

FSMOne Recommended Unit Trusts
Awards 2025/26

Trustworthy

Opening Address by

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Chief Executive Officer



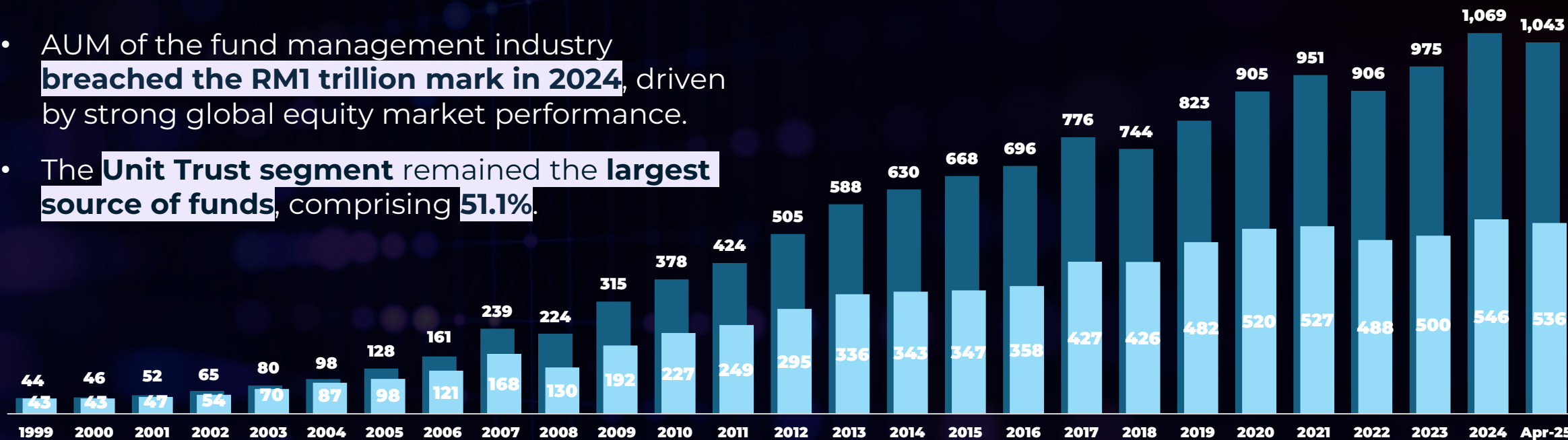
How Are We?

Industry Outlook | E-Invoicing & Service Tax Update | Skin in the Game

Malaysia's Assets Under Management 1999 – April 2025 (RM billion)

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- AUM of the fund management industry **breached the RM1 trillion mark in 2024**, driven by strong global equity market performance.
- The **Unit Trust segment** remained the **largest source of funds**, comprising **51.1%**.



25 years CAGR
Fund Management: 13.48%
Unit Trust: 10.67%

10 years CAGR
Fund Management: 5.21%
Unit Trust: 4.76%

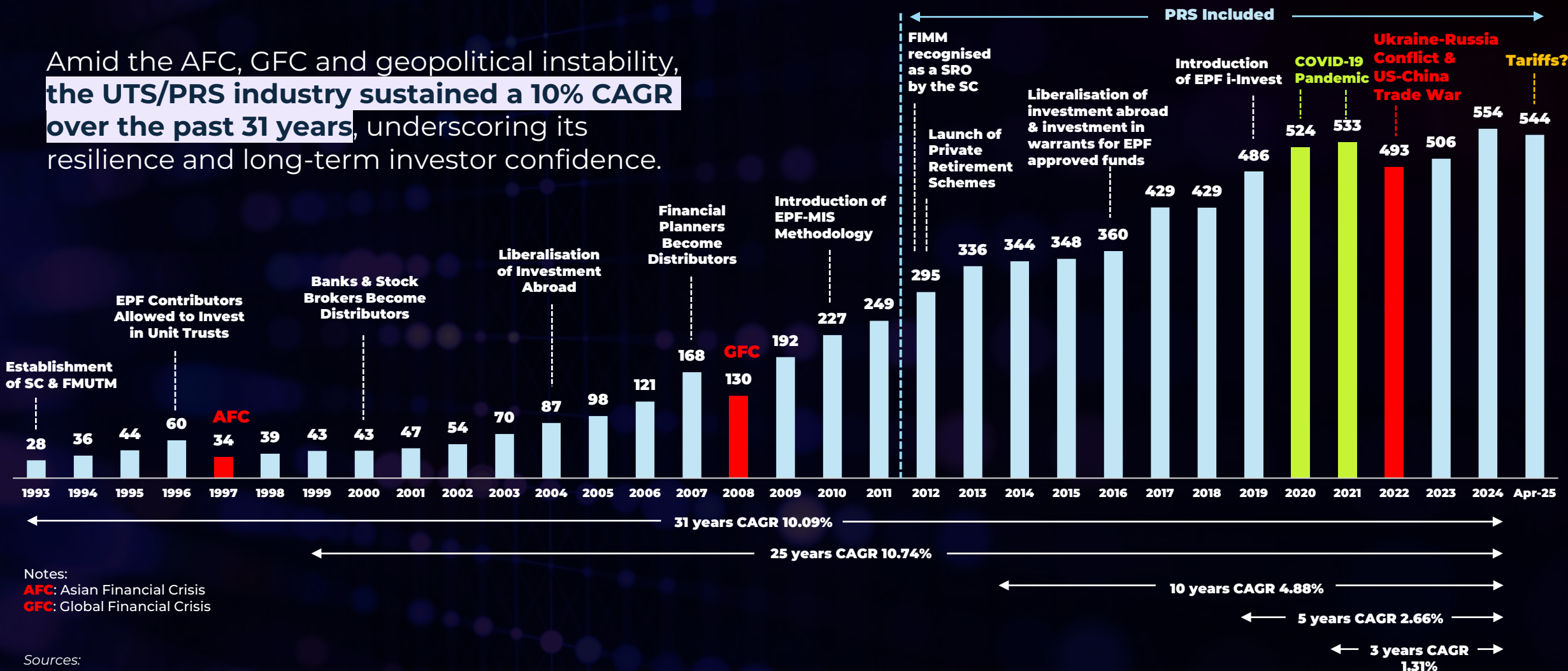
5 years CAGR
Fund Management: 4.92%
Unit Trust: 2.52%

3 years CAGR
Fund Management: 3.24%
Unit Trust: 1.20%

Industry Outlook

UTS and PRS Net Asset Value 1993 – April 2025 (RM billion)

Amid the AFC, GFC and geopolitical instability, the UTS/PRS industry sustained a 10% CAGR over the past 31 years, underscoring its resilience and long-term investor confidence.

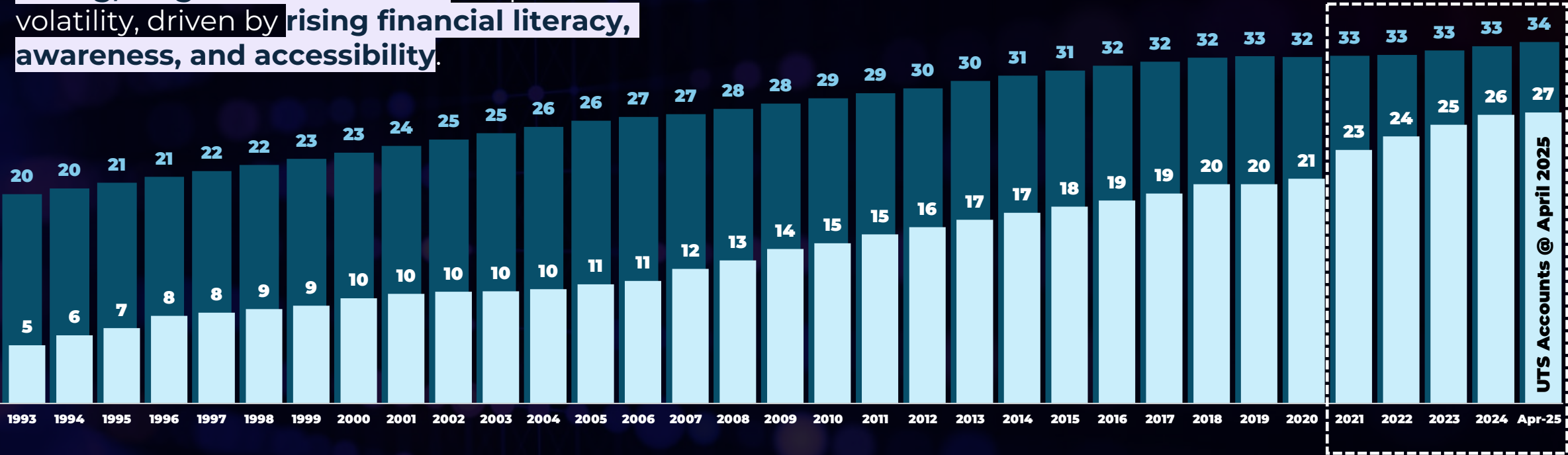


Notes:
AFC: Asian Financial Crisis
GFC: Global Financial Crisis

Sources:
Securities Commission Malaysia (SC)
Federation of Investment Managers Malaysia (FIMM)

Number of UTS Accounts 1993 – April 2025 (million)

Steady investor account growth reflects strong, long-term confidence despite market volatility, driven by rising financial literacy, awareness, and accessibility.



Malaysia Population (million)

Population: 31 Years CAGR 1.74%

No. UTS Accounts (million)

UTS Accounts: 31 Years CAGR 5.33%

Note: An investor may have more than one account.
Sources: SC, FIMM, International Monetary Fund

What's Going On These Fronts

E-Invoicing

In November 2024, FIMM initiated efforts to support industry readiness following IRBM's six-month flexibility period for e-Invoicing implementation.

- Engaged Deloitte Tax Services (DTS) to develop an industry-specific FAQ.
- FAQ was refined from over 50 questions to 7 key items.
- Insights gathered through industry engagements with DTS and IRBM.
- **A key issue still under discussion:** the requirement for a single e-Invoice for subscription and redemption transactions of RM10,000 and above.

Service Tax

In November 2024, FIMM began engagement with the Royal Malaysian Customs Department (RMCD) following an invitation to provide an industry overview.

- Actively sought industry feedback and engaged with RMCD on its draft guidelines.
- Concurrently worked with the Securities Commission Malaysia (SC) and RMCD to pursue a full or targeted Service Tax exemption for the Unit Trust and PRS industry.
- Submitted supporting data, statistics, and rationale to strengthen the case.
- **Current status:** Awaiting outcome on exemption proposals and clarification on the Guide for Financial Services.

Skin in the Game

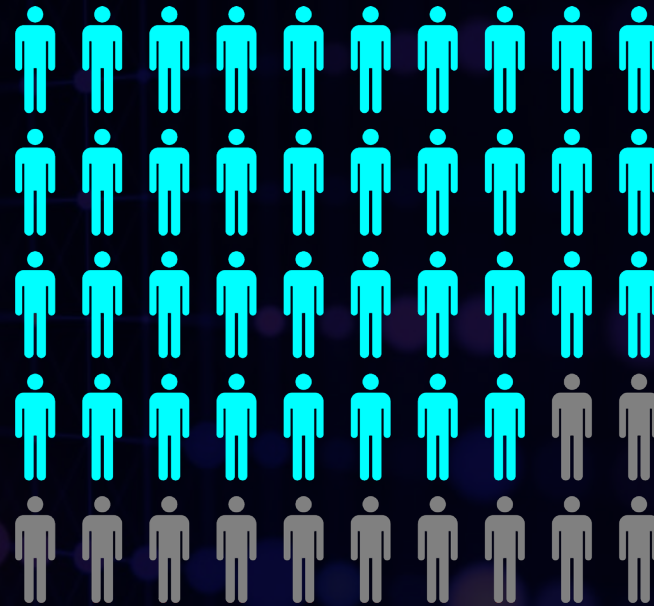
Do You Believe What You Sell?

FIMM conducted a survey to find out if Consultants invest in the Unit Trust funds that they distribute/sell.

76%

(38,082 of 50,116 Participants)

**Consultants
Invested in Funds
They Distribute**



Nearly 4 out of 5 Consultants

**Collectively, these Consultants
Have invested a substantial**

**RM7.1
billion**

**of their own savings into the
Unit Trust funds they offer
to investors.**

A total of 47 out of 107 companies (44%) responded to the UTS Consultants Survey. **These participating companies represent those with the highest number of Unit Trust Consultants.**

Building Trust **One Investor at a Time**

Investor Education & Awareness

Investor Education & Awareness Demography

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FIMM Teen Programme



Pilot session conducted to assess effectiveness before wider school implementation.

7 Schools Across Klang Valley

- SMK Gombak Setia
- SMK Bukit Kapar
- SMK Pandan Indah
- Kolej Tingkatan Enam Sri Istana
- SMK Wangsa Melawati
- SMK Batu Muda
- SMK Seri Hartamas



Investor Education & Awareness

Bridging the Gap Between Study and Work with Undergrads

FIMM
Federation of Investment Managers Malaysia

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MoU with Universiti Sains Malaysia to boost student financial literacy through research, publications and modules on UTS and PRS.



INCEIF University invited FIMM to share insights on its regulatory role and industry developments under the Shariah Mentorship Programme.



FIMM supported undergraduate financial education by sharing industry insights and knowledge through MFPC's Industry Talk programme at several universities.



FIMM contributed to university career talks to support future capital market talent under the SC's InvestED initiative.



FIMM continues its financial literacy outreach by delivering talks at private universities, in line with its role to educate and protect investors.

UTX²⁰²⁴



Investor Education & Awareness

The Yearly Staple



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23 
**Roadshows and
Outreach Programmes**
(+9.5% from 2023: 21)

 **6,620**
Engagements
(+17.4% from 2023: 5,637)

FSMOne What & Where to Invest 2024 Sunway Pyramid Convention Centre Selangor 6 January		358 Engagements	
MPFC My Money & Me			
LHDNM Cawangan Petaling Jaya PJ Trade Centre 2 March	305 Engagements	Dewan Raya, Taman Bukit Indah Johor Bahru, Johor 27 July	301 Engagements
Universiti Sains Malaysia Pulau Pinang 27 April	542 Engagements	RTC Kota Bharu Kota Bharu, Kelantan 17 August	284 Engagements
Hotel Seri Malaysia Taiping, Perak 29 June	176 Engagements	Islamic Information Centre Kuching, Sarawak 5 October	263 Engagements
MPFC Industry Talks			
Universiti Tuanku Abdul Rahman (UTAR) Sungai Long, Kajang, Selangor 2 April	25 Engagements	Sultan Idris Education University (UPSI) Tanjung Malim, Perak 4 May	72 Engagements

International Islamic University Malaysia (IIUM)
Gombak, Selangor
3 May

100
Engagements

Universiti Sultan Zainal Abidin (UniSZA)
Kampung Gong Badak, Kelantan
20 December

80
Engagements

Bersama InvestSmart @ Johor

Mid Valley Exhibition Centre
Johor Bahru, Johor
17-19 May

483
Engagements

InvestSmart Fest

Mid Valley Exhibition Centre
Kuala Lumpur
17-19 October

951
Engagements

Minggu Saham Amanah Malaysia

Setia Alam Convention Centre
Selangor
22-25 August

1,229
Engagements

Invest Fair By Share Investor

Mid Valley Exhibition Centre
Kuala Lumpur
22-23 June

341
Engagements

SIDC's InvestEDCareer Talks

International Islamic University Malaysia (IIUM)
Gombak, Selangor
31 May

104
Engagements

Universiti Malaysia Sabah
Kota Kinabalu, Sabah
23 October

136
Engagements

Universiti Putra Malaysia (UPM)
Seri Kembangan, Selangor
13 June

110
Engagements

Universiti Teknologi MARA (UITM)
Puncak Alam, Selangor
5 December

270
Engagements

Other Speaking Engagements

Financial Talk: Understanding Unit Trust

Management and Business Faculty
Universiti Teknologi MARA (UITM)
Rembau
16 July

121
Engagements

Safe Investing Strategies in Unit Trust Schemes

School of Management
Universiti Sains Malaysia
24 October

130
Engagements

Finance Unfiltered: Unveiling Diverse Career Journeys

Islamic Finance Students' Council,
Economics and Management Society
International Islamic University Malaysia
(IIUM)
16 November

63
Engagements

Money Matters: Student Finance Forum

Members of Bachelor's Accountancy
Universiti Teknologi MARA (UITM)
Melaka
1 December

176
Engagements

Thank You

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