Phillip Capital Management



HOW TO RETIRE RICH & FINANCIAL FREEDOM?

PRESENTED BY:

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MBA (Finance) UK, CFP, CMSRL MIBM (Banking), C.Dip. A.F.(ACCA) 注册财政规划师

Life's Financial Freedom

•生命是财务自由*

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EPF INVESTMENT MEMBERS' SAVING SCHEME

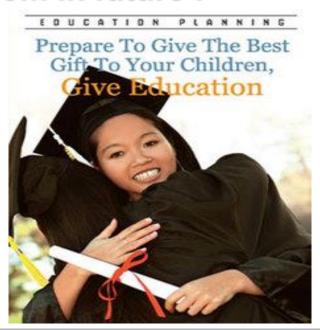
HOW TO TRIPLE YOUR PENSION SAVINGS INCOME?

Are You HAPPY with a FIXED SINGLE INCOME Or a MULTIPLE SOURCES OF INCOME?

Find out what are the Secrets of Stock Investment in Blue Chip Stocks are Key Success to Retire Riche and Financial Freedom in future!









Overview of Valued Stock Investment Strategies

- Phillip Capital Group Profile
- Phillip Managed Account for Retirement (PMART) for EPF Investors
- Private Managed Account (PMA) for Cash Investors





Phillip Capital Management



Phillip Capital Group's Profile









Phillip Capital Group

- Founded on 15 June 1975
- Total shareholders' funds of more than US\$600 million
- Asset under management, advice and custody amount to SGD13 billion
- More than 3,200 employees in 12 offices worldwide
- Started out as a stockbroker and the pioneer of internet broking in 1996, Phillip Capital is now a truly integrated award winning financial services provider
- The Malaysian operations currently managing estimated RM2.0 billion of clients' money in total under private investment accounts and mutual trust funds



PhillipCapital Group's Global Network



Global Network

Singapore • Malaysia • Hong Kong • China • Japan • Indonesia • Thailand United Kingdom • Australia • France • Sri Lanka • United States



Worldwide Affiliated Offices

Singapore

Phillip Securities Pte Ltd

Phillip Futures Pte Ltd

Phillip Trading Pte Ltd

Phillip Securities Research Pte Ltd

Phillip Financial Pte Ltd

Phillip Capital Management (S) Ltd

International Factors(Singapore) Ltd

ECICS Management Pte Ltd

CKS Property Consultants Pte Ltd

CyberQuote Pte Ltd

<u>Malaysia</u>

Phillip Capital Management Sdn Bhd

Phillip Mutual Berhad

Phillip Wealth Planners Sdn Bhd

PC Quote (M) Sdn Bhd

Phillip Futures Sdn Bhd

IFS Capital (M) Sdn Bhd

Pristine Strategy Sdn Bhd

Hong Kong

Phillip Securities (HK) Ltd

Phllip Commodities (HK) Ltd

Phillip Finance (HK) Ltd

Phillip Asset Management (HK) Ltd

Phillip Financial Advisors (HK) Ltd

Phillip Institute of Financial Learning Co Ltd

CyberQuote (HK) Ltd

China

Phillip Financial Advisory (Shanghai) Co. Ltd

<u>Japan</u>

Naruse Securities Co., Ltd

<u>Indonesia</u>

PT Phillindo Santana Perkasa

Thailand

Phillip Securities (Thailand) Public Co. Ltd

Sri Lanka

MMBL Phillip Securities Ltd

United Kingdom

Walker, Crips, Weddle, Beck PLC

King & Shaxson Bond Brokers

King & Shaxson Asset Management

Phillip Securities (UK) Ltd

<u>Australia</u>

Intersuisse Limited (Melbourne Office)

France

Phillip Securities (UK) Limited (Paris Office)

United States

Phillip Futures Inc.

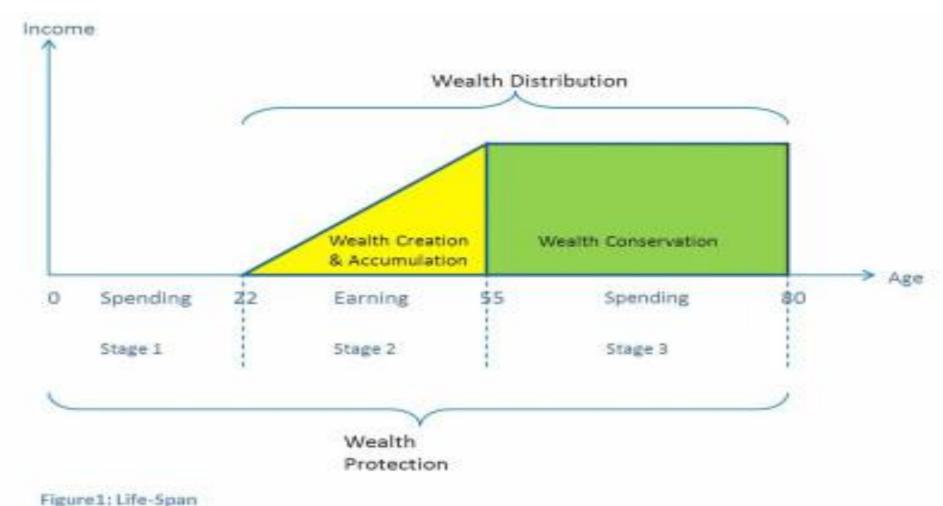


Profile of Phillip Capital Management Sdn Bhd

- Licensed by the Securities Commission under the Capital Markets & Services Act 2007 to carry out investment management and advisory services business
- Appointed by the Ministry of Finance as one of the Fund Management Institutions for the EPF Investment for Members' Savings Scheme
- 70% owned by the Phillip Capital Group, 30% Bumiputracontrolled



VALUED INVESTING WEALTH BUILDER







VALUED STOCK INVESTMENT

The World Billionaires: Warren Buffett, Bill Gates, Carlos Sim, Steve Jobs, Li Ka-Shing, Robert Kuok, Robert Kiyosaki, etc owned billions valued blue chip stocks worldwide.



RICH DAD saying:
" A Stock means A Business"











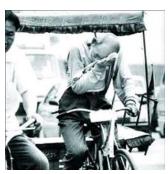


By Age 65, Out of every 100 people: 90% is Poor! 10 % is Rich How many are very Rich & Wealthy??











36 already Deads

54 Living on Charities

5 still working hard no



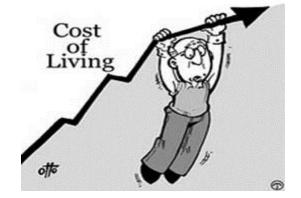




4 will be Rich & Famous

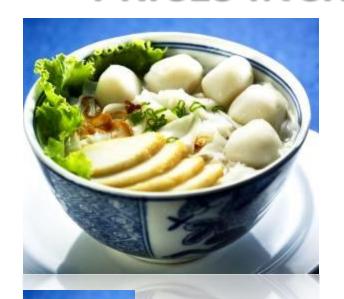
Only One will be Wealthy







PRICES INCREASED = INFLATION



2000: RM 2.50 (Start)

2004: RM 3.00 (^ %)

2010: RM 4.50 (^ %)

2011: RM 5.50 (^ %)

2012 : RM 6.00 (^ %)

2013: RM 7.002015 + GST



Your get 40% food at RM 2.50 in 2011. How much the food cost in 2014 / 2015? Your MONEY value depreciate overtime. LISTEN TO BFM LATELY? WHAT'S UP?

PhillipCapital

Can We Depend on Children are Pension Plan To YOU??

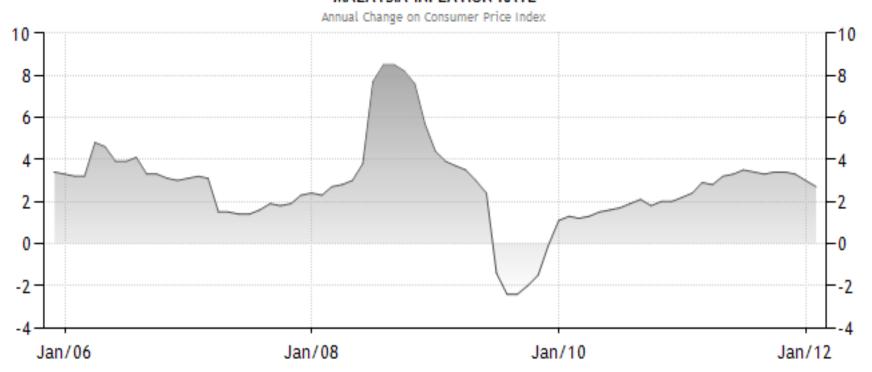




Malaysia Inflation Rate Hikes Reported 2.77% in 2012 Hike Petrol & Sugar Prices 2013



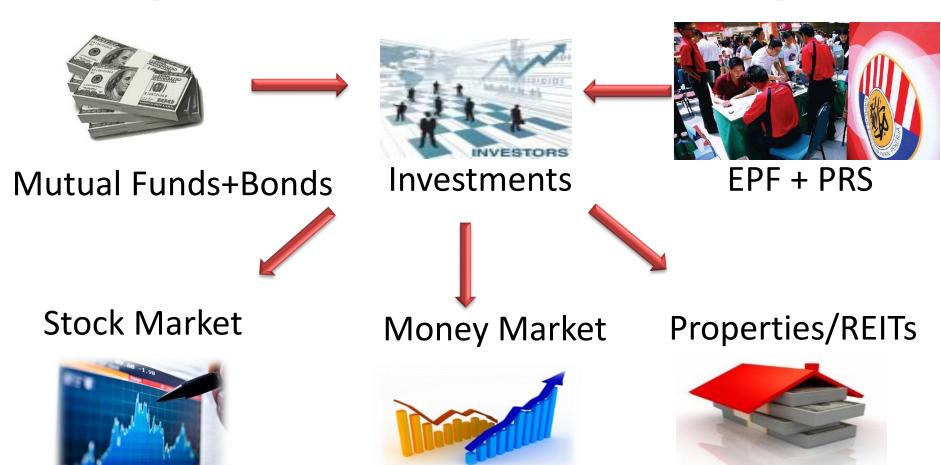
MALAYSIA INFLATION RATE



SOURCE: WWW.TRADINGECONOMICS.COM | DEPARTMENT OF STATISTICS MALAY



You work hard for MONEY! Make your MONEY work harder for you too!



It is a *one-for-everyone* solution in retirement planning. Undeniably, EPF is safe and stable by consistently giving 4.x% to 6.x% dividend (in the past 15 years). Most people finished spending their EPF savings within 3 to 5 years. Firstly, as of end 2011, 86.5% of the active EPF contributors have LESS THAN RM100,000. If an elder spends RM1667/month (for food, medical attentions and other daily necessities), his fund will run out in LESS THAN 5 years.

(Source: The STAR)



Are You Saving Enough For Retirement?



Varies studies have shown

* You may beed around 60% - 80% of your last drawn salary for retirement.

*Yet, most people struggling with 17% - 20% of their last drawn salary during the retirement.



To 30 Stocks Counter from EPF as at 31 Dec 2011 (extracted from EPF website)

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No.	Share	% Holdings
1.	Msian Building Society Bhd	65.50%
2.	RHB Capital Bhd	44.99%
3.	Msian Resources Corp Bhd	42.21%
4.	Media Prima Bhd	18.68%
5.	Shell Refining Co. Bhd	17.03%
6.	Digi.Com Bhd	16.72%
7.	IJM Corporation Bhd	15.51%
8.	WCT Bhd	15.46%
9.	Dialog Group Bhd	15.08%
10.	AMMB Holdings Bhd	14.83%
11.	Tenaga Nasional Bhd	14.42%
12.	Genting Plantations Bhd	14.14%
13.	Sime Darby Bhd	13.75%
14.	Axiata Group Bhd	13.35%
15.	UMW Holdings Bhd	13.23%
16.	KPJ Healthcare Bhd	12.99%
17.	Star Publication (M) Bhd	12.93%
18.	United Plantations Bhd	12.91%
19.	CIMB Group Holdings Bhd	12.91%
20.	Petronas Chemical Group Bhd	12.89%
21.	SP Setia Bhd	12.63%
22.	Petronas Gas Bhd	12.58%
23.	Kuala Lumpur Kepong Bhd	12.49%
24.	Axis Real Estate Investment Bhd	12.47%
25.	Cycle & Carriage Bintang Bhd	12.38%
26.	Alliance Financial Group Bhd	12.38%
27.	Malayan Banking Berhad	12.34%
28.	IJM Plantation Bhd	12.29%
29.	Hong Leong Bank Bhd	12.29%
30.	Telekom (M) Bhd	12.09%







Total Stock Portfolio vs Pensin Saving Total Returns

Total (Discretionary Managed Account) Portfolio vs. EPF (Cum. Return %)



Total Average Stock Portfolios' Returns: 14.2% from 2003 to 2011

Total Average Pension Savings Declared Dividends: 5.24% from 2003 to 2011



Private Managed Account for Retirement (PMART)

- Alternative to match your long-term Pension Savings against your long-term Stock Investment for potentially higher equities market return from stock market.
- Flexible Do It Yourself (DIY) or Fund Managers HELP
- Transparent You can manage and monitor online easily
- Cost Efficient Low Cost, High Return on Investment
- 4 Pillars Passive Income from Capital Gain, Capital Appreciation, Interest Income from Placement and Dividend/Bonus/Right Issues.
- BFM is Busy Finding Money from High Dividend Stocks



What Is The EPF Member's Investment Scheme?

- The PMART Stock Investment offers EPF contributors an alternatives to invest their Pension Savings into blue chip stocks.
- EPF contributors are allowed to invest a portion of their savings through appointed Fund Management Institutions (FMIs).
- Control and Managed Risk will be borne by the EPF contributors themselves or select your prudent Fund Managers which you can monitor, managed and control own risk portfolios.





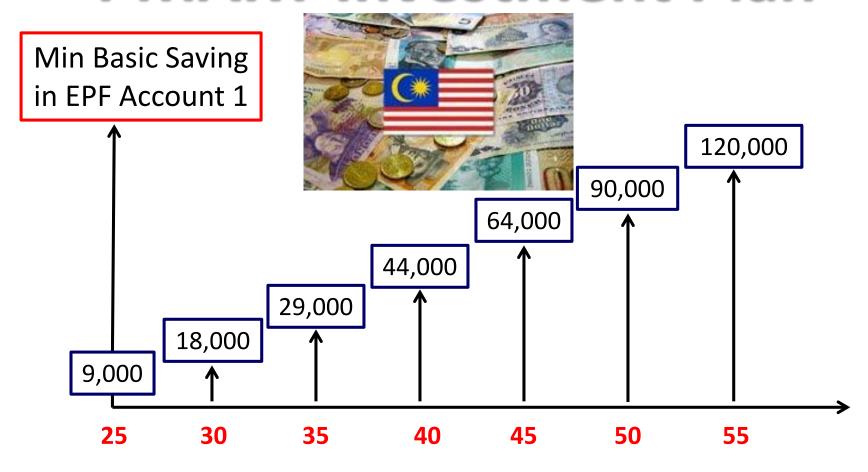


How Does The PMART Makes MONEY Works?

- Members can invest 20% of savings in excess of Basic Savings in EPF Account 1 (Retirement Account)
- At any one time, you can withdraw a minimum of RM10,000 and a maximum of not more than 20% of the balance of the amount exceeding your Basic Savings in EPF Account 1
- You can withdraw every 3 months as long as your balance in Account 1 exceeds your required Basic Savings.
- Under or Up to 55 years of age only. Upon maturity age 55, your PMART accounts will be released by EPF directly to you for retirement passive income.



PMART Investment Plan



Members below age 55 can withdraw 20% of the excess from EPF Account I on a quarterly basis.



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EPF Account 1 Withdrawals - Examples: Minimum RM10K for PMART Stock Investment Minimum RM1K for Mutual Unit Trust Investment

Age	Savings (RM)	Basic Savings (RM)	Calculation	Status
22	4,000	5,000	-	Not qualified. Savings in Account 1 < Basic Savings
22	8,000	5,000	8,000 - 5,000 x 20% = RM600	Not qualified. Min investment qualification < RM 1,000
25	20,000	9,000	20,000 - 9,000 x 20% = RM2,200	Qualified. Min investment RM 1,000 and max RM 2,200
40	40,000	44,000	-	Not qualified. Savings in Account 1 < Basic Savings
45	100,000	64,000	100,000 - 64,000 x 20% = RM7,200	Qualified. Min investment RM 1,000 and max RM 7,200



Why Withdraw Under PMART?

NO CASH NEEDED!

- Everyone can now invest without touching their hard-earned savings
- They take control of (EPF) or pension funds and diversify into areas that interest them-telecommunication, banking, properties and education?
- They now get to decide where their pension money goes into diversification.

Declining Purchasing Power

- Value of Pension Savings slowly eroded by inflation hike each year.
- Homes, food and transportation costs more every year as commodities and land becomes scarcer.
- Example: A loaf of bread THEN RM1.00 → NOW RM3.20
- (150% more or average of 10.0% p.a.)
- What does it mean? Pension Savings must earn a return of min 8.0%. p. a or more so customers can continue to enjoy the things tomorrow as they do today.

Planning for the future

- Based on above, does your customer want to live more comfortably, drive a nicer car and eat better meals as they age?
- They must assess if savings in FD and/or EPF is growing fast enough.



Enhance Your Pension Saving Returns Of Investment

- A portfolio of blue chip stocks will provide better higher return ROI than that of Pension Savings on fixed dividend.
- With falling interest rates, it is very difficult for Pension Savings to sustain past return. But with fallen stock prices, this portfolio has much better chances to beat Pension Savings returns.
- Investors are expected to make regular withdrawals especially whenever market is low for dollar cost averaging and value cost averaging purposes.
- On top of the good dividends, bonuses or right issues from the stocks invested, capital gain and capital appreciation overtime are also main objectives.



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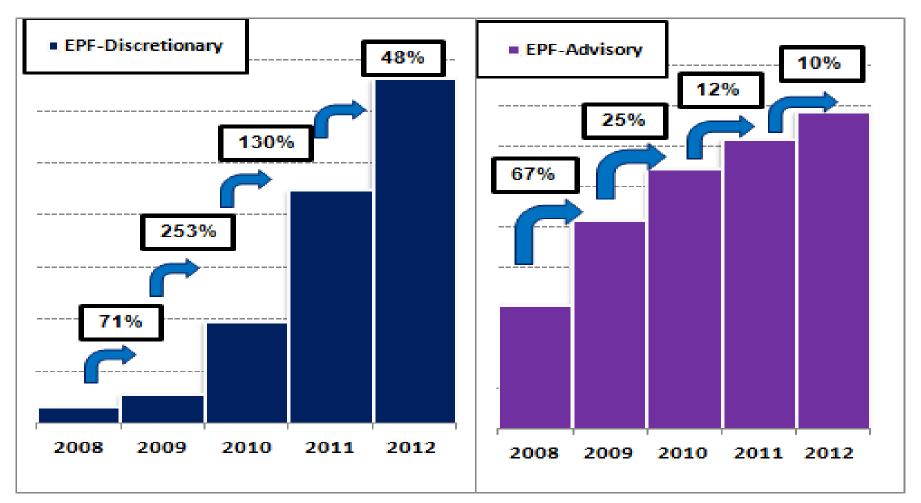
Two Types of Mandates! You Can Choose.

Discretionary Mandate

Advisory Mandate



Fund Size between Discretionary versus Advisory



Source: PCM



Services Offered by Phillip Capital Group

Discretionary Mandate

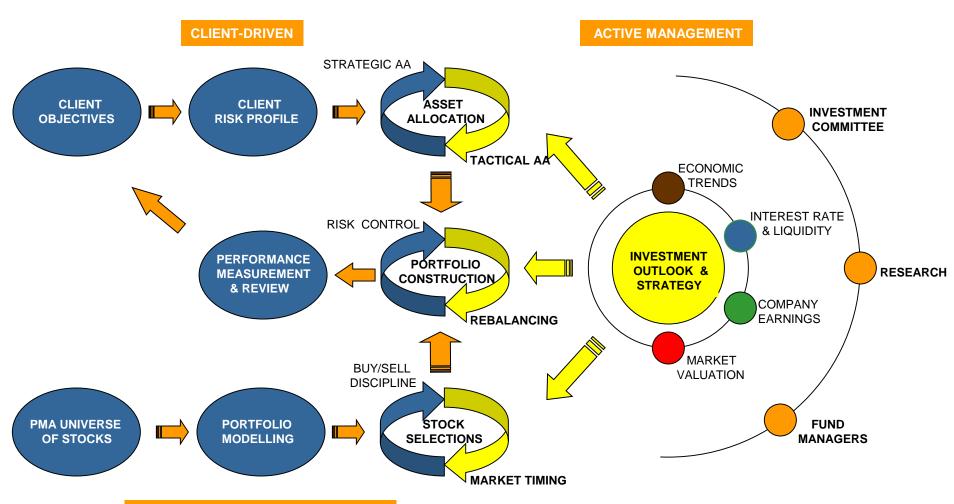
- Tailor made portfolio to meet your investment objective and risk profile
- Actively managed
- Suitable if you are busy or unfamiliar with listed equities

Advisory Mandate

- You will have full control over investment decisions
- Access to a range of investment tools and resources
- Suitable if you are a hands on investors who are experience in listed equities



INVESTMENT PROCESS



FUNDAMENTAL & RESEARCH DRIVEN



Valued Stock Investment Process

The Investment Process for our Discretionary clients is made up of FOUR (4) key components:

- Client-driven
- Fundamental and research driven
- Active management at the asset allocation portfolio and stocks levels
- Performance measurement & review



Chief Investment Officer of Phillip Capital Management

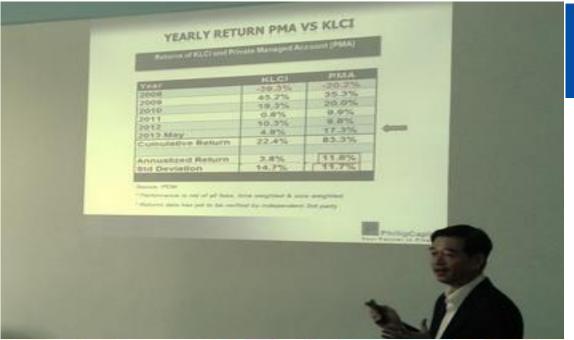




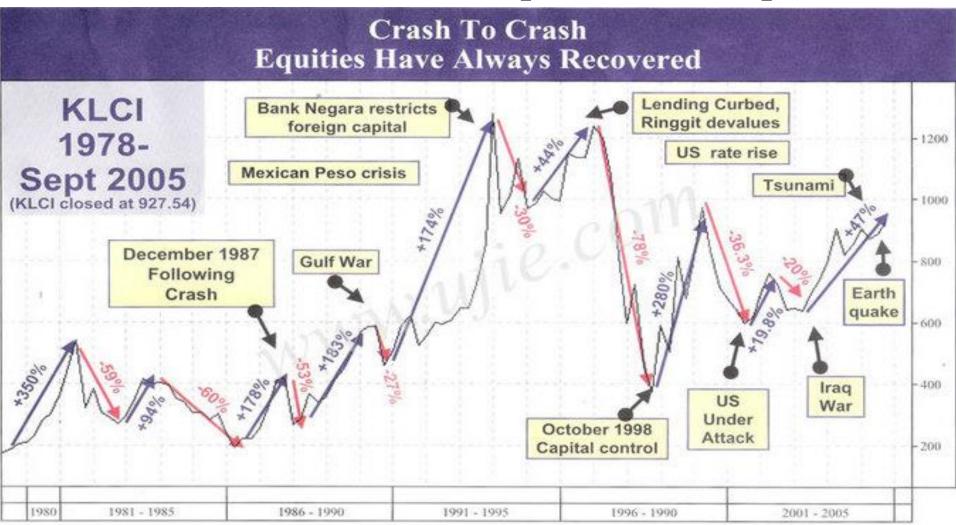








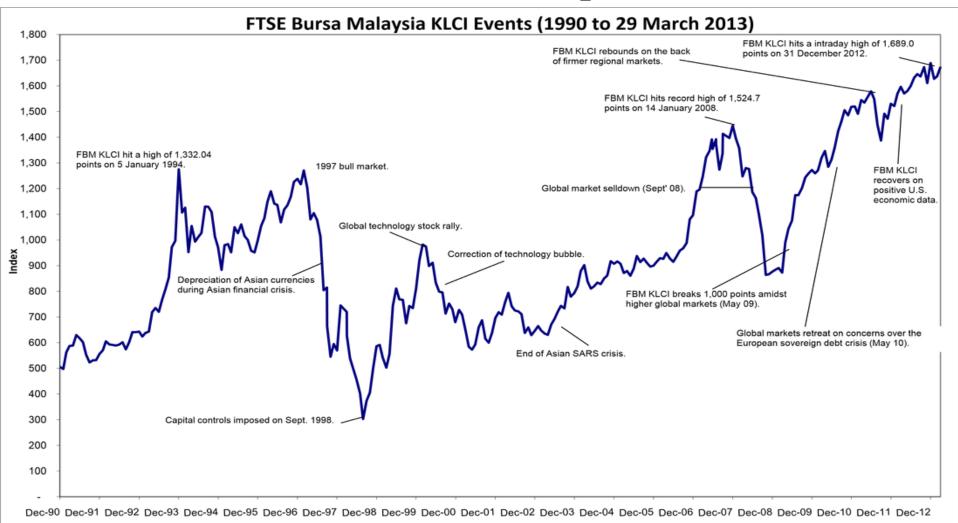
Chart 1: FBM KLCI (250 points to 1,200 points)



Source - Bloomberg



Chart II: FBM KCLI Hits 1,800 points (1990 to 2013)

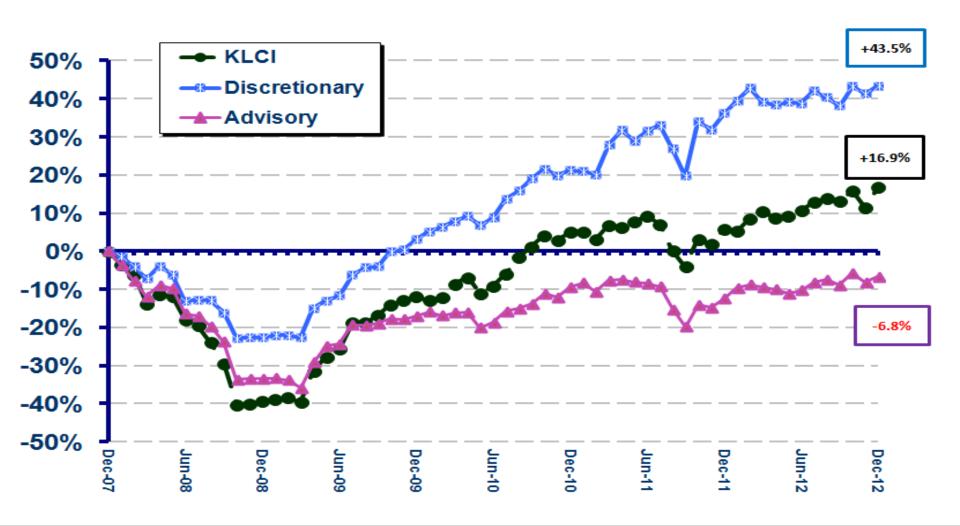




- Advisory mode allowed the Investors to adopt a "Dollar-Cost-Averaging" (DCA) of value investing into diversified numbers of blue chip stock units regularly at anytime and anywhere.
- Discretionary mode allowed the Fund Managers or Chief Investment Officer to assist in DCA the stocks investment gradually based on the injection of funds from EPF Account 1.



Chart: Cumulative Returns (2008 to 2012)





Performance Summary (2008 to 2011)

Year	KLCI	Discretionary	Advisory
2008	-39.3%	-22.7%	-33.4%
2009	45.2%	33.4%	24.7%
2010	19.3%	17.5%	9.2%
2011	0.8%	12.4%	-3.4%
Cumulative Return	5.90%	36.2%	-12.5%
Annualised Return	1.5%	8.0%	-3.3%
Standard Deviation	16.4%	12.9%	13.8%

Source: PCM

- After Global Financial Crisis in 2008, the Discretionary PMART accounts under our management posted a cumulative return of 36.2%, substantially higher than FBMKLCI's 5.90% return.
- On a annualise basis, the Discretionary PMART accounts recorded a compounded return of 8.0% while the market recorded a return of 1.5% and this was achieved with lower volatility of 12.9% against the market's standard deviation of 16.4% over the same period.



^{*}Performance is net of all fees.

^{*}Return data has yet to be verified by independent 3rd party.

Stock Portfolio Valuation & Integrity Report

- Quarterly report to you detailing your investment portfolios online and post to you.
- Daily report available on the internet through POEMS (Phillip's On-line Electronic Mart System), a complete investment package











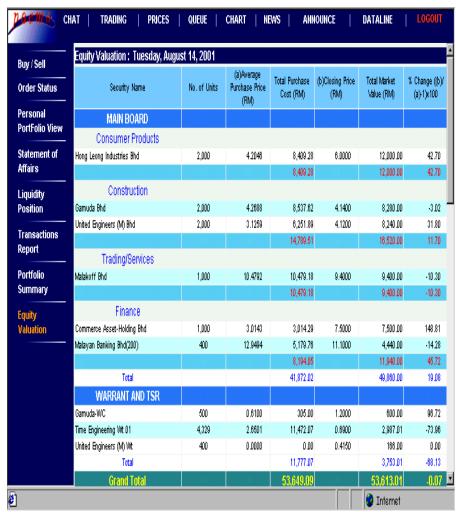






Know Your Portfolio Instantly



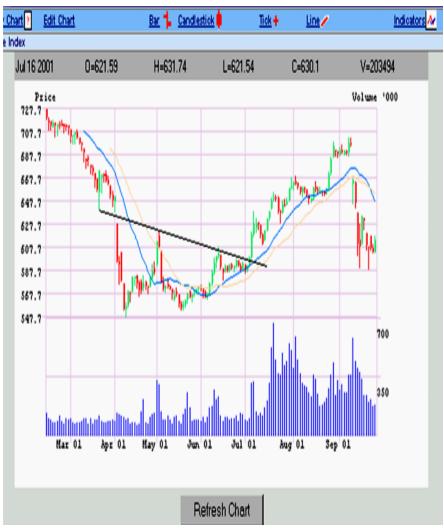




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	TEST1	▼ Cus	tomize L	istnam	e <u>Add</u>	/ Delete	Quote:	s <u>To</u> p	20s	Upda	ate		
Symbol	Company Name	Rem	Last	Chg \	/ol '000 E	Buy Price Se	ai riice	uy Vol Sel '000 '0	II Vol 000	Open	High	Low Time	
♣ ACF.MY	ACF		1.460	-0.02	12	1.460	1.500	7	3	1.470	1.470	1.450 14:34	•
♣ ACP.MY	ACP Ind		6.800	-0.2	1	6.500	6.800	6	3	6.800	6.800	6.800 14:34	
♣ ACPAWS.MY	ACP Ind WT		1.830	-0.01	20	1.780	1.840	1	2	1.840	1.840	1.800 14:34	
◆ BGR.MY	Berjaya Group		0.870	-0.025	853	0.870	0.880	7	37	0.890	0.890	0.870 14:34	
→ BGRW.MY	Berjaya Group Bhd Wt		0.365	-0.01	2870	0.365	0.370	533	110	0.370	0.375	0.360 14:34	
DAM.MY	<u>Damansara Realty</u>		0.410	o	542	0.405	0.410	40	10	0.410	0.410	0.400 14:33	
→ DKM.MY	<u>Datuk Keramat</u>		1.860	-0.03	167	1.860	1.870	2	20	1.890	1.890	1.850 14:34	
▼ FAC.MY	FACB		0.890	-0.01	375	0.890	0.895	5	6	0.890	0.895	0.875 14:34	
FACAVS.MY	FACB Wt2002		0	0	0	0.450	0.505	2	10	О	0	0 14:33	
→ HLI.MY	Hong Leong Industries		15.200	-0.3	125	15.100	15.200	7	2	15.100	15.300	14.900 14:34	
♣ HLI/WS.MY	H L Industries WT		9.750	-0.35	12	9.650	9.800	2	6	9.800	9.800	9.700 14:33	
➡ INSW.MY	Insas Bhd wt		0.465	-0.01	456	0.465	0.470	21	8	0.465	0.475	0.455 14:33	
◆ ITR.MY	<u>Intria</u>		1.350	-0.01	1422	1.340	1.350	18	6	1.320	1.380	1.300 14:34	
◆ ITRAVS.MY	Intria Wt2001		0.680	-0.01	1092	0.680	0.690	8	15	0.670	0.695	0.660 14:34	
→ IXX.MY	KLSE Composite Index		920.390	-11.66	0	0	0	0	0	О	0	0 14:34	
♠ IXX/F.MY	KLSE 2nd Board Index		265.500	1.12	0	0	0	0	0	o	0	0 14:34	
▼ IXX/G.MY	KLSE Emas Index		240.510	-2.73	0	0	0	0	0	О	0	0 14:34	
KON.MY	Konsortium Logistik Bhd		5.600	0	281	5.550	5.600	23	3	5.600	5.600	5.300 14:34	┰

Tools for Fundamental & Technical Analysis



SELECT_COMPANY	NEWS RESEARCH	IPO BONUS/DIV	PROPERTY	
	COMPANY NAM	E	COMPANY CODE	
1 AUTOAIR HOI	DINGS BHD		AAB.MY	
2 AUSTRAL AMA	LGAMATED TIN BHD		AAM.MY	
3 ABRIC BERHA			ABI.MY	
4 ABRAR CORP	ORATION BHD		ABR.MY	
5 AMALGAMATE	CONTAINERS BHD		ACB.MY	
6 ACF HOLDING	S BHD		ACF.MY	
7 ACP INDUSTR	IES BERHAD		ACP.MY	
8 ACTACORP H	OLDINGS BHD		ACT.MY	
9 AYAMAS FOOI	AFC.MY			
10 AFFIN HOLDIN	AFF.MY			
11 AMANAH HART	AHB.MY			
12 AYER HITAM I	AHP.MY			
13 AYER HITAM	AHT.MY			
14 AIC CORPOR	AIC.MY			
15 AMALGAMATE	AIS.MY			
16 AJIYA BHD	AJB.MY			
17 AJINOMOTO (AJI.MY			
18 ASSOCIATED	KOALIN INDUSTRIES		AKI.MY	
19 AKN TECHNOL	AKN.MY			
20 ALUMINIUM C	ALU.MY			
21 AMANAH CAPI	AMA.MY			
22 ARAB-MALAYS	AMC.MY			
23 ARAB-M'SIAN	AMD.MY			
24 ARAB-M'SIAN	AMF.MY			
25 AMTEK HOLDINGS BERHAD AMH.MY				
26 AYER MOLEK	BERHAD		AMO.MY	



Minimum Investment

- The minimum amount is RM30,000.00 from EPF Account 1 for 1st year.
- EPF Member may build up the above amount over a number of investments with the condition that the first investment withdrawal is more than RM10,000.00 and accumulated over 4 quarters in a year.
- The minimum for cash private investment is RM50,000 (Mini PMA) to RM200,000 (PMA) for High Net-worth Clients (Non-EPF contributors)



Phillip Capital Management



- Client to complete and sign on the Investment Management Agreement
- Thumb printed copy of IC (A4 paper) for 2 copies.
 - Thumb printed KWSP 9N Form.



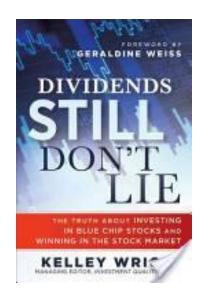
Approved Fees & Charges

1. Service Fee	3.0% on each capital injection
Annual Fee: a. Annual Management Fee b. Custodian Fee	1.50% per annum 0.03% per annum
3. Transaction Fee: a. Brokerage Fee b. Custodian Fee	0.40% per transaction 0.12% per transaction
4. Early Withdrawal Charge	2.5% on amount of each capital injection if withdrawn within 12 months from injection date.













From our Saus fied Customers With at People Are Sayling

"I am very much enjoying applying PMART Stock Investment techniques. More than anything they have caused me to think differently, ask more questions and be more patient in stock investment. I also feel in control of my destiny for the first time as a stock investor. I continue to recommend PMART and I find more and more people are aware of it. Well done and thanks." *Junesan, Head Customer Services – AIA Group*

"It is 36 months since I signed up PMART Stock Investment and I can now say that my PMART Stock Portfolios have out-performed EPF dividends what I felt at the time were unattainable goals. My Financial Advisor, CFP has been very helpful and give informative news via Retire Riche website when I can discipline to learn as a small investor while adding to the enjoyment of stock investing in Phillip Capital. Bravo!" – *Lim S.F. Vice President, Ops System, UOB Group.*

"My PMA stock investment gave average return 16.0% more than Public Mutual Funds and the Banks' interest rates at 6.5% and 3.5% after invested 3 years. My total stocks value plus cash scored triple valued from total funds injected was RM300K. My consistency, persistency and patient in PMA account bears golden retirement eggs." – S. Rama, Managing Director, Catering and Business Owner.







Please call your Certified Financial Planner,

Mr. ALWIN YAU MIN SIN

Tel: 6019-3232163

E-mail: alwinyau@retireriche.com

for immediate FREE Consultancy.

Check out at website: <u>www.retireriche.com</u>

Don't missed out the great opportunities to do

"Value Investing"

to Enrich Your Retirement Savings Now!

Thank you very much



Phillip Capital Management



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