



### Investment Management Styles

## Fiducian India Fund

Fiducian Portfolio Services Limited

*Objective is to offer investors an opportunity to invest in listed companies in one of the world's fastest growing economies.*

The **Fiducian India Fund** (the 'Fund') aims to provide investors with the opportunity to invest in a well-diversified range of companies listed on Indian stock exchanges. It is managed by carefully chosen Indian fund managers who are based in India and have satisfied Fiducian's selection criteria. These managers employ teams of research analysts with local knowledge of the many different languages, business processes, economic activities and regulatory environments in different geographical regions of India.

Over recent years India has been one of the fastest growing economies in the world. Many Indian companies have been taking advantage of this growth and in particular have been benefiting from a rapidly expanding consumer market. As a consequence, the Indian stock market in recent times has significantly out-performed when compared with the performance of most share markets in the more advanced economies (although a depreciating currency has at times detracted from this out-performance). This Fund aims to provide investors with actively managed exposure to this well-performed market in a country that could become a major economic power over the next two decades.

While this Fund could be expected to deliver relatively high returns over the longer term, it could also experience periods of capital loss. This is because performance could be significantly affected by rapid changes in investor sentiment, potential difficulties in buying or selling shares, unexpected regulatory changes by Government, political developments and currency fluctuations (this Fund is not hedged against changes in currency). This Fund seeks to manage inherent volatility by blending portfolios provided by experienced and well-known fund managers, each with established compliance procedures and excellent performance track records. Each of these fund managers utilises different investment styles and focuses on different market sectors, providing investors in this fund with well-diversified overall market exposure.

The Fund is a blended portfolio of stocks selected by three Indian fund managers, HDFC Asset Management Company (HDFC), State Bank of India Funds Management (SBIFM) and Sundaram Asset Management (Sundaram). HDFC focuses on a diversified selection of stocks across the large-cap and mid-cap sectors. SBIFM focuses on large-cap stocks, while Sundaram focuses on mid-cap stocks. This Fund provides investors with a number of potential benefits. These include:

- The opportunity to participate in one of the world's fastest growing economies.
- The opportunity to invest in a country that is not easily accessible to most investors.
- Wide diversification of investment across a range of large, mid and small-cap stocks listed on Indian stock exchanges.
- Wide geographical and sector diversification of investments.
- The potential for a longer-term investor to achieve a higher level of capital growth than that provided by most other international share market investments.

Dated: October 2015

Fiducian Investment Management Services Limited ABN 28 602 441 814

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### **State Bank of India Funds Management**

State Bank of India Funds Management (SBIFM) is the specialist funds management arm of the State Bank of India's funds management business unit. The State Bank of India is India's largest public sector (Government owned) bank in India, servicing over 100 million clients.

SBIFM employs a disciplined bottom-up stock selection process, coupled with top-down macro-economic analysis. Macro-economic analysis is used especially for identification of preferred industries and sectors at different times, while the stock selection process is focused on identifying stocks with potential for high growth.

This fund manager aims to achieve diversification across large, mid and small-cap stocks, with its main emphasis being on large-cap stocks. The portfolio selected by SBIFM for the Fiducian India Fund would normally comprise at least 30 stocks

### **Sundaram Asset Management**

Sundaram Asset Management Company is the investment manager to Sundaram Mutual Fund. Founded 1996, Sundaram Mutual is a fully owned subsidiary of one of India's oldest non-banking financial companies (or NBFCs) - Sundaram Finance Limited.

Sundaram's investment style has been described as essentially a straight stock-picking process but the portfolio selected by Sundaram for the Fiducian India Fund invests primarily in midcap stocks, which in the context of the Indian share market tend to be growth stocks.

Sundaram uses the resources of its whole research team to analyse about 250 listed companies, focusing on various quantitative and qualitative factors, including profit margins, revenue and earnings growth. Typically the portfolio would hold around 40 stocks.

### **HDFC Asset Management Company**

HDFC Asset Management Limited is a joint venture between HDFC Limited and Standard Life Investments (UK). HDFC Limited is a listed Indian company with a market capitalisation of around \$US28 billion (as at end-December 2014). The company also owns 23% of HDFC Bank (listed with a market cap of around \$US42 billion). Standard Life Investments Limited (UK) is the investment arm of Standard Life and has around \$240 billion in funds under management.

HDFC's investment style has been described as essentially GARP (growth at a reasonable price), with the fund manager focusing on quality companies that are reasonably valued but with a growth bias. The fund manager follows conviction and focuses on value, not momentum (the direction of price movement).

### **Investor Profile**

In our view, this Fund could be suited for investors who are seeking access to an emerging growth economy. While the Fund holds excellent potential for capital growth, caution is warranted when investing in this Fund. Due to the potential for significant fluctuations at times, investments should be aimed at longer-term returns with funds that are not required for cash flow at short notice. Taking advice from a Financial Adviser is highly recommended.

*Suitable for investors able to take a long term view and able to tolerate potentially significant falls in value over short periods.*

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## Fiducian India Fund

### Responsible Entity / Manager

Fiducian Portfolio Services Limited was established in 1996 and listed on the Australian Stock Exchange in 2000. Fiducian Portfolio Services Limited is the responsible entity of the Fund.

As at 30 June 2014, Fiducian Portfolio Services managed about \$1.5 billion on behalf of over 6,000 investors across most asset classes.

### Unit Prices

The Fund is valued each NSW business day. Both the entry and exit unit price are based on the net asset value of the Fund adjusted for transaction costs (such as brokerage). These transaction costs reflect the expenses expected to be incurred when the Fund invests application money or when selling investments to meet withdrawal proceeds. This ensures that existing investors do not continually bear the costs of investment purchases associated with new investors or of investment sales of those investors withdrawing their money.

### Redemption

Withdrawal proceeds are determined by multiplying the number of units redeemed by the next determined exit unit price. It is the manager's normal practice to pay withdrawals within 14 working days of receiving a withdrawal request.

### Income and Distributions

The Fund intends to distribute net available income quarterly. Distributions are calculated at 30 September, 31 December, 31 March and 30 June. Distributions are usually paid within 30 days. Each distribution amount is based on the number of units held, in proportion to the number of units held by all unitholders, at the distribution date.

### Other Information

Commenced 31 August 2007  
 Management Fee 1.54% per annum  
 Fund Size \$ 55.4 million as at 30 Sep 2015

### Investing through the Fiducian Investment or Superannuation Service

Minimum Investment \$ 2,000  
 Minimum Additional Investment \$ 250

### Asset Allocation



As at 30 Sep 2015

### Performance

Period Ending: 30 Sep 2015

	3 months	6 months	1 Year	2 Years	3 Years	5 Years	7 Years
<b>Fiducian India Fund</b>	<b>5.0%</b>	<b>1.3%</b>	<b>25.9%</b>	<b>52.7%</b>	<b>31.7%</b>	<b>12.2%</b>	<b>14.7%</b>
Index - Bombay Stock Exchange BSE 100 A\$	1.5%	-4.2%	16.2%	32.5%	17.7%	3.1%	7.0%

The performance figures shown for the Fund above have been calculated on an exit unit price basis. Distributions (which include net realised capital gains from sale of securities) have been treated as being reinvested. No allowance has been made for tax you may pay on the distributions. These figures represent past performance only. No guarantee of future returns is implied.

Source: Fiducian Portfolio Services Limited

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