will invest 70%-90% of its VOF in equities, while the remaining in fixed income securities and money market instruments, inclusive of liquid assets.</li> <li>The investment strategy will also be designed to preserve<sup>1</sup> the capital of the Fund in the long-term period while at the same time to seek potential income from its investment.</li> </ul>  |
| Performance Benchmark                       | <ul style="list-style-type: none"> <li>The performance of the Fund is benchmarked against the performance of other instruments that have similar features with that of the Fund. Being a fixed price fund, the return to Unit Holder will mainly be in the form of income distribution yield (if any). The total return will be benchmarked against the 3-month KLIBOR which can be obtained at Bond Info Hub of BNM.</li> <li>The information on 3-month KLIBOR are obtainable at Bond Info Hub of BNM website at <a href="http://www.bondinfo.bnm.gov.my">www.bondinfo.bnm.gov.my</a>.</li> <li>The performance of the Fund and its benchmark is available on ASNB website at <a href="http://www.asnb.com.my">www.asnb.com.my</a></li> <li>The return will be benchmarked against the 3-month KLIBOR which can be obtained at Bond Info Hub of BNM.</li> </ul>  |
| Income Distribution and Reinvestment Policy | <ul style="list-style-type: none"> <li>ASW 2020 will distribute earnings from its income, if any, to the unit holders, at our discretion, subject to approval from the Trustee. Any distribution declared, may be re-invested as additional units in the unit holders' account, without additional cost, subject to availability of units of ASW 2020 at the Manager's discretion.</li> <li>Distributions, if any, are based on the average sum of the minimum monthly balance of the units of the unit holders during the distribution period.</li> </ul> <p><i>(Minimum monthly balance for ASW 2020 is the minimum holding of the unit holder's units during a calendar month from the first day until the end of the month.)</i></p>   |
| Pricing                                     | <ul style="list-style-type: none"> <li>RM 1.00 per unit.</li> </ul>  |
| Fund Allocation                             | <ul style="list-style-type: none"> <li>Minimum of 51% of the approved fund size is for eligible Malaysian Bumiputera, while the remaining 49% is for eligible Malaysians.</li> </ul>   |
| Eligibility                                 | <ul style="list-style-type: none"> <li>Malaysian individual who is 18 years and above.</li> <li>Guardian from the above category applying for units as the guardian for a Malaysian minor who holds a valid birth certificate but is below 18 years of age.</li> </ul> <p><i>Note: The Manager has the absolute discretion to change the eligibility age of minor subject to provision of the Deed and approval from the Trustee.</i></p>  |

#### 4. Who am I investing with?

The Manager of ASW 2020 is ASNB, a wholly-owned subsidiary company of Permodalan Nasional Berhad (PNB). ASNB was established on 22 May 1979, to manage the 11 funds launched by PNB. AmanahRaya Trustees Berhad acts as the Trustee to ASW 2020.

<sup>1</sup> The Fund is neither a capital guaranteed nor a capital protected.

**5. What are the possible outcomes of my investment?**

The investment manager of ASW 2020 applies conservative investment strategy while regularly reviewing and rebalancing the investment portfolio in accordance with prevailing market conditions, in order to achieve the objective of the fund. The return of investment of ASW 2020 is dependant upon the performance of its underlying investments, i.e. equities, fixed income instruments and money market instruments.

Being a fixed-priced fund the return to unit holders of ASW 2020 will be in the form of income distribution that is benchmarked against the 3-month KLIBOR. However, the rate of income distribution may go up as well as down and is not guaranteed as it depends on the realised gain generated by the fund, which in turn depends on prevailing market and economic conditions. Under a worst market and economic downturn, ASW 2020 may not generate sufficient realised gain to distribute its income to unit holders.

**KEY RISKS**

**6. What are the key risks associated with this product?**

Below are the risks associated in the product which may cause significant losses if they occur.

|                            |  |
|----------------------------|--|
| Capital Market Risk        | <ul style="list-style-type: none"> <li>Market risk refers to the possibility that an investment will lose value because of a general decline in financial markets, due to economic, political and/or other factors, which will result in a decline in the fund's Net Asset Value ("NAV").</li> </ul>   |
| Credit Risk / Default Risk | <ul style="list-style-type: none"> <li>Credit risk relates to the creditworthiness of the issuers of the fixed income securities 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 fixed income instruments. In the case of rated fixed income securities, this may lead to a credit downgrade. Default risk relates to the risk that an issuer of a fixed income security either defaulting on payments or failing to make payments in a timely manner which will in turn adversely affect the value of the fixed income security. This could adversely affect the value of the fund.</li> <li>The Manager will take reasonable steps to ensure that the credit risk/default risk is managed by ensuring the Funds invest in fixed income securities issued by fundamentally strong issuers with good credit worthiness that can ensure timely payment of their obligations.</li> </ul> |
| Sector Specific Risk       | <ul style="list-style-type: none"> <li>If the funds invest in a specific sector, the funds are vulnerable to factors associated with the particular sector it is invested in.</li> <li>Therefore, any material changes associated with the sector such as adverse developments in political, economic, competition and insurance coverage may have an adverse impact to the value of the funds.</li> </ul>   |
|                            | <ul style="list-style-type: none"> <li>The Manager will take reasonable steps in ensuring the risk is managed by monitoring and determining effective asset allocation, adhering to the funds' investment objectives and investment restrictions and limits and escalating and reporting investment matters to the Investment Committee of the fund.</li> </ul>  |
| Stock Specific Risk        | <ul style="list-style-type: none"> <li>Price of particular stock may fluctuate in response to the circumstances affecting individual companies such as adverse financial performance, news of a possible merger or loss of key personnel of a company. Any adverse price movements of such stock will adversely affect the fund's NAV.</li> <li>The Manager will manage the risk by investing in securities within the approved investment limits across asset classes and market sectors so that the volatility of the value of the investments could be mitigated. It can also be mitigated through having robust and disciplined valuation methodologies and adequate portfolio combination.</li> </ul>   |
| Interest Rate Risk         | <ul style="list-style-type: none"> <li>Interest rate risk refers to the impact of interest rate changes on the valuation of debt instruments. When interest rates rise, debt instruments prices generally decline and this may lower the market value of the fund's investment in debt instruments. The reverse may apply when interest rates fall.</li> <li>In order to mitigate interest rate risk, the manager will need to manage the debt portfolio taking into account the coupon rate and time to maturity of the debt instruments.</li> </ul>  |
| Concentration Risk         | <ul style="list-style-type: none"> <li>Concentration risk is the probability of loss arising from lack of diversification, investing too heavily in one industry, one geographic area or one type of security. Funds are exposed to concentration risk when Funds are concentrated to high levels of individual stock and sector exposures. Excessive concentration could also give rise to liquidity risk or stock specific risk losses.</li> </ul>   |

|                                |   |
|--------------------------------|---|
|                                | <ul style="list-style-type: none"> <li>Concentration risk could be mitigated by investing into different asset classes and securities in different sectors or different geographical location within the approved limits. Although the Funds may have the ability to diversify, there may be circumstances that it may hold concentrated position. The risk could also be mitigated through close monitoring of investments in which exposure is deemed as highly concentrated.</li> </ul> <p><i>Note: Concentration risk may be particularly to fixed price funds</i></p>  |
| <b>Derivative Risk</b>         | <ul style="list-style-type: none"> <li>The Fund may invest in the derivative mainly for hedging and to a lower extent for investment purposes. The derivatives are highly volatile instruments and their market values may be subject to wide fluctuations and expose the Fund to potential gains or losses due to mark-to-market market value. The value of such derivatives depends on a variety of market factors, including improvements in the underlying reference index, the variability or volatility of such index, interest rate, foreign exchange rate and other factors. The value may not necessarily change in constant to changes in the underlying reference index.</li> </ul>                              |
| <b>Structured Product Risk</b> | <ul style="list-style-type: none"> <li>The Fund may also invest structured product which are designed as a hold-to-maturity investment. Therefore, the early redemption amount may be lesser than the principal amount originally invested or part thereof, in the case of partial redemption. Any request to restructure the structured products, if agreed by the issuer, is effectively an early redemption by the Fund. The full amount that would have been received is used to invest in a new investment on such terms that are applicable to the new movement, break cost and other losses incurred in discharging a related hedging or other arrangements made in the design of the structured product.</li> </ul> |

*These risks are being reported to the Risk Management Committee of the Board of Directors of PNB on a regular basis*

Investors are reminded that the above list of risk may not be exhaustive and if necessary, they should consult their adviser(s) e.g. their bankers, lawyers, stockbrokers or independent professional advisers for a better understanding of the risks.

## FEES AND CHARGES

### 7.1 What are the fees and charges you may DIRECTLY incur when you buy or redeem units of the fund?

#### a) Sales and Repurchase Charge

|                   |      |
|-------------------|------|
| Sales Charge      | Nil. |
| Repurchase Charge | Nil. |

#### b) Switching and Transfer Fees

| Switching From/To | Variable Priced Funds                   | Other Fixed Priced Funds |
|-------------------|---|--------------------------|
| ASW 2020          | Sales Charge of the variable price Fund | Nil                      |

|               |       |
|---------------|-------|
| Transfer fees | RM 15 |
|---------------|-------|

*Note: Switching and transfer of units are subjected to Goods and Service Tax (GST) which is payable by the unit holder.*

### 7.2 What are the fees and charges you may INDIRECTLY incur when you buy or redeem units of the fund?

|                       |   |
|-----------------------|---|
| Annual Management Fee | 1.0% per annum of the VOF calculated and accrued daily. |
| Annual Trustee Fee    | RM750,000 per annum.                                    |

**YOU SHOULD NOT MAKE PAYMENT IN CASH TO A UNIT TRUST CONSULTANT OR ISSUE A CHEQUE IN THE NAME OF A UNIT TRUST CONSULTANT.**

## FUND PERFORMANCE

|   |   |               |               |               |      |      |      |      |      |
|---|---|---------------|---------------|---------------|------|------|------|------|------|
| <b>Average Total Return</b>   | (Financial year ended 31 August 2017)   |               |               |               |      |      |      |      |      |
|   |   | 1-year        | 3-year        | 5-year        |      |      |      |      |      |
|   | Distribution (sen)  | 6.00          | 6.23          | 6.40          |      |      |      |      |      |
|   | Benchmark (%)   | 3.43          | 3.52          | 3.49          |      |      |      |      |      |
| <i>Source: Novagni Analytics &amp; Advisory Sdn Bhd</i>   |   |               |               |               |      |      |      |      |      |
| <b>Annual Total Return</b>  | (Financial year ended 31 August 2017)   |               |               |               |      |      |      |      |      |
|   |   | 2017          | 2016          | 2015          | 2014 | 2013 |      |      |      |
|   | Distribution (sen)  | 6.00          | 6.30          | 6.40          | 6.60 | 6.70 |      |      |      |
|   | Benchmark (%)   | 3.43          | 3.40          | 3.73          | 3.71 | 3.20 |      |      |      |
|   | <i>Source: Novagni Analytics &amp; Advisory Sdn Bhd</i>   |               |               |               |      |      |      |      |      |
| <b>Performance Review:</b><br>The annual total return for the fund refers to the distribution of income in sen per unit as at the end of the financial year. For the financial year ended 31 August 2017, ASW 2020 has managed to outperform its benchmark, where the annual total return for the fund was recorded at 6.00% distribution rate compared to 3.43% return recorded by the 3-month KLIBOR. |   |               |               |               |      |      |      |      |      |
| <b>Distribution</b>   | (Financial year ended 31 August)  |               |               |               |      |      |      |      |      |
|   |   | 2017          | 2016          | 2015          | 2014 | 2013 | 2012 | 2011 | 2010 |
|   | Gross and Net Distribution per Unit (sen)   | 6.00          | 6.30          | 6.40          | 6.60 | 6.70 | 6.60 | 6.50 | 6.35 |
|   | Distribution was re-invested as additional units in your account, including investment made through EPF Member's Investment Scheme. |               |               |               |      |      |      |      |      |
| <b>Portfolio Turnover</b>   | (Financial year ended 31 August)  |               |               |               |      |      |      |      |      |
|   |   | 2017          |               | 2016          |      | 2015 |      |      |      |
|   | PTR (times)   | 0.37          |               | 0.22          |      | 0.26 |      |      |      |
| 2016-2017: Higher acquisition and disposal of investment  |   |               |               |               |      |      |      |      |      |
| <b>Asset Allocation</b>   | (Financial year ended 31 August)  |               |               |               |      |      |      |      |      |
|   |   | 2017 (%)      | 2016 (%)      | 2015 (%)      |      |      |      |      |      |
|   | Equity Investment   | 74.63         | 75.70         | 78.06         |      |      |      |      |      |
|   | Other capital market instruments  | 25.37         | 24.30         | 21.94         |      |      |      |      |      |
|   | <b>Total</b>  | <b>100.00</b> | <b>100.00</b> | <b>100.00</b> |      |      |      |      |      |

## Note:

1. Latest figures will be updated upon declaration of distribution.
2. Illustration on the basis of calculation and any assumption made in calculating the returns is disclosed in the Master Prospectus for ASNB unit trust funds.

**PAST PERFORMANCE OF THE FUND IS NOT AN INDICATION OF ITS FUTURE PERFORMANCE**

## VALUATIONS AND EXITING FROM INVESTMENT

**8. How often are valuations available?**

Since units are transacted at RM1.00 per unit, it is not necessary to value the units on each Business Day.

**9. How can I exit from this investment and what are the risks and costs involved?**

|                             |   |
|-----------------------------|---|
| Minimum Redemption          | <ul style="list-style-type: none"> <li>• Cash/Cash Equivalent: 1 unit</li> <li>• Certificate: Not applicable</li> <li>• EPF Members' Investment Scheme: Amount invested on each application plus free units, income distribution and capital appreciation, if any.</li> </ul>   |
| Minimum Balance Requirement | <ul style="list-style-type: none"> <li>• 100 units.</li> </ul> <i>(The minimum balance requirements are to be maintained. Otherwise unit holders are advised to request for total redemption.)</i>  |
| Liquidation Notice          | <ul style="list-style-type: none"> <li>• There is no cooling-off period for subscription in ASW 2020.</li> </ul>  |
| Frequency of Redemption     | <ul style="list-style-type: none"> <li>• There is no limit to the frequency of redemption made.</li> </ul>  |
| Payment of Redemption       | <ul style="list-style-type: none"> <li>• Under the Guidelines, the payment of repurchase money is allowed to be made within ten (10) days upon receipt of repurchase request. However, the Manager will endeavour to pay on-the-spot. Payment of large amount may be subjected to normal cheque issuance and/or bank transfer procedure.</li> <li>• Repurchase amount for EPF-MIS, is payable to EPF only.</li> </ul> |
| Maximum Redemption          | <ul style="list-style-type: none"> <li>• Cash/Cash Equivalent: Unlimited, subject to minimum balance requirement.</li> <li>• Certificate: Unlimited, but subject to a multiple of 1,000 units.</li> </ul>   |

**CONTACT INFORMATION****1. Who should I contact further for further information or to lodge a complaint?**

For internal dispute resolution, you may contact:

Amanah Saham Nasional Berhad  
 Agent Management & Customer Relations Department  
 UG, Balai PNB, 201-A, Jalan Tun Razak, 50400 Kuala Lumpur  
 Hotline : 03-2057 3000  
 Fax : 03-2050 522  
 Website : [www.asnb.com.my](http://www.asnb.com.my) Email : [asnbcare@pnb.com.my](mailto:asnbcare@pnb.com.my)

**2. 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 email 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

**3. You can also direct your complaint to the SC even if you have initiated a dispute resolution process with SIDREC. To make a complaint, please contact the SC's Investor Affairs & Complaints Department:**

(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 : Investor Affairs & Complaints Department  
 Securities Commission Malaysia  
 No.3, Persiaran Bukit Kiara, Bukit Kiara  
 50490 Kuala Lumpur

**4. Federation of Investment Managers Malaysia (FIMM)'s Complaints Bureau:**

- (a) via phone to the Aduan Hotline at : 03 – 2092 3800 (b) via fax to : 03 – 2093 2700  
 (c) via e-mail to : complaints@fimm.com.my  
 (d) via online complaint form available at www.sc.com.my  
 (e) via letter to : Legal, Secretariat & Regulatory Affairs  
 Federation of Investment Managers Malaysia  
 19-06-1, 6th Floor Wisma Tune No. 19,  
 Lorong Dungun Damansara Heights  
 50490 Kuala Lumpur

**GLOSSARY**

|                                |   |
|--------------------------------|---|
| Business Day                   | A day on which the Bursa Malaysia is open for dealings.   |
| EPF                            | Employees Provident Fund, established under the Employees Provident Fund Act, 1991.   |
| EPF Members' Investment Scheme | A facility or scheme that allows the members to invest their contribution in the EPF in the approved funds of ASNB subject to the rules and regulations of the EPF. |
| KLIBOR                         | Kuala Lumpur Interbank Offered Rate.  |
| Manager/Management Company     | ASNB being the Manager of ASW 2020.   |
| Trustee                        | AmanahRaya Trustees Berhad (766894-T)   |
| Unit holder                    | The person registered for the time being as a holder of units in ASW 2020 in accordance with the provisions of the respective deed.                                 |
| Value of Fund (VOF)            | The VOF is determined by deducting the value of ASW 2020's liabilities from the value of ASW 2020's   |