

## FFBH Vostok

October 2018

Data as per 31 October 2018

| NAV           |             |
|---------------|-------------|
| NAV           | BGN 674 862 |
| NAV per share | BGN 0,6703  |

| Return (%)                   |        |
|------------------------------|--------|
| Monthly (MoM)*               | -1,26% |
| Annual (YoY)*                | -4,38% |
| Year-to-date*                | -0,66% |
| Since Inception (annualized) | -4,57% |

| Statistics (%)                |        |
|-------------------------------|--------|
| Standard Deviation*           | 18,88% |
| Monthly Alpha – MSCI Russia*  | 0,48%  |
| Beta (β) – MSCI Russia*       | 0,60   |
| R <sup>2</sup> – MSCI Russia* | 86,44% |
| Sharpe Ratio (0%)*            | 0,02   |

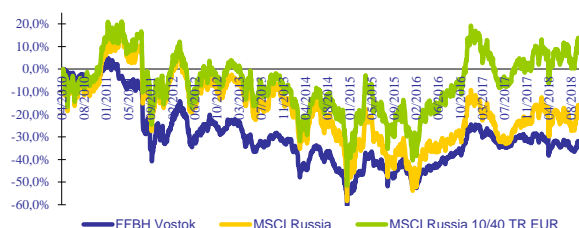
\* see notes

### Investment objective overview

FFBH Vostok is a high-yield, actively managed, open-end mutual fund with regional focus on Russia & CIS, incepted on Apr 16, 2010. The Fund's investment objective is to achieve high long-term growth, bearing medium to high level of risk. The Fund may have up to 95% in equities and up to 50% invested in bonds.

We assume further recovery of the Russian economy in 2018, supported by several key rate cuts and relatively stable oil prices, and prefer higher allocation to equities and cyclical sectors. The portfolio remains comprised mainly of blue chip companies with leading and stable market positions.

### FFBH Vostok vs. MSCI Russia 10/40 EUR

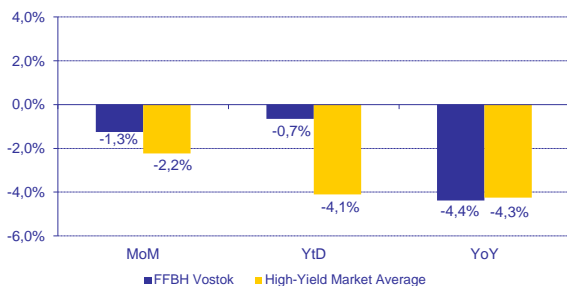


Source: Bloomberg, FFBH Asset Management

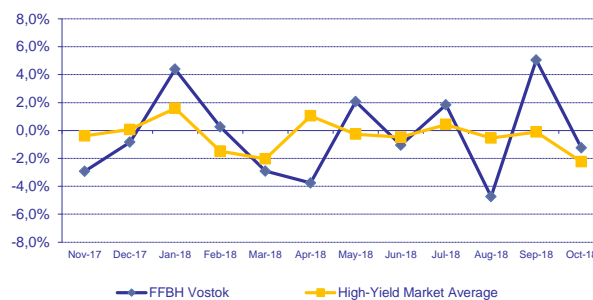
### Fact sheet and fee information

|                            |                       |  |                   |                       |
|----------------------------|-----------------------|--|-------------------|-----------------------|
| Type                       | Open-end equity fund  | Subscription*                            | up to BGN 100,000 | more than BGN 100,000 |
| Classification             | High-yield fund       | Entry fee                                | 0,50%             | 0,00%                 |
| Manager                    | FFBH Asset Management | Holding Period                           | up to 24 months   | over 24 months        |
| Custodian                  | First Investment Bank | Redemption fee                           | 0,50%             | 0,00%                 |
| Subscriptions/ Redemptions | Every Business Day    | Management fee (annual % of average AUM) |                   | 2,50%                 |
| Incorporation              | Bulgaria              | * Minimum subscription is BGN 50         |                   |                       |

### MoM, YoY and YtD return to HY market average\*

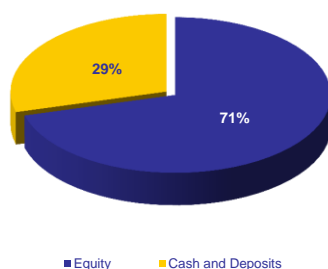


### MoM return to HY market average\*

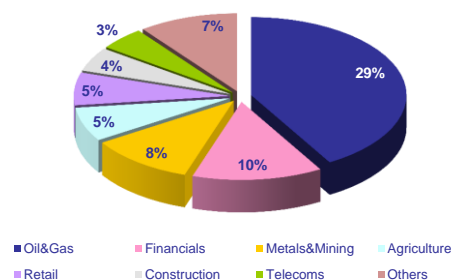


Source: BAAMC, FFBH Asset Management calculations

### Asset Allocation



### Equity Portfolio (% of total assets)



Source: FFBH Asset Management

## FIB Avangard

October 2018

Data as per 31 October 2018

| NAV           |               |
|---------------|---------------|
| NAV           | BGN 1 685 157 |
| NAV per share | BGN 0,5718    |

| Return (%)                   |         |
|------------------------------|---------|
| Monthly (MoM)*               | -3,21%  |
| Annual (YoY)*                | -11,21% |
| Year-to-date*                | -10,02% |
| Since Inception (annualized) | -4,98%  |

| Statistics (%)              |        |
|-----------------------------|--------|
| Standard Deviation*         | 8,32%  |
| Monthly Alpha – MSCI ACWI*  | 1,84%  |
| Beta (β) – MSCI ACWI*       | 0,34   |
| R <sup>2</sup> – MSCI ACWI* | 33,52% |
| Sharpe Ratio (0%)*          | 0,36   |

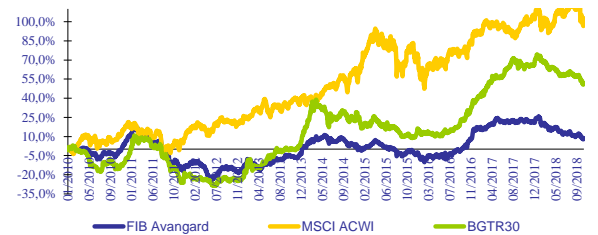
\* see notes

### Investment strategy

FIB Avangard is a high-yield, actively managed, mutual fund, inception on Nov 11, 2007, whose investment objective is to achieve high long-term growth, bearing medium to high level of risk. Its portfolio is allocated into global equity with regional focus on Bulgaria. Tactically, most of its funds might be invested in capital markets outside Bulgaria that are expected to be among top performing world regions.

FIB Avangard's investment strategy for 2018 includes allocation to export-oriented, financially stable and dividend-paying Bulgarian companies and allocation to developed markets blue chips based on favourable macroeconomic conditions and attractive valuations. We will increase exposure to companies with competitive positions in disruptive industries. The overall risk of the portfolio will be mitigated through sector and company diversification.

### FIB Avangard vs. MSCI ACWI



Source: Bloomberg, BSE-Sofia, FFBH Asset Management

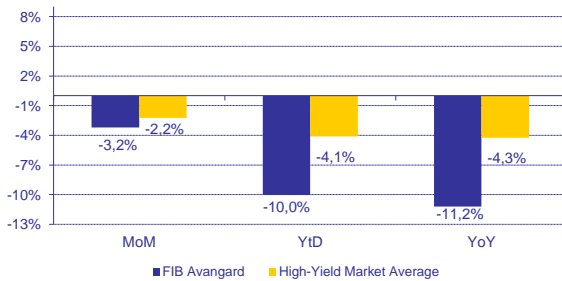
### Fact sheet and fee information

|                            |                       |
|----------------------------|-----------------------|
| Type                       | Open-end equity fund  |
| FSC Classification         | High-yield fund       |
| Manager                    | FFBH Asset Management |
| Custodian                  | First Investment Bank |
| Subscriptions/ Redemptions | Every Business Day    |
| Incorporation              | Bulgaria              |

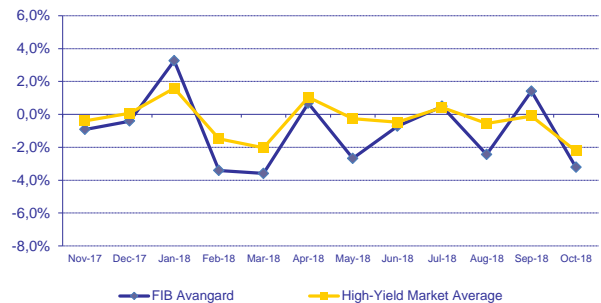
|  |                   |                       |
|--|-------------------|-----------------------|
| Subscription*                            | up to BGN 100,000 | more than BGN 100,000 |
| Entry fee                                | 0,50%             | 0,00%                 |
| Holding Period                           | up to 24 months   | over 24 months        |
| Redemption fee                           | 0,50%             | 0,00%                 |
| Management fee (annual % of average AUM) | 3,00%             |                       |

\* Minimum subscription is BGN 50

### MoM, YoY and YtD return to HY market average\*

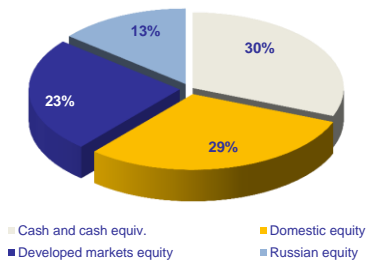


### MoM return to HY market average\*

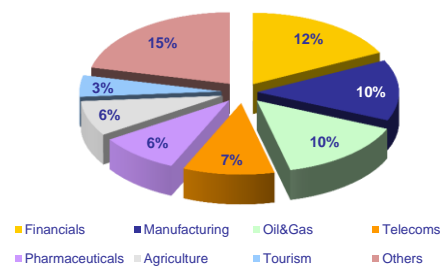


Source: BAAMC, FFBH Asset Management calculations

### Asset Allocation



### Equity Portfolio (% of total assets)



Source: FFBH Asset Management

## FIB Classic

October 2018

Data as per 31 October 2018

| NAV           |               |
|---------------|---------------|
| NAV           | BGN 1 490 535 |
| NAV per share | BGN 0,8961    |

| Return (%)                   |        |
|------------------------------|--------|
| Monthly (MoM)*               | -2,09% |
| Annual (YoY)                 | -7,59% |
| Year-to-date                 | -6,56% |
| Since Inception (annualized) | -1,00% |

| Statistics (%)              |        |
|-----------------------------|--------|
| Standard Deviation*         | 5,34%  |
| Monthly Alpha – MSCI ACWI*  | 2,96%  |
| Beta (β) – MSCI ACWI*       | 0,14   |
| R <sup>2</sup> – MSCI ACWI* | 13,67% |
| Sharpe Ratio (0%)*          | 0,62   |

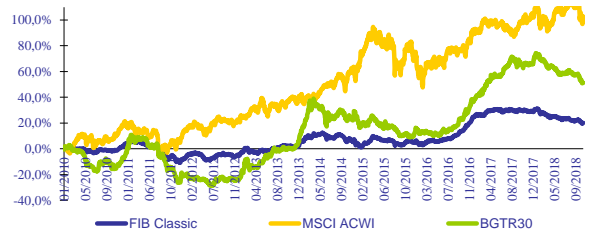
\* see notes

### Investment strategy

FIB Classic is a balanced mutual fund, inception on Nov 11, 2007, whose investment objective is to achieve medium to high long-term growth of its assets, bearing medium level of risk. The Fund invests in equities and bonds, as the equity-bond proportion depends on the stage of the economic cycle and macro conditions in covered regions and the expected central banks' monetary policy decisions.

FIB Classic's investment strategy for 2018 remains equity-focused, which includes holding equity allocation close to the fund's limits. Equities will be concentrated in Bulgaria and Western Europe with preference to dividend-paying value companies. Bond portfolio would comprise of domestic and foreign corporate bonds.

### FIB Classic vs. MSCI ACWI



Source: Bloomberg, BSE-Sofia, FFBH Asset Management

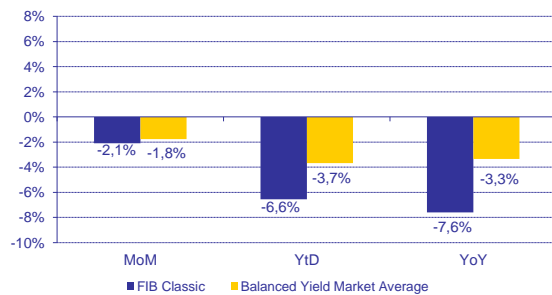
### Fact sheet and fee information

|                            |                       |
|----------------------------|-----------------------|
| Type                       | Open-end equity fund  |
| Classification             | Balanced fund         |
| Manager                    | FFBH Asset Management |
| Custodian                  | First Investment Bank |
| Subscriptions/ Redemptions | Every Business Day    |
| Incorporation              | Bulgaria              |

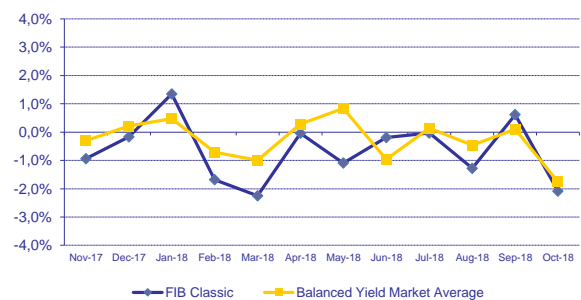
|  |                   |                       |
|--|-------------------|-----------------------|
| Subscription*                            | up to BGN 100,000 | more than BGN 100,000 |
| Entry fee                                | 0,35%             | 0,00%                 |
| Holding Period                           | up to 24 months   | over 24 months        |
| Redemption fee                           | 0,35%             | 0,00%                 |
| Management fee (annual % of average AUM) |                   | 2,50%                 |

\* Minimum subscription is BGN 50

### MoM, YoY and YtD return to BY market average\*

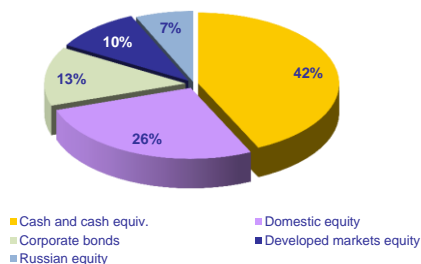


### MoM return to BY market average\*

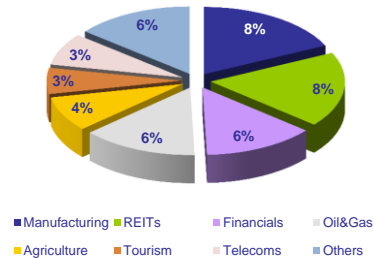


Source: BAAMC, FFBH Asset Management calculations

### Asset Allocation



### Equity Portfolio (% of total assets)



Source: FFBH Asset Management

## FIB Garant

October 2018

Data as per 31 October 2018

| NAV           |               |
|---------------|---------------|
| NAV           | BGN 1 228 160 |
| NAV per share | BGN 1,2636    |

| Return (%)                    |        |
|-------------------------------|--------|
| Monthly (MoM)*                | -1,24% |
| Annual (YoY)*                 | -4,64% |
| Year-to-date*                 | -4,67% |
| Since Inception (annualized)* | 2,16%  |

| Statistics (%)      |        |
|---------------------|--------|
| Standard Deviation* | 2,33%  |
| Sharpe Ratio (0%)*  | 1,07   |
| Interest rates (%)  |        |
| 3 months            | -0,12% |
| 12 months           | 0,57%  |

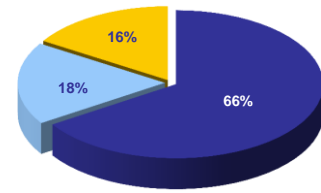
\* see notes

### Yield on selected Bulgarian treasuries (%)

| Type     | Coupon | Maturity (dd/mm/yy) | Currency | Yield  |
|----------|--------|---------------------|----------|--------|
| Treasury | 0,50%  | 17/02/19            | BGN      | -0,29% |
| Eurobond | 2,00%  | 26/03/22            | EUR      | 0,07%  |
| Eurobond | 1,88%  | 21/03/23            | EUR      | 0,24%  |
| Eurobond | 2,95%  | 03/09/24            | EUR      | 0,61%  |
| Eurobond | 3,00%  | 21/03/28            | EUR      | 1,55%  |
| Eurobond | 3,13%  | 26/03/35            | EUR      | 2,64%  |

Source: Bloomberg

### Asset Allocation



■ Cash and Deposits ■ Shares ■ Corporate Bonds

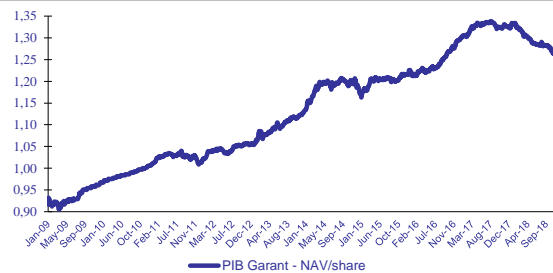
Source: FFBH Asset Management

### Investment objective

FIB Garant is a conservative mutual fund, inception on Nov 11, 2007, whose investment objective is to achieve medium long-term growth of its assets, bearing low level of risk. The Fund invests mainly in fixed-income and money market instruments, but it may have up to 20% exposure to equity used to improve its risk-return profile.

FIB Garant's 2018 investment strategy includes significant allocation to Bulgarian equities on valuations and sentiment improvement on the BSE. At certain points investments in foreign large cap dividend-paying blue chips can be made but currency risk should be controlled. Low local deposit rates would also lead to an increase in the Fund's exposure to foreign corporate and sovereign bonds.

### FIB Garant



Source: FFBH Asset Management

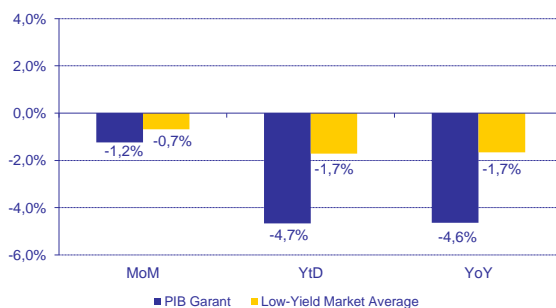
### Fact sheet and fee information

|                            |                       |
|----------------------------|-----------------------|
| Type                       | Open-end equity fund  |
| Classification             | Balanced-conservative |
| Manager                    | FFBH Asset Management |
| Custodian                  | First Investment Bank |
| Subscriptions/ Redemptions | Every Business Day    |
| Incorporation              | Bulgaria              |

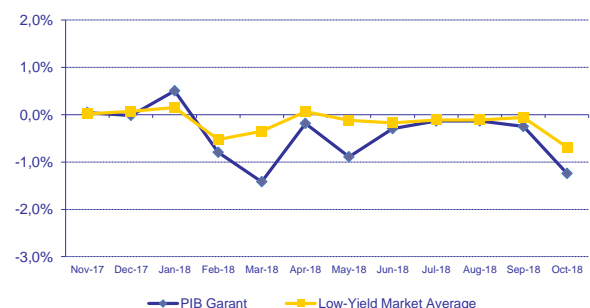
|  |                   |                       |
|--|-------------------|-----------------------|
| Subscription*                            | up to BGN 100,000 | more than BGN 100,000 |
| Entry fee                                | 0,15%             | 0,00%                 |
| Holding Period                           | up to 24 months   | over 24 months        |
| Redemption fee                           | 0,15%             | 0,00%                 |
| Management fee (annual % of average AUM) |                   | 1,50%                 |

\* Minimum subscription is BGN 50

### MoM, YoY and YtD return to LY market average\*



### MoM return to LY market average\*



Source: BAAMC, FFBH Asset Management calculations

## NOTES

Monthly return /MoM/ is calculated as the ratio between the NAV/share as per the report date and the NAV per share on the last working day of the previous month.

Annual return /YoY/ is calculated as the ratio between the NAV/share as per the report date and the NAV per share on the last working day of the same month a year ago.

Year-to-date return /YtD/ is calculated as the ratio between the NAV/share as per the report date and the NAV per share on the last working day of the previous year.

Standard deviation is the annualized standard deviation of the weekly return over the last five years or since inception, whichever is smaller.

*FIB Avangard: Monthly Alpha – MSCI ACWI is the difference between the monthly return of NAV per share of FIB Avangard and the monthly return of MSCI All Country World Index.*

*FIB Classic: Monthly Alpha – MSCI ACWI is the difference between the monthly return of NAV per share of FIB Classic and the monthly return of MSCI All Country World Index.*

*FFBH Vostok: Monthly Alpha – MSCI Russia is the difference between the monthly return of NAV per share of FFBH Vostok and the monthly return of MSCI Russia 10/40 Total Return EUR Index.*

*FIB Avangard: Beta ( $\beta$ ) – MSCI ACWI has been calculated using the weekly returns of NAV per share of FIB Avangard and MSCI All Country World Index over the last five years.*

*FIB Classic: Beta ( $\beta$ ) – MSCI ACWI has been calculated using the weekly returns of NAV per share of FIB Classic and MSCI All Country World Index over the last five years.*

*FFBH Vostok: Beta ( $\beta$ ) – MSCI Russia has been calculated using the weekly returns of NAV per share of FFBH Vostok and MSCI Russia 10/40 Total Return EUR Index over the last five years.*

*FIB Avangard: R2 – MSCI ACWI has been calculated using the weekly returns of NAV per share of FIB Avangard and MSCI All Country World Index over the last five years.*

*FIB Classic: R2 – MSCI ACWI has been calculated using the weekly returns of NAV per share of FIB Classic and MSCI All Country World Index over the last five years.*

*FFBH Vostok: R2 – MSCI Russia has been calculated using the weekly returns of NAV per share of FFBH Vostok and MSCI Russia 10/40 Total Return EUR Index over the last five years.*

*Returns of all indices presented in the bulletin or used in the calculations above are converted in BGN.*

Sharpe Ratio for all funds has been calculated using the weekly returns of NAV per share of each fund over the last five years or since the inception of the fund, whichever is smaller, and using 0% as risk-free return.

*FIB Avangard: High-yield market average is calculated through equal weighting of the returns of all high-yield mutual funds, offered on the Bulgarian market by asset management companies - members of the Bulgarian Association of Asset Management Companies (BAAMC).*

*FIB Classic: Balanced yield market average is calculated through equal weighting of the returns of all balanced mutual funds, offered on the Bulgarian market by asset management companies - members of BAAMC.*

*FIB Garant: Low-yield market average is calculated through equal weighting of the returns of all conservative mutual funds, offered on the Bulgarian market by asset management companies - members of BAAMC. Money market funds are not included in the calculation.*

*FFBH Vostok: High-yield market average is calculated through equal weighting of the returns of all high-yield mutual funds, offered on the Bulgarian market by asset management companies - members of BAAMC.*

*Returns are calculated using the net asset values of the mutual funds reported on the web site of BAAMC on the first working day of the month, following the month of performance presentation.*

The market average points are calculated in a standardized way, using the MoM, YoY and YtD returns of each fund ( $R_i$ ,  $i=1$  to  $n$ ), based on formula:  $\sum (1/n \cdot R_i)$ , where  $n$  is the number of mutual funds.

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