

KNOW THYSELF

购买基金两大法宝

了解自己·咨询专家



许多人都选择不同的方式来投资各类的投资工具,包括通过代理或银行家。而代理或银行家通常会通知他们的产品何等的好、产品属于多功能,以及产品是如何具有应对艰巨经济情势的韧力。

目前的经济状况,使我们能拥有更长时间仔细搜索、研究、了解,最终选择合法并优良的投资产品。

在你未将血汗钱放在这一类投资产品以前,你脑海中会有一些问题,包括:我应该将我的钱投资在那些产品?最好的产品在哪?我是否应该投资在表现最好的产品上?

在一些帮助下,你或能够找到答案。毫无疑问,现时段仍有许多拥有良好记录的投资产品。然而,这是否是选择最合适投资产品唯一途径?

让时间回到两年以前。当时,投资者认为最好的投资产品或属于高风险,高波动的小型股票单位信托基金。

不过,您可能是一个经常依靠银行存款或更安全的投资基金,来当作退休费用的退休人员。考虑到这一点的话,你是否仍坚持将您的血汗钱放在最热门的基金投资上?如果你确实手握一些资金,你是否有能力承担这类高波动基金?

我们一直都认为,在作出投资决策前,应首先了解自己和你如何涉及事项的资金。

以下有一些事项是值得参考:

● 我是一个风险接受者还是我厌恶风险?我是一个保守的,温和的或积极的投资者?我可以忍受何等程度的风险?

● 我的钱在这基金下的投资期限?我是否希望从在短期内撤回资金?

● 我现今在哪个阶段周期?

● 什么是我的投资目标/目的?我现有的财务状况怎么达到目标?

● 我寻求什么样的回报?

备注:太平信托基金有限公司,是马来西亚其中一家领先的投资管理公司,拥有14年历史。我们很高兴每周与大家分享我们对财务和投资规划的看法。随时通过电邮 gary@pacificmutual.commy 联系我们的作者——颜昌茂 (Gary Gan),他是太平信托基金业务发展与营销总经理。



投资组合因人而异

这些问题的答案因人而异。

例如,A先生是一位62岁的退休人士。只是这一生命周期不会自动地将A先生设定在保守投资者组合内。因此他目前的财政状况、财务目标、投资期限、承担波动的心理压力、投资价值和其他相关因素来确定他将属于哪一个类别的投资者。

事实证明,A先生,虽然作为一个退休人员,也是一位较为被动的投资者,通过5个单位的公寓出租获取收入。因此,他借已拨出作为投资用途的现金,承担投资在股市中的风险。

另一方面,B先生是一位35岁的父亲,拥有两个年幼的孩子。他是唯一养家糊口的支柱,而妻子则是家庭主妇。B先生也照顾他年迈父母的医疗费。

在无需顾虑到他的财务职责,自然地得出这样的结论,因为他相对年轻的年龄,B先生将有一个长期的投资前景,因此应该投资主要是在积极/高风险投资;随着时间的推移,使他能够对短期投资波动。

在B先生的案例中,这是一个错误的概念。在此之前,他保证一定程度的收入,以履行更高的财务职责,B先生应该投资主要是在避险投资或储蓄,来获得定期收入,并确保他的投资资本获得保障。

投资组合无硬性规定

没有硬性规定说因为你是有一定的年龄组中,您一定会需有一定的投资特点,并应投资于基金或特别设立了一个特定的投资组合。只有您知道本身的财务顶层范围和什么样的投资产品将满足您的财务目标。

一般情况下,发起人的投资产品主要是通知您有关产品的种类和特点,并可能提供某种程度的投资建议。然而,如果您觉得您需要更全面的帮助来决定一项投资,而寻求合格的专业人员的意见,这将是明智的选择。

许多著名基金公司也精通投资和财务规划的咨询人员,应该能够帮助您使这一明智的决定。

因此,需要一定的时间在思考某一特定投资的基金确实是适合你。考虑前面列出的问题,并寻求答案。一旦你有了答案,您即已准备好投资。不过,如果您跳转到当前最热门的投资,但真的不适合您的需求,这可能导致投资没有达到预期或者更糟的是,你会赔钱了。



KNOW THYSELF

Today, many of us encounter numerous offers to invest in this or that investment vehicle, whether from an agent or banker. Many would inform of how wonderful their products are, the many features they bear and how well they have stood over time and difficult periods.

The current financial condition allows us to take a little longer time to carefully search, study, understand and finally select from the fine array of investment products that are legally available in our country.

Before you actually place any of your hard earned money in one of these investment products, you would undoubtedly have questions in your mind. Questions such as - *Which product should I place my money in? Which is the best product in town? Should I invest in that top-performing investment product?*

With some help, you will be able to find the answers to some or all these questions. There is no doubt that there are many investment products available today with proven performance track records. However, is this the only way to go about choosing the most suitable investment product?

Let's turn back the clock to two years ago. At that time the perceived best investment product in town for the time being may be a high risk, high volatility small cap equity unit trust fund. However, you may be a retiree who is depending on regular income from bank savings or more secure investments to fund retirement expenses. With this in mind, *would you still place your hard-earned money in the hottest fund in town? Would you be able to stomach the higher volatility inherent in such a fund if you do indeed invest some money?*

We always believe that before you make an investment decision, you should first know yourself and how you relate to matters of finance. The following questions are some issues you should think about:

- ? Am I a risk taker or am I risk averse? Am I a conservative, moderate or aggressive investor? How much risk am I comfortable with?
- ? How long can my money be tied down in this investment? Do I expect to withdraw the money from this investment in the near term?
- ? At what stage of the life cycle am I at now?
- ? What are my investment goals/objectives? What do I want to achieve, financially?
- ? What kind of returns am I looking for?

The answers to these questions would be quite different from one person to another. The answers are not and should not be generic.

For example, take Mr A, who is a 62-year old retiree. Just being in this part of the life cycle does not automatically place Mr A in the conservative investor group and thus directed only to conservative investments. His present financial situation, financial goals, investment horizon, ability to psychologically handle fluctuations in investment value and other related factors would determine in which category of investor he would belong.

It turned out that, Mr. A, though being a retiree, is enjoying good passive income from rental of his five units of condominiums. As such, he would like to take a little more risk in his equity investments with the cash that he has set aside for investments.

On the other hand, consider Mr B who is a 35-year old father of two young children. He is the sole breadwinner of his family as his wife is a homemaker. Mr B also has to care for his aging parents whose medical bills could run very high at certain times.

Without looking at his financial obligations, one would naturally conclude that because of his relatively young age, Mr B would have a long investment horizon and hence should invest largely in aggressive/high-risk investments, with time enabling him to ride short-term investment volatility. In Mr B's case, this is a mistaken notion. Until such time he secures a level of income that is above what is needed to cater to these higher financial responsibilities, Mr B should invest largely in safe-haven investments/savings to derive a regular income stream and ensure protection of his investment capital.

There are no hard and fast rules that say that just because you are in a certain age group, you will definitely have certain investment traits and should invest in particular funds or set up a certain portfolio. Only you know the full scope of your finances and what kind of investment products would meet your financial goals.

In general, a promoter of investment products is largely there to inform you of the types and features of investments available and to facilitate transactions in them and perhaps provide some level of investment advice. However, if you feel you need more comprehensive help in deciding on an investment, it would be wise to seek qualified professionals for advice. Many reputable fund houses also have consultants who are well versed in investment and financial planning and should be able to assist you to make that informed decision.

Hence, take some time in reflecting on whether a particular investment touted by a fund promoter is really suitable for you. Consider the questions listed earlier and seek answers to them. Once you have the answers, you are ready to invest. However if you jump into the current most sought after investment but which really is not appropriate for your needs, this could result in the investment not living up to expectations or worse, you could lose money on it.



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PACIFIC MUTUAL FUND BHD, is a leading investment management company with 14 years' of history in Malaysia. We are glad to share with you weekly our general views on financial and investment planning. Feel free to contact our writer, Gary Gan, General Manager, Business Development & Marketing of Pacific Mutual, at gary@pacificmutual.com.my

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