



PROFESSIONAL INVESTMENT ADVISORY SERVICES

Quarterly Client Newsletter

Issue Forty
2020

Do I need Personal
Accident Insurance?

The Millennial's Quest to
find the "Perfect"
Investment-Linked Plan

5 Reasons Why Skipping
Critical Illness Insurance is
a Big Mistake

Portfolio Manager
Interview

PIAS Investment
Outlook Q4 2020

Sompo Insurance Singapore Pte. Ltd.

Sompo is a member of SOMPO HOLDINGS, a trusted and established insurance and risk solutions provider in Japan for over a century. Today, SOMPO HOLDINGS serves its customers in more than 30 countries and regions. Since 1989, Sompo has been providing companies and individuals with premium yet affordable insurance in Singapore.

More information: <https://www.sompo.com.sg>

Tokio Marine Pte. Ltd.

More than 140 years ago, we were established as the first insurance company in Japan. Our network now spans across 45 countries and regions, and we have never lost sight of conducting business with integrity, passion and quality. Working to be a Good Company brings us together as a united global insurance group. Today, as Japan's largest insurance group, with over JPY25,253 billion in assets, JPY3,474 billion of market capitalisation (as at end of March 2020) and over 40,000 employees, Tokio Marine is ever-ready to partner with you to continuously realise more achievements.

More info: <https://www.tokiomarine.com/>

Manulife Singapore

Established in 1980, Manulife Singapore provides insurance, retirement and wealth management solutions to meet the financial needs of our customers across their various life stages. Customers can readily access our solutions through our extensive multi-channel distribution network. In addition to our established agency force, we distribute our products through a number of specialist partners, including banks and financial advisory firms.

More info: <https://www.manulife.com.sg/>

Eastspring Investments Services Pte Ltd.

Founded in 1994, Eastspring is a global asset manager with Asia at its core, offering innovative investment solutions to meet the financial needs of clients. We managed a total of USD220 billion¹ across equity, fixed income, multi asset, quantitative and alternative strategies on behalf of institutional and individual investors globally.

More info: <https://www.eastspring.com/>

Professional Investment Advisory Services ("PIAS")

With one of the largest, most respected and fastest growing network of advisers in Singapore, PIAS' professional advisers provide sound and comprehensive financial advice at both individual and corporate levels.

More info: www.proinvest.com.sg

Do I need a Personal Accident Insurance?

Author | Sompo Insurance Singapore Pte. Ltd.



As much as we try to avoid it, accidents do happen. And when it happens, not everyone is financially prepared for the medical expenses which may turn out to be a hefty sum. However, having a good personal accident (PA) plan can help to ease the financial burden when the unexpected happens.

A PA plan primarily covers the medical expenses incurred due to an injury caused by accident, and for some unfortunate cases, provides a payout for death or permanent disablement due to an accidental injury. Beyond covering accidental injuries, a comprehensive PA plan such as Sompo's PASTar also covers your medical expenses due to 17 infectious diseases including HFMD and dengue fever.

Do I need a PA plan if I already have a Life or Health Insurance?

Some people think that they have enough coverage in their life policy or health plan to cover them in the event of an accident. However, a PA plan can actually complement life or health insurance plans to offer more comprehensive financial protection.

One important benefit of a PA plan is the provision of inpatient and outpatient medical expenses. Outpatient consultation is generally not covered under a medical insurance, unless it is a pre- or post-hospitalisation treatment. A PA plan will come in handy in such instances.

In the event of death due to an accidental injury, a PA plan also pays a cash benefit on top of a life insurance policy payout. This provides additional financial assistance to the family.

Real-life cases for claims payout from a PA plan

PA claims can vary from a small claim, eg. food poisoning, to a large claim such as death and disablement. The following claim cases show the importance of having a PA policy should accidents happen when you least expect it.





Case 1 – A man in his 50s was involved in a road accident and sustained injuries to his shoulder, neck and back. At the time of accident, he was insured under Sompo's PAMstar Deluxe plan. He sought outpatient treatment at a Traditional Chinese Medicine (TCM) clinic for his injuries and was reimbursed for the medical expenses.

No one can predict when an accident will happen. Ensure you have a comprehensive PA plan to cover you in the event of an accident.



Case 2 – A two and half year-old child died from choking while eating. As the child was covered under PAJunior, his family received a lump sum payout of S\$30,000 for accidental death and hospitalisation allowance of S\$1,875 for the 25 days that the child was hospitalized.

You can never be fully prepared for an accident but a PA plan can provide you with some financial relief.



Case 3 – A Chinese man in his 30s met with a motorbike accident while riding on a wet slippery road on his way to Malaysia to celebrate Chinese New Year. He sustained a right foot fracture with a foreign object stuck between the second and third long bones in the middle of the foot. He was covered under Sompo PAMstar Standard plan. His PA plan reimbursed him for his medical expenses and also paid out a weekly cash benefit to cover for his loss of income as he had to be on medical leave for 49 days.

Road accidents are common in Singapore. Should you be involved in a road accident, having a PA plan could help to alleviate some of the financial burden for you and your family.

Bonus Coverage

Some PA insurance offers free bonus coverage that goes beyond the standard PA coverage. Sompo's PAMstar is one such plan that not only covers you for personal accidents, but celebrates life's joyous occasions with you too. You'll get to receive bonus allowance when you get married and have babies.

When purchasing a PA policy, do find out what is the amount of coverage that best suit your needs and budget.

THE MILLENNIAL'S QUEST

To Find The "Perfect" Investment-Linked Plan

The market offers a diverse selection of ILPs (Investment-Linked Plans), each promising high levels of protection and elevated benefits. However, discerning millennials are increasingly savvy and know what to look for. They want the best-fit solution that is tailored to their needs and caters for their goals at each milestone.



Start Young, Aim High and #goFurther

Singapore millennials are young and ambitious when it comes to planning for their finances, with **8 in 10** doing so before the age of 30.

The lack of disposable income (**41%**) and being unsure of where to start (**36%**) are two key reasons that deter millennials from getting started on their financial planning journey.

Questions we asked our millennials:

Have you started planning your finances?

No 38% Yes 62%



What are the top five insurance products you intend to buy in the next 12 months?



Life Insurance
66%



Insurance Savings Plan
42%



Health/Medical Insurance
62%



Personal Accident Insurance
48%



Investment-Linked Plan
29%

Protection and wealth accumulation are two sides of the same coin, with both aspects being vital in a financial plan. An ILP typically combines the components of investment and protection. Front-end loaded ILPs with protection element do not provide a comprehensive wealth accumulation solution. And when millennials enter into different life stages, there arises a need for more flexibility in the features of the plan. Most importantly, millennials value transparency when it comes to fees and charges.

Their search for the “perfect” ILP can be understood as a desire to “enjoy the best of all worlds”.

What The Millennial Truly Wants



- Transparent Fees and Charges

Plus! The elevated advantage of being suitably equipped with diverse bespoke funds to meet different risk profiles at various life stages.



- Flexible Features



- Wealth Accumulation

No matter which ILP solution you choose, your personal objectives should take the highest priority. The perfect ILP does not exist but there are solutions that will suit you perfectly. Most significantly, the plan you decide on must be in tune with your unique financial goals.

Tokio Marine Life Insurance Singapore's reputation in Singapore as a leading life insurer has been gained through strong historical investment returns, disciplined underwriting and careful expense management. We strive to be the trusted #GoToPartner for all financial planning needs by offering innovative and meaningful solutions.

In all endeavours, we Look Beyond Profits, Empower Our People and Deliver On Commitments. We seek to exemplify these positive values through our heartfelt actions. We are the first life insurer in Singapore to provide financial relief to our policyholders in the fight against COVID-19, as part of a multipronged CSR initiative, #goCare.

Centred on our commitment towards caring for our customers and communities as a company and its representatives, our concerted efforts were recognised with a win in the Financial Services category of Singapore Business Review International Business Awards 2020.

5 Reasons Why Skipping Critical Illness Insurance is a Big Mistake

Author | Manulife (Singapore) Pte. Ltd.



Photo Source | Pixabay

Is critical illness (CI) insurance necessary? When you're young and healthy, there seems to be little need for it – especially when you have a private hospitalisation plan or MediShield Life with an Integrated Shield Plan.

The thing is, a major illness comes with expenses that extend well beyond surgery and hospital stays. According to the Life Insurance Association (LIA), it takes about 5 years for a person to recover from a critical illness¹. Going through recovery also means dealing with exorbitant costs related to prolonged treatment, medication, or loss of income.

During a big health emergency, CI insurance protects you from financial trouble and keeps you financially afloat while you recover.

What does critical illness insurance do?

As the name suggests, a CI plan kicks in when you get diagnosed with a major critical illness, such as a heart attack, stroke, and major cancers.

After the diagnosis, you'll receive a lump sum payout that you can use however you wish. Some use it to pay for medical expenses that aren't covered by their hospital plan or MediShield Life. Others use it to cover non-medical costs related to the illness, such as transportation, childcare, or a domestic helper.

CI plans are not meant to replace other health insurance plans. Rather, the CI plan makes up for the shortfall in your savings or MediSave, so can focus on recovering without worrying about the bills.

Why Skipping Critical Illness Insurance is a Big Mistake

If you're lucky, you'll live the rest of your life without getting seriously ill. But without the right coverage, just one critical illness can be a massive financial burden for you and your family. Here's why skipping out on CI insurance is a big mistake.

The odds of getting critically ill are high

Most CI plans in Singapore cover you for 37 critical illnesses. What are the odds of actually making a claim, especially when you're young, active, and healthy?

No matter how healthy a lifestyle you live, there's no telling when critical illness will strike. Industry trends show that CI claims among adults age 31 – 40 are growing², and that the risk of getting a major illness increases with age. (This is also why insurance policies cost more as you get older.)

Additionally, the National Registry of Diseases Office estimates that 1 in every 4-5 Singaporeans have a lifetime risk for developing cancer³. Breast cancer accounts for 1 in 3 cancers among women in Singapore, while 1 in 7 men in Singapore get prostate cancer⁴.

The good news is early detection and better treatments result in higher survival rates. The payout from a CI plan helps you afford ongoing treatments and the related costs that come with cancer recovery.

There are limits to MediSave and MediShield Life coverage

Most Singaporeans think that CI plans aren't needed when MediSave and MediShield Life can cover all medical expenses. While these can soften the financial blow of hospital stays and outpatient treatment, there are limits to what government health insurance can cover.

For instance, MediSave can cover up to \$450 for daily hospitalisation charges, or \$300 per day surgery stay⁵. However, hospitalisation fees can cost more, depending on the hospital and ward class. Anything greater than a B2 or C ward needs to be paid out of pocket.

While MediShield Life helps pay for longer hospital stays and outpatient treatments like chemotherapy, it only covers a part of your total bill⁵. To meet the balance, you need to withdraw from your MediSave account or use your savings.

When you're recovering from a serious illness, being unable to afford the full cost of your treatment is the last thing you need. This is where a CI plan becomes useful. The payout can be used to cover the shortfall in your MediSave account, or make up for the limits of your MediShield Life payout.



Photo Source | Pixabay from Pexels

Hospitalisation insurance won't cover all your expenses

Similarly, a private hospital plan can cover hospitalisation stays and surgeries, and some outpatient treatments like kidney dialysis or chemotherapy. However, critical illnesses require multiple costly treatments, especially during the disease's early stages. Because there are limits to its coverage, a hospital plan alone can't cover all tests, treatments, and consultation fees.

A CI plan can make up for what hospital insurance can't cover – and not just in terms of medical fees. Because you're free to use the payout as you wish, a CI plan lets you make up for lost income, or pay for things like day care for your kids while you recover.

Your savings won't last long in the wake of a critical illness

Critical illnesses are more expensive than the average medical emergency, and not just because there's more treatment involved. These diseases often leave you with impairments that restrict your mobility and require long-term rehabilitation.



Photo Source | bruce mars from Pexels

A stroke, for example, requires costly surgical procedures to help you return to your daily life. But even after surgery, a stroke can make it difficult to walk or do basic routines like showering or dressing yourself⁷. Completing your recovery requires a team of stroke specialists or help from private nurses, which health insurance does not cover.

Another cost to consider is the loss of income if you take time off work to recover, or are unable to return to work. Not only will you have difficulty paying your medical bills; you might be unable to take care of your living expenses or your family's needs.

Realistically speaking, savings alone can't keep up with all the long-term costs related to a critical illness.

The real value of a CI plan comes from its flexibility. Unlike health insurance, you're free to use the CI payout for expenses beyond medical treatment. Whether it's paying for household bills or long-term rehabilitation fees, a CI plan lets you take care of your financial obligations so you can focus on recovering.

Your savings won't last long in the wake of a critical illness

Critical illnesses are more expensive than the average medical emergency, and not just because there's more treatment involved. These diseases often leave you with impairments that restrict your mobility and require long-term rehabilitation.

A stroke, for example, requires costly surgical procedures to help you return to your daily life. But even after surgery, a stroke can make it difficult to walk or do basic routines like showering or dressing yourself⁷. Completing your recovery requires a team of stroke specialists or help from private nurses, which health insurance does not cover.

Another cost to consider is the loss of income if you take time off work to recover, or are unable to return to work. Not only will you have difficulty paying your medical bills; you might be unable to take care of your living expenses or your family's needs.

Realistically speaking, savings alone can't keep up with all the long-term costs related to a critical illness.

The real value of a CI plan comes from its flexibility. Unlike health insurance, you're free to use the CI payout for expenses beyond medical treatment. Whether it's paying for household bills or long-term rehabilitation fees, a CI plan lets you take care of your financial obligations so you can focus on recovering.

Critical illness plans are affordable – especially while you're young

It seems strange to get a CI plan while you're young, healthy, and have no immediate need for it. If that's where you are, now is the best time to get CI insurance. Not only are premiums more affordable the younger and healthier you are; you'll also get full coverage for the plan's illnesses.

Getting a CI plan is trickier once you've been diagnosed by a health condition. While it's still possible, you may end up paying higher premiums, or get less coverage that excludes the illness you were diagnosed with.

Given the high chance of getting critically ill in your lifetime, and the costs that come with it, a CI plan provides a valuable safety net when you need it the most.

Critical illness plans are designed to meet your needs



Photo Source | iStock

Disclaimer

This article should not be regarded as an offer, recommendation, solicitation or advice to buy or sell any investment product and shall not be transmitted, disclosed, copied or relied upon by any person for whatever purpose. The information provided herein is intended for general circulation only and does not have any regard to your specific investment objectives, financial situation and any of your particular needs. You may wish to seek advice from a financial adviser before making a commitment to purchase any investment products. In the event you choose not to seek advice from a financial adviser, you should consider carefully whether the product(s) are suitable for you.

This article can also be found [here](#).

Source:

1. Tan, L. (2018, April) *Working Adults Have Inadequate Cover if Critical Illness Strikes, Says Study*. Retrieved from *The Straits Times*. <https://www.straitstimes.com/business/banking/working-adults-have-inadequate-cover-if-critical-illness-strikes-says-study>
2. (2018, October) *Top 7 Myths Singaporeans Believe about Critical Illness Insurance*. Retrieved from *The Online Citizen*. <https://www.theonlinecitizen.com/2018/10/17/top-seven-myths-singaporeans-believe-about-critical-illness-insurance/>
3. (2017, June) *Singapore Cancer Registry: Annual Registry Report 2015*. Retrieved from the *National Registry of Diseases Office*. https://www.nrdo.gov.sg/docs/librariesprovider3/Publications-Cancer/cancer-registry-annual-report-2015_web.pdf?sfvrsn=10
4. (2017, June) *Breast, Prostate Cancers Rising Sharply in Singapore*. Retrieved from *The Straits Times*. <https://www.straitstimes.com/singapore/health/breast-prostate-cancers-rising-sharply-in-spore>
5. *MediSave*. Retrieved from *Ministry of Health*. <https://www.moh.gov.sg/cost-financing/healthcare-schemes-subsidies/medisave>
6. *MediShield Life*. Retrieved from *Ministry of Health*. <https://www.moh.gov.sg/cost-financing/healthcare-schemes-subsidies/medishield-life>
7. (2019, February) *Physical and Emotional Conditions After a Stroke*. Retrieved from *Health Hub*. <https://www.healthhub.sg/a-z/diseases-and-conditions/677/stroke-impact-of-stroke>



PORTFOLIO MANAGER INTERVIEW

Author | Joanna Ong, Investment Solutions Team | August 2020 | Eastspring Investments Services Pte Ltd.

Joanna Ong joined Eastspring Investments in June 2000 and is a key member of the dedicated multi asset Investment Solutions team managing global multi asset funds for Prudential plc across Asia, as well as external investment strategies.

The Eastspring Investments – Asia Real Estate Multi Asset Income Fund (“Fund”) was launched in December 2019 for investors to participate in the sector’s fast-growing potential. In this interview, Joanna shares the Fund’s unique approach and addresses the concerns and challenges of investing against the COVID-19 backdrop.

1. To access real estate, clients can invest in REITs, property stocks or physical property directly. What is the benefit of investing in this Fund?

Using a multi-asset strategy to invest in Asia Real Estate allows us to express views across a variety of building blocks: real estate developer equities, REITs, high yield bonds, investment grade bonds, listed infrastructure, and currencies. We can invest across the property eco-system based on our views of where valuations, fundamentals, and technical signals indicate the most promising opportunities. This way, we can derive the diversification benefits across countries and sub-industries and tap into the growth in super cities not just in China, but across smaller markets like Philippines, Indonesia, India, etc. At the same time, we can specifically construct the portfolio to maximise income with lower volatility.

G.R.O.W your wealth in Asia Real Estate



Generate income of **5.0-6.0%p.a.** historically, on an annualized basis¹

Incepted on 9 December 2019, the Fund made the first distribution (ex-date) on 3 February 2020



Receive returns at **2/3rds**² the volatility of Asia Pacific ex Japan REITs Index



Opportunity to invest in **1,237** property developers **260** REITs and **103** real estate bond issuers³



Weather changing market conditions via a multi asset strategy

Source: ¹Distributions are not guaranteed and may fluctuate. Past distributions are not necessarily indicative of future trends, which may be lower. Historical distribution payouts and its frequency are determined by the Board of Directors, and can be made out of (a) income; or (b) net capital gains; or (c) capital of the Fund or a combination of (a) and/or (b) and/or (c). The payment of distributions should not be confused with the Fund’s performance, rate of return or yield. Any payment of distributions by the Fund may result in an immediate decrease in the net asset value per unit. ²Based on Eastspring Investments volatility measure.

³Latest available data from Bloomberg, data as of 22 January 2020, based on country of listing.

in buying a physical property (and also barriers to exit). Moreover, with this Fund, investors can own a more liquid investment, unlike a direct property which is not as easily or quickly sold on demand.

Further, property dynamics vary across markets and focus on the domestic real estate market cycle in which they operate. It takes expertise to truly understand the unique nuances and structural growth dynamics in the nearly one dozen markets in which we invest.

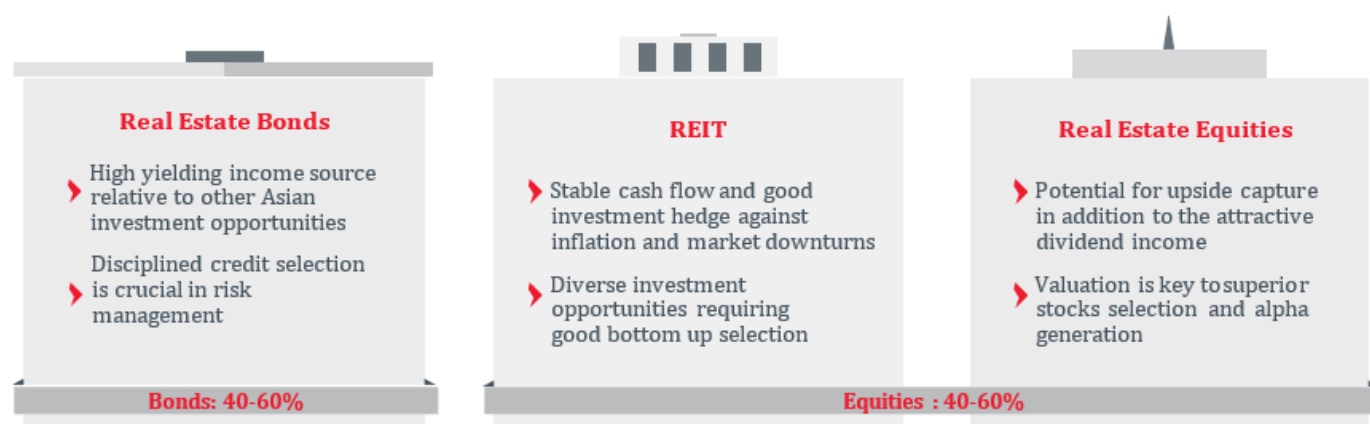
Hence, our presence in 11 Asian markets is a competitive edge we offer with regard to local insights and investment opportunities. Our team is experienced (since 2006 on the equity side and since 2011 in fixed income) investing in Asia's leading property companies.

2. Why consider this Fund over others?

The property sector is the ultimate play on the Asian consumer be it the rise of the middle class, the millennial bulge or ageing populations. Equally, Asia's continued urbanisation and large populations will force governments to spend on basic infrastructure needs such as housing, schools, hospitals, etc. Real estate stands to be a key beneficiary.

Besides, tech disruption is creating new opportunities and challenging traditional models. We have the underlying building blocks to construct a diversified portfolio to capture the exciting growth and income in the property space as co-working (office space), ride-sharing (data centres) and e-commerce (warehousing) trends disrupt traditional ways of doing business.

This fund is the only Asian multi asset strategy investing in Real Estate.



Source: ⁴Bloomberg. 22 January 2020.

This Fund is a multi-asset strategy, meaning that it invests across the capital spectrum of companies, including their equity and debt securities. Some companies may present better opportunities to bond holders, while for others it's the equity that looks most attractive. While this is true for all multi asset funds, this Fund is the only Asian multi asset strategy that remains underpinned by this key long-term growth theme, real estate. Asian property has been a key source of income for many wealthy investors and this Fund will allow more investors who are not able to acquire buy-to-let properties to generate sustainable income from Asian real estate.

3. What is the Fund's investment process and how does the Fund's allocation change in a bull or bear market?

The Fund brings together the best of what Eastspring has to offer; its highly experienced Investment Solutions, real estate equity income and Asian fixed income teams into one focused portfolio. The Fund is managed by the Investment Solutions (IS) team who make the asset allocation decisions between bonds and equities. The IS team uses a proprietary "Balance of Indicators" model which guides asset allocation across core asset classes. The Fund's asset allocation, be it in a bear or bull market, is driven through the quantitative screening of thousands of economic and market indicators with an experienced team of senior portfolio managers interpreting and reviewing the output and making the primary allocation between listed equities and fixed income, along with other tactical asset allocation inputs. Security selection in the equity sleeve is driven by our equity income team and in the bond sleeve by our fixed income team.

4. How has the fund performed since inception and YTD with the COVID-19 situation? What is our strategy given the current market situation is likely to persist?

The Fund's objectives are to generate a yield of 5-6% by investing in listed equities and bonds of developers, REITs and infrastructure operators while delivering lower volatility than the Asia Pacific REIT Index. The comingling of bonds and equities, along with the regional diversification, have helped the Fund deliver volatility levels that are substantially lower than the comparative REIT Index. Since inception volatility to end June 2020 for the Fund was 16.7% versus the broader REIT Index of 42.3% (based on MSCI Asia Pacific ex Japan REIT Index from 9 December 2019 - 30 June 2020). The Fund's worst peak to trough drawdown during the Covid crisis was -26% versus 44% for the broader REIT Index as above. The Fund was impacted by the Covid crisis but has since managed to recoup the majority of its draw down to finish the YTD period -11.4% versus -21.6% for the broader REIT Index. The current running yield is approx. 5.7% as at 30 July 2020.⁵

Over the first half of 2020 we adjusted our portfolio as the crisis unfolded, reducing exposure to equities down to the lower limit of 40%. Since the recovery we have been able to add back to risk quickly increasing our equity exposure to 52% to capture the market recovery as stimulus measures and central bank easing helped reflate markets. Within the equity portion of the portfolio we reduced exposure to retailers and added to logistics and warehousing properties that are beneficiaries of rising e-commerce trends. We also focused on well managed, diversified REIT names in Singapore that have a mix of both suburban and CBD office exposure. SREITS have been poor performers during the crisis but we believe the Covid risks have now been priced in. In our bond portfolio we maintained our exposure to China developers – whose offshore USD bonds sold off during the crisis – but as China recovered from Covid quickly, real estate activity was one of the sector leaders in the recovery. We also held exposure to infrastructure bonds which were mostly defensive during the market correction.

Source: ⁵Eastspring Investments (Singapore). 30 June 2020.

We expect the market to gradually recover following the worst effects of the Covid-19 crisis. There may be second or even third rounds of Covid waves that hit certain countries, causing localized responses, but we don't expect the major economies like China, Japan or Australia to go into nationwide lockdowns again. Containment will be likely be focused on neighborhoods, cities or even provinces/states.

Additional stimulus benefits through low interest rates are likely to persist for the next 18 months and this is positive for the real estate sector. We remain focused on quality businesses that can weather the storm and come out stronger. Going forward we expect consolidation in the Asian real estate sector, especially in China, where the Government has made it clear they want to see fewer developers that can become national champions. Those companies that have access to both onshore and offshore funding remain at an advantage.

5. Is it still a good time to invest in the Fund now and why?

The outlook may feel uncertain as long as the Covid virus remains. A likely scenario is that either a vaccine is found sometime in 2021 or that the virus naturally burns itself out in the population. Either way, uncertainty and volatility are likely to remain a feature of all markets through to the end of the year. The combination of ultra-low interest rates, unprecedented fiscal and monetary stimulus measures pumped into the global economy, and gradually recovering global growth should support the outlook for the real estate sector in the coming years. Investors seeking income may need to increasingly look to yields from real estate as Government and some corporate bond yields remain at multi-year lows. The real estate sector valuations are trading well below their 5-year averages (current 12m Forward PE is 8.7x against its 5YR Average of 11.3x)⁶ and equity yields averaging 4.7% are obtainable with average bond yields even higher.

6. What is the outlook on Real Estate?

Our outlook remains positive for the rest of this year. We remain overweight real estate equities versus bonds and despite the Covid-19 crisis and its initial hit to select rental incomes in 1H 2020, dividends and returns have begun to recover over the summer. The flood of central bank liquidity and the ultra-low interest rate environment are likely to support asset prices into 2021 and will drive investors to search for sources of income beyond lower-yielding Government and corporate bonds.

There will, of course, be winners and losers in the post-Covid real estate environment. Covid-19 has served to accelerate trends that were already in play – the most obvious of which are e-commerce and working-from-home. We expect logistics and warehousing to do well along with suburban shopping malls and office parks as the focus of shopping and office working becomes more fragmented. High quality Grade A office space in the CBD will always be in demand in markets like China, Singapore and Japan. Social distancing measures may mean companies need to reconfigure work spaces to allow workers to return to the office, which initially may mean more space required per employee. We have also seen trends for multi-national tenants to diversify their office space across multiple locations to strengthen Business Continuity Planning (BCP). Shopping malls and accommodation properties dependent on foreign tourism traffic – along with large convention properties – are likely to remain under pressure until the lifting of travel restrictions. All in all, we believe we are well positioned to capture the changing trends in Asian real estate and security selection will remain key for the remainder of this year and into 2021.

Source: ⁶Refinitiv, 3 Aug 2020.

7. What are the risks that we should be mindful of now and what keeps you awake at night?

Risks remain to the nascent recovery in the Asian economy. The primary near-term risk is a second or third round of Covid-19 case transmission across multiple jurisdictions. We have seen nearly every economy impacted by second rounds of transmission following reopening. In these subsequent Covid phases, more localized lockdowns are likely to reduce the widespread damage to economies that we witnessed in March and April. Hospital ICU capacity will remain one of the key measures to determine how countries are handling the pandemic and how severe their secondary Covid-responses become. Another risk remains the escalating trade tension between the US and China. Tit-for-tat consulate closures and the US constraining market access for some of China's technology champions has not yet derailed China's commitment to purchase agriculture goods from the US under phase one of the US-China trade agreement. In fact, July saw China's largest ever purchase of US corn stocks. Any significant unwinding of recent trade agreements or confrontations in global hotspots would be a major cause for concern.

Disclaimer

This document is issued by Eastspring Investments (Singapore) Limited (UEN: 199407631H).

Eastspring Investments (Singapore) Limited is the appointed Singapore Representative and agent for service of process in Singapore. This advertisement has not been reviewed by the Monetary Authority of Singapore.

The Fund is a sub-fund of Eastspring Investments, an open-ended investment company with variable capital (Société d'Investissement à Capital Variable or SICAV) registered in the Grand Duchy of Luxembourg, which qualifies as an Undertakings for Collective Investment in Transferable Securities ("UCITS") under relevant EU legislation. The Management Company of the SICAV is Eastspring Investments (Luxembourg) S.A., Grand-Duchy of Luxembourg.

All transactions into the Fund should be based on the Singapore Prospectus and Product Highlights Sheet ("PHS"). Such documents, together with the articles of incorporation of the SICAV and the most recent financial reports, may be obtained free of charge from Eastspring Investments (Luxembourg) S.A., or at relevant Eastspring Investments business units/website and their distribution partners.

This document is solely for information and does not have any regard to the specific investment objectives, financial or tax situation and the particular needs of any specific person who may receive this document. This document is not intended as an offer, a solicitation of offer or a recommendation, to deal in shares of securities or any financial instruments.

Please refer to the offering documents for details on fees and charges, dealing and redemption, product features, risk factors and seek professional advice before making any investment decision. An investment in the Fund is subject to investment risks, including the possible loss of the principal amount invested. The value of shares in the Fund and the income accruing to the shares, if any, may fall or rise. Where an investment is denominated in a currency other than the base currency of the Fund, exchange rates may have an adverse effect on the value, price or income of that investment. Investors should not make any investment decision solely based on this document. Investors may wish to seek advice from a financial adviser before purchasing shares of the Fund. In the event that an investor may choose not to seek advice from a financial adviser, the latter should consider carefully whether the Fund in question is suitable for him.

Past performance and the predictions, projections, or forecasts on the economy, securities markets or the economic trends of the markets are not necessarily indicative of the future or likely performance of Eastspring Investments or any of the funds managed by Eastspring Investments. There are limitations to the use of indices as proxies for the past performance in the respective asset classes/sector.

The Fund may use derivative instruments for efficient portfolio management and/or hedging purposes.

Distributions are not guaranteed and may fluctuate. Past distributions are not necessarily indicative of future trends, which may be lower. Distribution payouts and its frequency are determined by the Board of Directors, and can be made out of (a) income; or (b) net capital gains; or (c) capital of the Fund or a combination of any of (a) and/or (b) and/or (c). The payment of distributions should not be confused with the Fund's performance, rate of return or yield. Any payment of distributions by the Fund may result in an immediate decrease in the net asset value per share. The preceding paragraph is only applicable if the Fund intends to pay dividends / distributions.

Eastspring Singapore is an ultimately wholly-owned subsidiary of Prudential plc of the United Kingdom. Eastspring Singapore and Prudential plc are not affiliated in any manner with Prudential Financial, Inc., a company whose principal place of business is in the United States of America or with the Prudential Assurance Company, a subsidiary of M&G plc, a company incorporated in the United Kingdom.



A member of Prudential plc (UK) 

PIAS Investment Outlook (Q4 2020)

Author | Gerard Minjoot, Investment Strategy, Partnership Management, Professional Investment Advisory Services Pte Ltd.

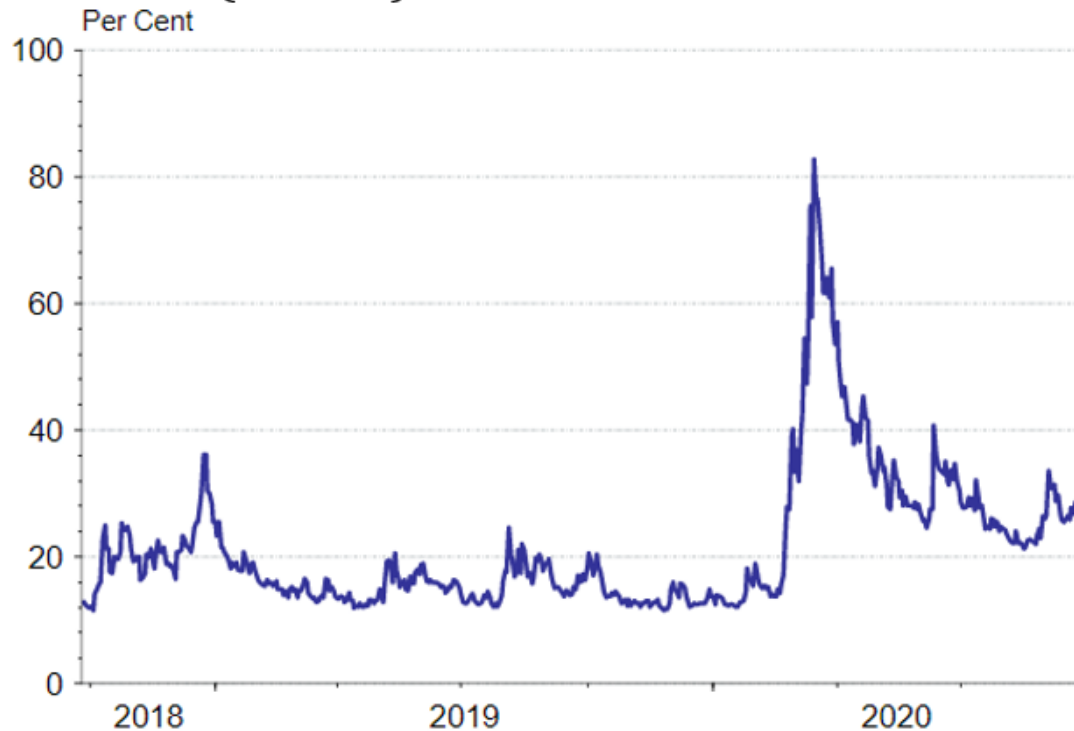
The world's infections of Covid-19 has surpassed an unwanted milestone of 30 million and counting with deaths reaching 1 million as of writing and has even made into the list of top 10 causes of death globally. As the pandemic continues to sweep across the world, global growth forecasts have to be constantly revised but recently, a spokesman from the International Monetary Fund (IMF) commented that **"recent incoming data suggest that the outlook may be somewhat less dire" than previously projected**. We are seeing encouraging signs of global trade recovering to 75% of pre-pandemic levels as exports rev up and we believe that economies were more supported through collective efforts of governments and central banks to prevent a further deepening of the recession. **While the global economy is not out of the woods yet, this encouraging remark indicates that we are moving in the right direction (Chart A).**

The healthcare sector remains resilient being up 8.16% year to date according to the MSCI World Health Care Index as the race for a vaccine intensifies with more pharmaceutical companies enter phase 3 testing, which includes large-scale efficacy and safety trials. We are witnessing history in the making with vaccine developments moving at breakneck speeds hoping one to emerge as soon as next year. **We believe that healthcare will remain supported in the long run given this pandemic has provided a taste of the devastation it can create and many governments want to be prepared for the next one if it should ever occur.**

Global GDP Growth Projections (Chart A)



Source: OECD, September 2020

VIX Index (Chart B)

Source: Refinitiv Datastream/ Fathom Consulting, September 2020

The world has come to grips with the reality that this post Covid-19 "new normal" is here to stay with telecommuting and video conferences being a "norm" in the corporate environment. What many has not come to realize is that **the pandemic has been a catalyst for digital acceleration** and has become an integral part of our daily lives. **The last six months exposed which businesses were sustainable, which were not, and the distinguishing factor was digitalization.** As the world continues to adapt to this new era, we will **see novel themes emerging and amongst this is disruptive technology that played a key role in the digital acceleration.** There has also been a shift in the global economy and through this experience; more businesses and corporations have come to realize the importance of going digital and automating their processes.

As the final months of 2020 approaches, much uncertainty still lies ahead with the key focus surrounding on **how the US presidential election will pan out with Trump now testing positive for the virus and the developments surrounding the escalating US-China trade tension following this key event.** The Brexit deal remains a work in progress to secure a deal as deadline looms closer coupled with the ongoing threat of another re-emergence of the coronavirus as we enter colder months. **We anticipate that the months ahead will remain volatile and but dial up to slight positive on equities in the US & China leading the global economy on a gradual recovery. We believe funds that adopt active management will outperform passive management especially during choppy times like what we have experienced recently (Chart B).** We also believe that active managers are constantly on the lookout to seek opportunities even in such times to generate alpha for their portfolios. We also would like to remind investors wanting to be insulated from these headwinds **to remain invested, have a diversified portfolio with a long-term view of the market.**

Source | Figures extracted from Bloomberg and MSCI

YOUR PRIVACY

Your privacy is important to us. If you do not wish to receive information of this kind in the future, please contact your adviser.

DISCLAIMER

The views expressed in this presentation reflect the views of the Professional Investment Advisory Services Pte Ltd ("PIAS"). The information provided herein is intended for general circulation and are not intended for distribution to, or use by, any person or entity in any jurisdiction or country where such distribution or use will be contrary to local law or regulation. This presentation may not be copied, either in whole or in part, or distributed to any other person without our specific prior consent. PIAS and its affiliates, directors, associates, connected parties, employees and/or Representatives may own or have an interest in the securities covered in this material. PIAS does not make any representation or warranty (express or implied) as to its accuracy, completeness, timeliness or correctness for any particular purpose.

The content in this presentation may consist of the past performances of markets, sectors and funds. These are provided for reference only and do not have regard to the specific investment objectives, financial situation or the particular needs of any recipient. Henceforth, the contents shall not be construed as an offer or solicitation to buy, sell or subscribe for any investment or life insurance product or the giving of advice thereof. Accordingly, no warranty whatsoever is given and no liability whatsoever will be accepted by PIAS for any loss arising whether directly or indirectly as a result from you acting based on this information.

All investments, past performance of the mentioned collective investment schemes and life insurance policies and any projection of the economies, stock markets, bond markets and the economic trends of the markets are not necessarily indicative of the future performance. All investments, collective investment schemes and life insurance policies are subject to investment risks, including the possible loss of the principal amount invested. Opinions and estimates are subject to change without notice. You are advised to read very carefully the applicable prospectus, product highlight sheet and/or profile statement of the collective investment schemes, as well as the applicable product summary, benefit illustration and product highlight sheet in respect of the life policies. To the maximum extent permitted by law, PIAS accepts no liability for any losses or damages (including direct, special, indirect, consequential, incidental or loss of profits) if any kind arising from or in connection with any reliance and/or use of the information (including any error, omission or misstatement, negligent or otherwise) or further communication, even if PIAS has been advised of the possibility thereof.

Please seek advice from a Financial Adviser Representative or consult a professional regarding the suitability of the investment product, taking into account your specific investment objectives, financial situation or particular needs, before making a commitment to purchase the investment product. In the event that you choose not to seek advice from a Financial Adviser Representative or a professional, you should consider whether the product in question is suitable for you.

This newsletter may contain product advertisements which have not been reviewed by the Monetary Authority of Singapore.

Co. Reg. No. 200106346Z | Financial Advisory Licence No. FA000008-4



PROFESSIONAL INVESTMENT ADVISORY SERVICES

Head Office

6 Shenton Way, OUE Downtown 2,
#09-08, Singapore 068809

T: +65 6372 5700
F: +65 6372 5950
E: enquiry@pias.asia
W: www.proinvest.com.sg

For more information, you may contact:

