# ZIMELE UNIT TRUST MONEY MARKET REPORT TO THE UNIT HOLDERS FOR THE YEAR ENDED 31 DECEMBER 2017

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Table of Contents	Page
Trustees and Advisors to the Fund	1
Report of trustees	2-3
Statement of trustees' responsibilities	4
Fund Manager's Commentary	5-6
Report of the Custodian	7
Report of the independent auditors	8-9-10
Financial statements:	
Statement of comprehensive income	11
Statement of financial position	12
Statement of changes in Equity	13
Statement of cash flows	14
Notes to the financial statements	15 - 18

#### TRUSTEES

KCB Bank Kenya Limited KCB Tower, 7th floor Junction of Hospital and Kenya Road Upper Hill P.o Box 30664- 00100 Nairobi

#### **FUND MANAGER**

Zimele Asset Management Company Limited Ecobank Towers, 7th Floor Muindi Mbingu Street P.o Box 76528-00508 Nairobi, Kenya

#### CUSTODIAN

Standard Chartered Securities Services Kenya Standard Chartered Bank of Kenya Ltd Level 5, 48 Westlands Road P.o Box 40984-00100 Nairobi, Kenya

## **AUDITORS**

Dennis Paul & Associates
Four Green way apartment, F1
Four Green Street Off Westlands Road
P.o Box 75374-00200
Nairobi
www.dpconsulting.co.ke

## PRINCIPAL LAWYERS

Muriu Mungai & Co. Advocates Muriu Mungai and Co. Arches Spring Valley Crescent, Westlands info@wakili.com P.o Box 75362-00200 NAIROBI

# TRUSTEE'S REPORT

The Trustee submits its report together with the audited financial statements for the period ended 31st December 2017 that disclose the state of affairs of the Fund.

# INCORPORATION AND REGISTERED OFFICE

The Fund began operations on 1 March 2007, is registered under the Capital Markets Act and is domiciled in Kenya. The registered office is at Ecobank Towers, 7th Floor on Muindi Mbingu Street, Nairobi

# INVESTMENT OBJECTIVES

The objective of the Zimele Unit Trust Money Market is to generate long term capital growth through investing the members' contributions in equities and fixed income securities in accordance with the provisions of the Capital Markets Act (Collective Investment Schemes, Rules and Regulations 2001).

# CHANGE TO INCORPORATION DOCUMENTS

There were no changes made to the incorporation documents ( Trust Deed, Information Memorandum and Rules of the Fund) during the period.

# TOTAL VALUE OF THE FUND AS AT 31ST DECEMBER 2017

The market value of the fund as at 31st December 2017 was Kshs 691.0 million.

# MEMBERSHIP

Membership of the Fund as at year end was as follows:  At start of year Entrants Exits	2017 Members 2,130 586 (11)	2016 Members 1,737 401 (8)
At end of year	2,705	2,130

ZIMELE UNIT TRUST MONEY MARKET FUND ANNUAL REPORT AND FINANCIAL STATEMENT REPORT OF THE TRUSTEES (CONTINUED) FOR THE YEAR ENDED 31 DECEMBER 2017

#### INVESTMENT OF FUNDS

The funds are invested by the Investment Manager, Zimele Asset Management Company Limited, through Standard chartered Bank in accordance with the provisions of the Capital Markets Act (Collective Investment Schemes, Rules and Regulations 2001).

However, the overall responsibility for investment and performance lies with the trustees.

#### **EXPENSES**

The full costs of administering and managing the fund are borne by the fund.

#### **AUDITORS**

Dennis Paul & Associates, Certified Public Accountants, who were appointed in the financial year 2016, have expressed their willingness to continue in office.

FOR: KCB BANK KENYA LTD.

CORPORATE TRUSTEE

For the Trustees:

FOR: KEB BANK KENYA LID.

CORPORATE TRUSTEE

Date: 28 03 2018

# ZIMELE UNIT TRUST MONEY MARKET FUND ANNUAL REPORT AND FINANCIAL STATEMENT STATEMENT OF TRUSTEE'S RESPONSIBILITIES FOR THE YEAR ENDED 31 DECEMBER 2017

The Capital Market Act require the Trustees to prepare financial statements for each financial year that gives a true and fair view of the state of affairs of the fund as at the end of the period and of the results of its operations. They also require the Trustees to ensure that the fund manager keeps proper accounting records that disclose, with reasonable accuracy, the financial position of the Fund. The Trustee is also responsible for safeguarding the assets of the Fund.

The Trustees accepts responsibility for the financial statements, which have been prepared using appropriate accounting policies supported by reasonable and prudent judgements and estimates, in conformity with International Financial Reporting Standards and the requirements of the Capital Markets Act. The Trustees are of the opinion that the financial statements give a true and fair view of the financial statements give a true and fair view of the state of the financial affairs of the Fund and of its operating results.

The Trustees certify that to the best of their knowledge and belief the information furnished to the auditors for the purposes of the audit was correct and complete in every aspect.

# **DECLARATIONS STATEMENT**

The Zimele Unit Trust Money Market is an approved Unit Trust within the meaning of Capital Markets Act;

The unit-holders are not liable for the debts of the Unit Trust;

The Zimele Unit Trust Money Market is a securities fund investing in equities and fixed income securities in accordance with the provisions of the Capital Markets Act ( Collective Investment Schemes Rules and Regulation 2001).

Nothing has come to the attention of the Trustees to indicate that the Fund will not remain a going concern for at least the twelve months from the date of this statement.

For the Trustees:

FOR: KCBBANK KENTALID

Date 2018 CORPORATE TRUSTEE

FOR: KCB BANK KENYA LTD.

CORPORATE TRUSTEE

# Fund Manager's Commentary - Money Market Fund

The Kenyan economy is estimated to have expanded at a slower pace of 4.8% in 2017 compared to 5.8% in 2016, which was mostly attributed to the adverse effects of severe drought and a prolonged period of elections. Rising energy and food prices pushed up the average rate of inflation from 6.3% in 2016 to 8% last year. Interest rates and the Shilling were stable last year despite the trend in past elections years where political uncertainty caused capital flight and volatility in the money market. Even then, concerns remain on the relative size of the current account deficit, budget deficit and public debt relative to GDP.

The market for government securities was quite active in 2017 due to increased pressure on domestic borrowing to finance the budget deficit. In the Treasury bills market, the 91 days maturity averaged 8.37% compared to 8.55% in 2016, the 182 days tenor averaged 9.55% from 10.92% in 2016, while the 364 days tenor averaged 10.95% from 11.69% in 2016. By comparison, the Zimele Money Market Fund yield averaged 10% last year from 11% in 2016.

One of the topics that dominated discussions and had an impact in the money market in 2017 is the Banking Amendment Act of 2016 (also referred to here as the rate cap). Most discussions were centered on its effect on the banking industry, the conduct of monetary policy by the Central Bank of Kenya (CBK), and the economy in general. The rate cap came into effect in September 2016 and was aimed at taming high lending rates and low deposit rates in the banking industry by placing a ceiling on lending rates and a floor on deposit rates based on the central bank rate (CBR). The CBR is the rate at which the central bank lends money to commercial banks. Lending rates are capped at a maximum of 4% above the CBR while deposit rates should be at least 70% of the CBR.

Bankers have since blamed the rate cap for the sharp decline in credit to the private sector and distortions in the pricing of loans stating that lending at a uniform rate implies that all customers have a similar risk profile. As a result, banks restricted lending to customers they perceived as high risk and some of the segments affected include small and medium enterprises (SMEs) and unsecured lending to individuals.

The CBK on its part has stated that the law has made it difficult to execute its statutory mandate of influencing the direction of interest rates and credit in the economy. For the government however, the law seems to have favored it as banks opted to invest more in government securities as opposed to lending to the private sector, and in the process the government's cost of borrowing remained low as evidenced by the rates of different tenors of Treasury bills and bonds last year. In effect, the rate cap also means that interest rates on government securities were implicitly fixed at 14%, further securing the government's borrowing costs. This outcome coincided with a steep rise in public debt to ksh.4.6 trillion or 56% of the size of the economy at the end of last year.

There are indications that the rate cap might be modified or even repealed especially given that this is one of the conditions given by the International Monetary Fund (IMF) to renew a facility of US\$1.5 billion meant to cushion the economy from negative swings in the shilling exchange

rate related to external factors; the IMF has given the government a timeline of up to September this year for action to be taken.

A repeal of the rate cap would unlock credit to the private sector, but also cause lending to rise significantly. It is not clear whether banks would concentrate their efforts in ensuring that lending rates do not rise sharply since this goes against their primary objective of profit maximization, and the rationale would be based on pricing on the basis of a customer's risk profile. A repeal would also give the CBK more room for monetary policy action; placing an implicit ceiling on the CBR is dangerous to the economy in the event of inordinate external shocks that require immediate action. A removal of the rate cap would probably also result in a significant increase in interest rates on government securities as banks reduce their holdings of the securities in favor of lending to the private sector, and participants demand for higher yields to reflect the government's high appetite for borrowing. The result would be a sharp rise in the government's borrowing costs, which would probably lead to a reduction in development spending to meet interest payments on domestic debt. Money market securities would be a key beneficiary of this outcome with short term interest rates likely to rise after the repeal.

There is an alternative view that a year and a half may not be a good guide on the efficacy or adverse consequence of the rate cap, especially in a year characterized by heightened political uncertainty due to prolonged electioneering leading to a harsh business environment resulting in falling turnover, and the impact of delays in payments to suppliers by both the national and county governments, which hit SMEs especially hard. It is also important to note that credit to the private sector has been on the decline since June 2014 and was accelerated by the combined effects of political uncertainty and the rate cap last year.

Other factors that will determine the direction of interest rates in the money market in 2018 include inflation trends as influenced by weather conditions and energy prices, and the extent to which the national government will be able to contain the growth of public debt through management of expenditure. Overall, we expect 2018 to be a more stable and prosperous year for the economy, which should translate to a sustained favorable performance of the money market fund.

# REPORT OF THE CUSTODIAN

Pursuant to the Capital Markets (Collective Investments Schemes) Regulations, 2001 (the regulations) and the Custody Agreement between Standard Chartered Securities Services Kenya as the Custodian and Zimele Asset Management as the Fund Manager, we confirm that we have discharged the duties prescribed for a Custodian under Regulation 35 of the regulations, to Zimele Unit Trust Money Market Fund.

For the year 1<sup>st</sup> January 2017 to 31<sup>st</sup> December 2017, we have held the assets for the Zimele Unit Trust Money Market Fund, including title deeds, securities and income that accrue thereof, to the order of the Fund Manager and facilitated the transfer, exchange or delivery in accordance with the instructions received from the Fund Manager, including those on the sale/creation, redemption and cancellation of units.

By order of the Custodian Standard Chartered Security Services Kenya

STANDARD CHARTERED BANK KENYA LTD.

Manager..



# REPORT OF THE INDEPENDENT AUDITORS TO THE TRUSTEES OF ZIMELE UNIT TRUST MONEY MARKET FUND FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2017

#### Opinion

We have audited the accompanying financial statements of Zimele Unit Trust Money Market Fund, set out on pages 11 to 18, which comprise the statement of financial position as at 31 December 2017, the statement of comprehensive income, statement of changes in equity, and statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory notes.

In our opinion, the accompanying financial statements of the fund are prepared, in all material respects, in accordance with International Financial Reporting Standards for Small and medium sized entities and the requirements of the Kenyan Capital Market Authority Act.

#### **Basis of Opinion**

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the fund in accordance with the ethical requirements that are relevant to our audit of the financial statements in Kenya, and we have fulfilled our other responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Key audit matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current period. These matters were addressed in context of our audit of the financial statements as a whole, and in forming our opinion, and we do not provide a separate opinion on these matters.

## Recoverability of bank balances held with Chase Bank Kenya Limited (in receivership)

## The key audit matter

We draw attention to Note 6 of the financial statements which indicate that kshs 101,449,616 had been invested with the Chase Bank Limited (in receivership) which is currently under statutory management. The estimation of recoverability of this amount was significant to our audit.

Due to high level of judgment in assessing the level of impairment of the balances, we considered this to be a key audit matter.

#### How the matter was addressed in our audit

Our audit procedures included, among others evaluating the judgments and assumptions made by the management in assessing the recoverability and the basis for measurement of these balances with reference to available public information, and the guidance issued by the Capital Markets Authority to its licensees.



# REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF THE UNIT TRUST MONEY MARKET FUND (CONTINUED)

#### Other Information

The trustees are responsible for the other information. The other information includes report of the Trustees, statement of trustees' responsibilities, fund manger's commentary report of the custodian among others.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

#### Responsibilities of Management and those charged with Governance for the Financial Statements

The Trustees are responsible for the preparation of the financial statements in accordance with the International Financial Reporting Standards for Small and medium sized entities and the requirements of the Capital Market Authority Act and for such internal control as the directors and management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the Trustees are responsible for assessing the Unit trust's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Trustees either intends to liquidate the fund or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Unit Trust's financial reporting process.

#### Auditor's Responsibility

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional scepticism throughout the audit. We also: Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.



# REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF THE UNIT TRUST MONEY MARKET FUND (CONTINUED)

Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.

Evaluate the appropriateness of accounting policies used and the reasonableness of accounting

estimates and related disclosures made by management.

Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.

# Auditor's Responsibility (Continued)

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

# Report on Other Legal Requirements As required by the Capital Market Authorities Act.

As required by the Capital Market Authority Act we report to you, based on our audit, that:

i. We have obtained all the information and explanations, which to the best of our knowledge and belief were necessary for the purposes of our audit;

ii. In our opinion proper books of account have been kept by the Company, so far as appears

from our examination of those books; and

iii. The Unit trust 's balance sheet and profit and loss account, which are referred to as statement of financial position and statement of comprehensive income respectively in this report, are in agreement with the books of account.

The engagement partner responsible for the audit resulting in this independent auditor's report is CPA Dennis Paul M Ireri of Practicing Certificate No. 1985

Certified Public Accountants

Nairobi

2018

10

#### Statement of Comprehensive Income 2016 2017 Kshs Kshs Notes Interest Income 19,320,287 51,393,558 3 Government Securities 28,167,366 10,175,442 4 Bank Deposit 47,487,653 61,569,000 Total Expenditure 125,135 199,081 Bank charges 249,684 304,469 Newspaper Publication Fees 10,860,457 13,793,349 Management Fees 1,385,794 1,760,033 Trustee Fees 1,645,965 2,220,945 Custody Fees 90,000 90,000 CMA Annual Scheme Fees 54,629 Secretarial Fees 185,600 185,600 Audit Fees 8,150 39,583 AGM expenses 14,550,785 18,647,689 32,936,868 42,921,311 Net Surplus

#### Statement of Financial Position 2017 2016 Kshs Kshs Notes **Non Current Assets** 145,400,934 448,559,305 Government Securities 5 385,857,978 194,056,739 Bank Deposits 531,258,911 642,616,044 **Current Assets** 25,008,589 15,830,588 7 Bank and cash Balances 34,092,270 5,123,521 8 Receivable 49,922,858 30,132,110 692,538,902 561,391,021 TOTAL ASSETS LIABILITIES **CURRENT LIABILITIES** 1,512,392 1,394,565 Other payables and accrued expenses 691.026.512 559,996,458 TOTAL NET ASSETS FINANCED BY: 559,996,458 691,026,512 Unit Holders Funds 559,996,458 691,026,512 Members Net Worth

FOR: KCB BANK KENYA LTD.

Trustee CORPORATE TRUSTEE

FOR: KCB BANK KENYA LTD.

CORPORATE TRUSTEE

Statement of changes in Equity

	Net Unit Holders Funds	Total
For the year 2016		
As at 1st January 2016	382,154,086	382,154,086
Net Contributions	177,842,372	177,842,372
As at 31 st December 2016	559,996,458	559,996,458
For the year 2017		
As at 1st January 2017	559,996,458	559,996,458
Net Contributions	131,030,054	131,030,054
As at 31 st December 2017	691,026,512	691,026,512

## Statement of cash flows

	2017 Kshs	2016 Kshs
Cashflow from operations	Kalla	KSIIS
Surplus during the year Less distributions to Unit Holders	42,921,311 (42,921,311)	32,936,868 (32,936,868)
Net Cash flow from operations		-
Working Capital Changes		
(Increase) / Decrease in Receivables	(28,968,749)	(5,123,521)
Increase / (Decrease) in Payables	117,827	488,660
	(28,850,922)	(4,634,861)
Net Cash Flow from Operating Activities	(28,850,922)	(4,634,861)
CASHFLOW FROM FINANCING ACTIVITIES		
Net Contributions	131,030,054	177,842,372
Net cashflow from Financing Activities	131,030,054	177,842,372
CASHFLOW FROM INVESTING ACTIVITIES		
Net cashflow from Investing Activities	(111,357,133)	(173,776,065)
Net Cash Inflow/Outflow	(9,178,001)	(568,554)
Cash and cash equivalents at start of year	25,008,591	25,577,145
Cash and cash equivalents at end of year	15,830,588	25,008,591

#### Notes

#### 1. Accounting Policies

The principal accounting policies adopted in the preparation of these financial statements are set out below:

#### 2. Basis of preparation

The financial statements are prepared in accordance with and comply with International Financial Reporting Standards (IFRS). The financial statements are presented in Kenya Shillings (Kshs) and prepared under the historical cost convention as modified by the carrying of available - for -sale investments at fair values.

The preparation of financial statements in conformity with generally accepted accounting principles requires the use of estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contigent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Although these estimates are based on the Trustee's best knowledge of current events and actions, actual results ultimately may differ from those estimates.

#### (a) Revenue recognition

The income comprises of interest from fixed income securities. Interest income is recognised on a time proportion basis that takes into account the effective yield on the asset.

### (b) Investments

The Fund classifies its investments depending on the purpose for which the investments were acquired. The appropriate classification of the Fund's investments is determined at the time of the purchase and re-evaluated on a regular basis as follows:

Investments intended to be held for an indefinite period of time, but which may be sold in response to needs for liquidity or changes in interest rates, are classified as available-for-sale. These are included in non-current assets unless management has the express intention of holding the investment for less than 12 months from the balance sheet date or unless they will need to be sold to raise operating capital.

Purchases and sales of investments are recognised on the trade date, which the fund commits to purchase or sell the asset. The cost of purchase includes transaction costs. Available-for-sale investments are subsequently carried at fair value. Realised gains and losses arising from changes in the fair value of available-for-sale investments are recorded in the profit and loss account in the period in which they arise and are included in other operating income.

Notes (continued)	2017	2016
	Kshs	Kshs
3. Income		
Interest income Government bonds	17,183,226	18,848,974
Interest from corporate bonds	-	226,525
Gain / loss on sale of securities	118,062	(596,831)
Interest from bills	34,092,270	841,619
	51,393,558	19,320,287
	2017	2016
	Kshs	Kshs
4. Interest from bank deposits		
Call deposits	10,175,442	28,104,219
Custody account	-	61,979
Collection accounts		1,168
	10,175,442	28,167,366
5. Investments		
Investments are stated at fair value as at the	end of the financial year.	
Government Securities	2017	2016
Government decarties	Kshs	Kshs
Treasury bonds	152,942,155	141,587,309
	291,274,078	2
Treasury bills Corporate Bonds	4,343,071	3,813,624
	448,559,305	145,400,934
	2017	2016
6. Bank Deposits	Kshs	Kshs
Call Deposits		54,367,829
Cooperative Bank Limited	56.518,356	32,397,102
Equity Bank Limited	30,310,330	42,633,613
Kenya Commercial Bank-Limite		1210001
Fixed Deposits	101,449,616	101,449,616
Chase Bank Limited	101,443,010	42,193,660
Cooperative Bank Limited	-	112,816,158
Kenya Women Finance Trust  Commercial Bank of Africa	36,088,767	-
Commercial Dank of Africa	194,056,739	385,857,978
	194,000,739	300,007,010

No	tes (continued)		
7	Bank and Cash Balances	2017	2016
		Kshs	Kshs
	Standard Chartered Securities	14,359,063	23,088,852
	Kenya Commercial Bank Limited	290,924	205,283
	Barclays Bank Limited	336,995	787,781
	Standard Chartered Bank Limited	831,213	926,674
	Standard Chartered Bank Limited- Tanzania	12,393	-
		15,830,588	25,008,589
		2017	2016
		Kshs	Kshs
8	Receivables		
	Interest on call deposits		5,123,521
	Interest from bills	34,092,270	-
		34,092,270	5,123,521

Interest receivable includes interest earned but was not yet received at the end of the financial year.

9	Payables and Accruals	2017	2016
		Kshs	Kshs
	Management fees	1,176,651	1,072,158
	Trustee fees	150,141	136,807
	Audit Fees	185,600	185,600
		1,512,392	1,394,565

## 10 Financial Risk Management objectives and policies

Risk management is carried out by the Investment Manager, Zimele Asset Management Company Limited which identifies, evaluates and manages financial risks, with emphasis on specific areas such as interest rate risk, credit risk and investing excess liquidity.

#### i) Market risk

Market risk is the risk arising from changes in market prices, such as interest rates, equity prices and exchange rates which will affect the company's income or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimising the return.

Notes (continued)

#### ii) Interest rate risk

The unit trust is exposed to interest rate risk as it invests funds at floating interest rates and also holds cash deposits with financial institutions. Management closely monitors the interest rate trends to minimise the potential adverse impact of interest rate changes.

Management closely monitors the interest rate trends to minimise the potential adverse impact of interest rate changes.

#### iii) Operational risk

The fund is exposed to operation risks such as lawsuits and fraud risks since it deals with the public.

#### iv) Business risk

The fund invest in bonds therefore exposed to business risk should the issuer go bankrupt, the fund managers closely monitors the business risks.

The Fund has policies in place to ensure compliance with international best practice in corporate governance.