



Hard to believe Dad was once a little kid!

## Sundaram BNP Paribas Select Mid Cap

A Diversified & Dynamic Approach

- An open end equity scheme

A member of



Refer Disclaimer on slide: 38, 39 & 40

June 2010

For Private Circulation Only



# Sundaram BNP Paribas Select Mid Cap Disclosures

Mutual Fund Investments are subject to market risks. Please read the Statement of Additional Information (SAI) and Scheme Information Document (SID) carefully before investing. *Copy of the SAI, SID, key information memorandum and application form may also be obtained from the offices / investor service centres of Sundaram BNP Paribas Asset Management, its distributors and at [www.sundarambnpparibas.in](http://www.sundarambnpparibas.in)*

All mutual funds and securities investments are subject to market risks, and there can be no assurance or guarantee that fund's objectives will be achieved. NAV may go up or down, depending on the factors and forces affecting the securities market. Main types are market risk, liquidity risk, credit risk and systemic risks. At times, liquidity of investments may be impaired. There is uncertainty of dividend distribution and risk of capital loss. Past performance of the Sponsor/Asset Management Company/Fund does not indicate the future performance. Investors in the schemes are not being offered any guaranteed or indicated returns.

Sundaram BNP Paribas Select Mid Cap is only the name of the scheme and does not in any manner indicate either quality or future prospects and returns.

For detailed disclosures on risk factors and disclaimers refer slide 38, 39 & 40

## *Sundaram BNP Paribas Select Mid Cap* Reasons to own the fund

- India's first fund dedicated only to mid-cap stocks with an impressive track record of seven years plus.
- Value Research: A pure mid-cap fund with a Four-Stars rating.
- A class-leading fund tracking the mid-cap space with a diversified & growth approach.
- Compounded annual return of 39.8% since launch in July 2002.
- Outpacing BSE Midcap Index by 11.1 percentage points on an annual basis.
- Top quartile presence in periods over 3 & 5 years as compared to peer funds.
- Quartile #1 presence on comparison with all equity funds across all time periods.

Past Performance may or may not be sustained in future

## *Sundaram BNP Paribas Select Mid Cap* Reasons to own the fund

- Good track record across bullish and bearish phases.
- A monthly SIP of Rs.1000 since launch – a total investment of Rs. 95,000 – is now worth Rs. 3.95 lakh.
- Adherence to the mid-cap mandate at all times.
- Dividend of Rs.32.0 per unit in total since launch indicates liquidity of the portfolio on a consistent basis.
- In-house research & size (Rs.2,185 crore – June 2010) enables deeper access to mid-cap space.

All dividends are on the face value of Rs.10 per unit.  
After declaration of dividend the NAV will decline to the extent of the payout  
Past Performance may or may not be sustained in future

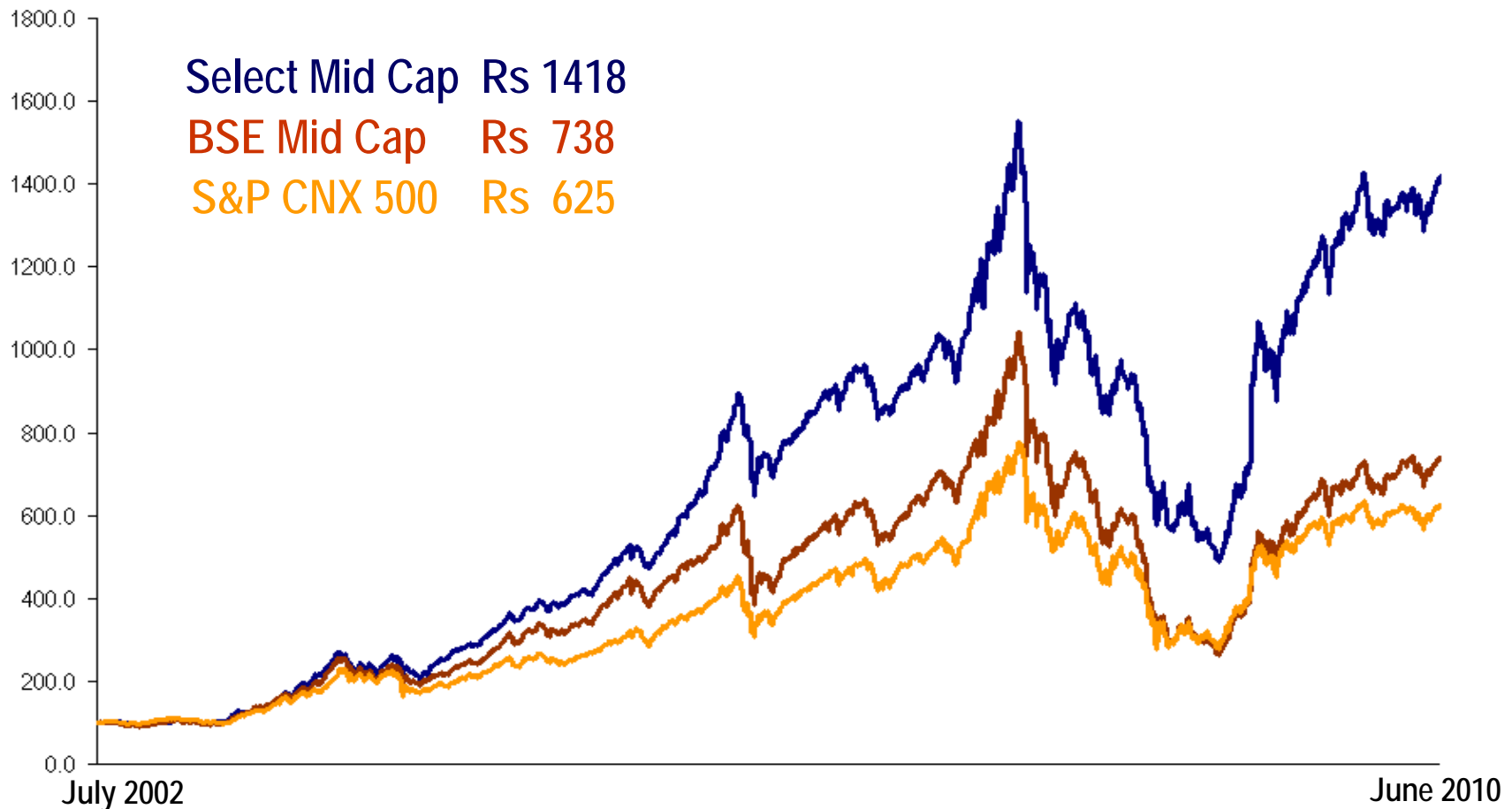
# *Sundaram BNP Paribas Select Mid Cap* Product positioning

- **Positioning:** Pure Mid-Cap Fund (Picking tomorrow's winners on ability to grow)
- **Approach:** Generate capital appreciation by taking active sector, stock and cash calls with strict adherence to mid-cap mandate.
- **Style:** Own stocks of companies that exhibit the ability to grow in a sustainable manner.
- **Benchmark:** BSE Mid-Cap Index
- **Cap-curve:** Focus only mid-cap stocks with threshold as market cap of the 51st stock on NSE onwards
- **Definition:** 51st stock by market cap onwards on the NSE qualify as mid-cap stocks. This provides a high limit but in reality, the portfolio as always will normally have a weighted average and median market cap that is substantially lower. (on an average, it has been 25%-40% of the threshold)

Past Performance may or may not be sustained in future

# Sundaram BNP Paribas Select Mid Cap Value of early investment

## Relative performance for Rs 100 invested at launch



Value as on June 30, 2010; Data Source: Bloomberg; Analysis: In House  
Past Performance may or may not be sustained in future

## Sundaram BNP Paribas Select Mid Cap Ahead of the peer group

Fund / Indices	One Year	Two Years	Three Years	Five Years	Six Years	Seven Years
Select Mid Cap	46.2	27.5	12.6	28.1	36.7	40.4
Average						
Mid Cap Funds	49.3	21.2	5.6	19.7	29.1	35.5
All Equity Funds	33.0	17.4	7.5	20.0	25.7	28.9
Large-Cap Funds	30.8	20.1	10.6	22.7	26.6	30.2
BSE Mid Cap	40.8	15.2	3.1	16.7	24.4	27.9
BSE Sensex	22.1	14.7	6.5	19.7	24.3	25.5
S&P CNX Nifty	23.8	14.7	7.2	19.1	23.4	24.7
CNX Midcap	24.6	10.8	21.6	27.0	30.1	24.6
S&P CNX 500	27.4	17.5	6.8	18.3	23.5	25.6

- Also outpacing average of Mid-cap funds; large-cap funds & all equity funds and broad market on a long-term basis.
- Good track record across bullish and bearish phases
- A mid-cap fund should be considered for every intelligent equity portfolio to boost the overall returns
- Acclaimed track record makes a robust case for Select Mid Cap.

Data Source: Value Research; Analysis: In house. Returns in % as on June 30, 2010  
Past Performance may or may not be sustained in future

# Sundaram BNP Paribas Select Mid Cap Quartile # 1 presence

## Select Mid Cap & peers

	Q1	Q2	Q3	Q4
One Year				
Two Years				
Three Years				
Five Years				
Six Years				
Seven Years				

## Select Mid Cap & all equity funds

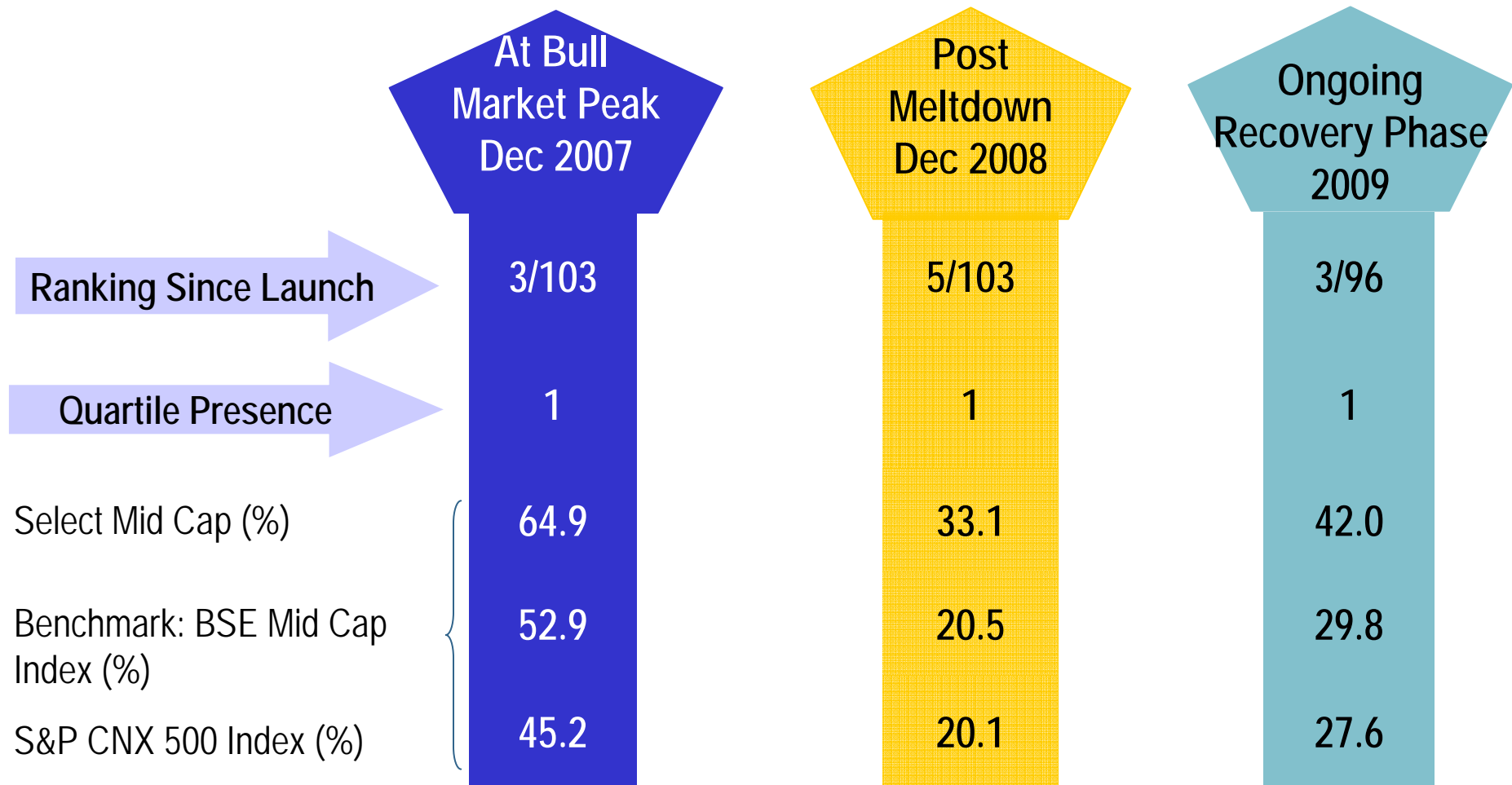
	Q1	Q2	Q3	Q4
One Year				
Two Years				
Three Years				
Five Years				
Six Years				
Seven Years				

If there are 100 funds: Q 1: ranks 1-25, Q 2: ranks 26-50, Q3: ranks 51-75 and Q4: ranks 76-100

Source: Performance data Value Research June 30, 2010; Quartile Analysis: In house

Past Performance may or may not be sustained in future

# Sundaram BNP Paribas Select Mid Cap Performance at different stages of the market



Annualized Returns in percentage on compounded annual basis from since inception.

Ranking as of December 31, 2007 ,December 31, 2008 & December 31,2009. Data Source: NAV India; Analysis: In-house Refer Disclaimer on slide: 39 & 40

**Past Performance may or may not be sustained in future**

# Sundaram BNP Paribas Select Mid Cap Rankings and Ratings



Four-Stars Rating  
Value Research

*June 2010*

For Award History, please refer Investment Manager Presentation available at [www.sundarambnpparibas.in](http://www.sundarambnpparibas.in)

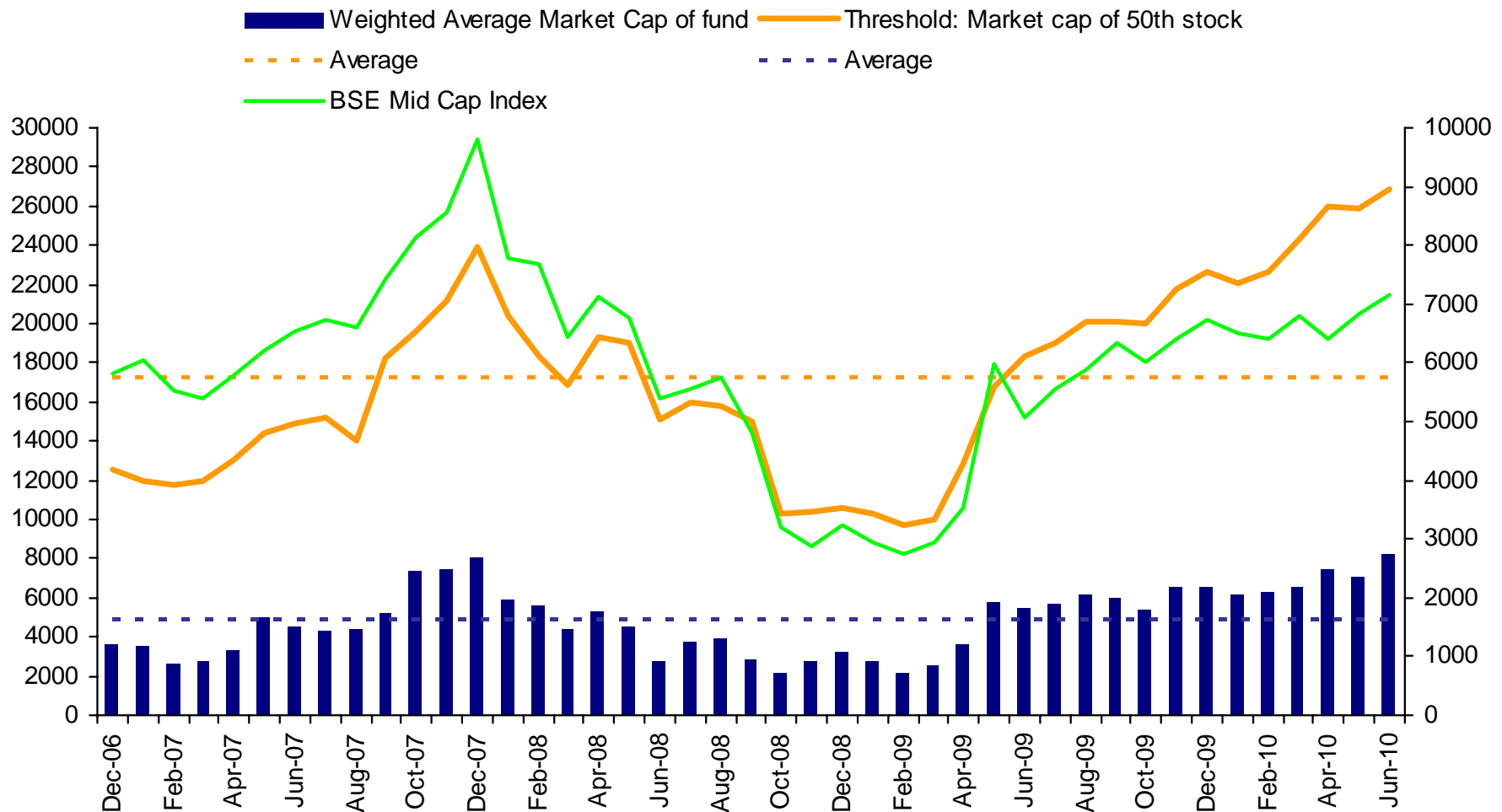
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# Sundaram BNP Paribas Select Mid Cap

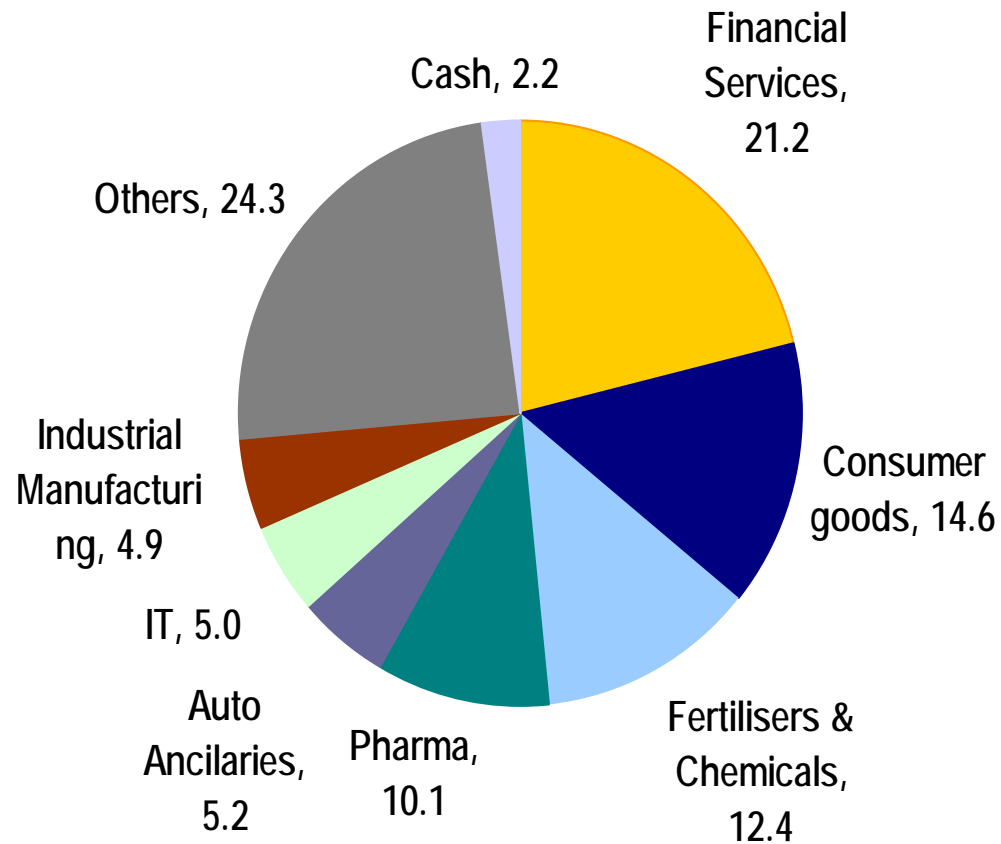
## True mid-cap orientation

Weighted average market cap has consistently been at about 72 per cent of the threshold for mid-cap category



Market Cap in Rs. Crore. Data Source: Bloomberg; Analysis: In house; As of June 2010

# Sundaram BNP Paribas Select Mid Cap Allocation



- The fund maintains a well diversified portfolio across sectors as well as single stock in the portfolio
- Top sectors by allocation are financial services, consumer goods & Fertilizers & Chemicals, and accounting for about 48% of the portfolio
- A notable overweight in fertilizers & chemicals, pharma and energy – utilities
- A notable underweight in consumer goods, real estate & industrial manufacturing

As on June 30, 2010; Source: Fact Sheet

# Sundaram BNP Paribas Select Mid Cap Preferred sectors, stock bets

<u>Main Active Positions - Sectors</u>			
Overweight	Fund	Benchmark	Active
Fertilisers & Chemicals	12.4	5.8	6.6
Pharma	10.1	7.2	2.9
Energy - Utilities	3.9	2.4	1.5
Underweight	Fund	Benchmark	Active
Consumer Goods	14.6	17.9	-3.3
Real Estate	0.0	3.0	-3.0
Industrial Manufacturing	4.9	7.6	-2.8

Position status is relative to benchmark

<u>Main Active Positions - Stocks</u>	
Overweight	Underweight
IPCA Labs	Tata Chemicals
Mphasis BFL	Cummins India
Rural Electrification Corp	Jain Irrigation Systems
Coromandel Fertilizers	Colgate Palmolive
Indraprastha Gas	Piramal Healthcare

Position status is relative to benchmark

Sector positions in per cent; As on June 30, 2010; Source: Fact Sheet

## Sundaram BNP Paribas Select Mid Cap Portfolio manager



Satish Ramanathan:, as Head – Equity, plays a vital role in the management of all equity portfolios of Sundaram BNP Paribas Mutual Fund. He is fund manager for the following funds: Sundaram BNP Paribas Select Mid-Cap, Sundaram BNP Paribas Tax Saver, Sundaram BNP Paribas Equity Multiplier, Sundaram BNP Paribas Select Small Cap, Sundaram BNP Paribas *Select Thematic Fund* Entertainment Opportunities and Sundaram BNP Paribas Balanced Fund.

Satish joined Sundaram BNP Paribas Asset Management in April 2007. He has a rich background in research and fund management with stints at Sundaram BNP Paribas, ICICI Securities and Franklin Templeton, his final port of call before taking up his present role.

Years of experience have enabled Satish to hone his expertise in tracking macro-economic trends, implications for industries & companies and global linkages. Satish knows the auto industry inside out and has also being in a supervisory role for research in the pharma and FMCG space. His earlier stint at the fund house (then known as Sundaram Newton) was in research tracking sectors such as auto, cement, capital goods and pesticides. He was a fund manager at Franklin Templeton.

Satish, a Chartered Financial Analyst, has close to 15-years experience in equity markets. He is an engineering graduate from IIT Chennai and completed his MBA from Texas A&M University.

Satish likes to read books with a preference for the business genre (that is apart from casting an Argus eye on Annual Reports) and listen to music. His investment philosophy is to keep an open mind to new ideas and concepts.

## Sundaram BNP Paribas Select Mid Cap Option for asset allocation

Adding a dash of mid-cap exposure boosts portfolio returns.

Adding Select Mid Cap enhances value of the portfolio.

Allocation		Sundaram BNP Paribas Funds	One-Time Investment	Rs 2000-a-month SIP
Large Cap	Mid Cap		July 2002	From July 2002
%	%	Amount Invested	10,000	1,90,000
			Portfolio value	
100	0	Select Focus	84,816	5,37,964
80	20	Select Focus + Select Mid Cap	96,222	5,88,176
70	30	Select Focus + Select Mid Cap	1,01,925	6,13,281
60	40	Select Focus + Select Mid Cap	1,07,628	6,38,387
50	50	Select Focus + Select Mid Cap	1,13,331	663,493
0	100	Select Mid Cap	1,41,847	7,89,022

Value as on June 30, 2010 Data Source & Analysis: In house

**Past Performance may or may not be sustained in future**

*Sundaram BNP Paribas Select Mid Cap*  
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**Thank  
You**

*Sundaram BNP Paribas Select Mid Cap*  
Annexure

*Performance*

# Sundaram BNP Paribas Select Mid Cap Wealth creation

## Outpacing benchmark BSE Mid Cap Index - comfortably

Period	Absolute Return		Annualised Return		
	Fund	Benchmark	Fund	Benchmark	Excess
Since Inception	1318.5	638.1	39.8	28.7	11.1
Last 7 years	975.3	458.5	40.4	27.8	12.5
Last 5 years	245.3	116.0	28.1	16.6	11.5
Last 3 years	42.6	9.5	12.5	3.1	9.5
Last 2 years	62.5	32.7	27.5	15.2	12.3
Last 1 year	46.2	40.8	46.2	40.8	5.4

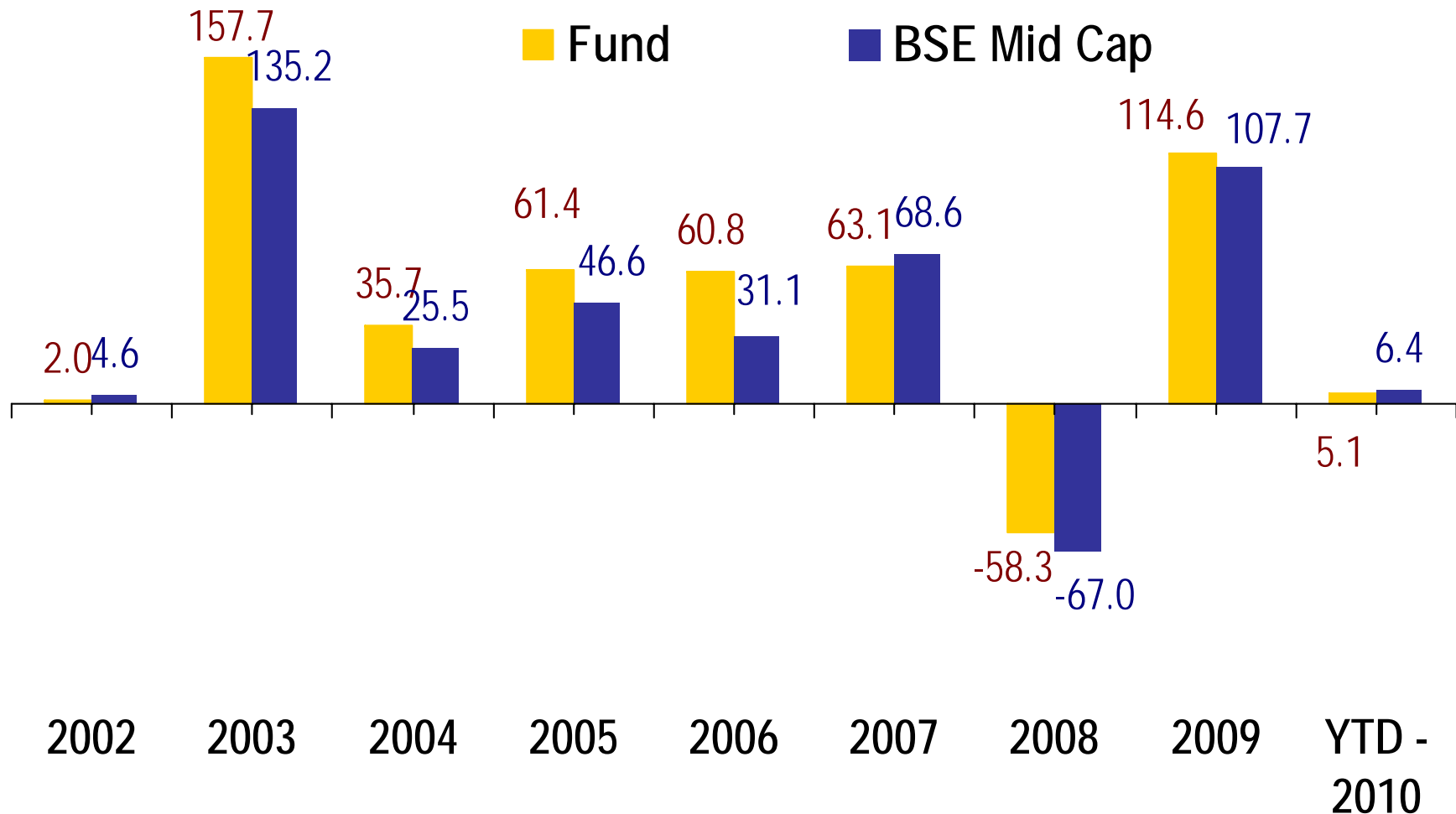
### Dividend & long-term capital gains are tax free as per prevailing tax laws

Returns in per cent; using NAV of Growth option. Annualised returns are computed using Compounded annual basis Returns as on June 30, 2010

Past Performance may or may not be sustained in future

# Sundaram BNP Paribas Select Mid Cap

## Consistent track-record



BSE Mid Cap Index is available only from April 2003 and hence returns for 2002 and 2003 have been computed with BSE Mid Cap Index back-worked using trends in CNX Mid Cap Index

YTD: Year-to-date; Returns in %; Performance as on June 30, 2010

Past Performance may or may not be sustained in future

## Sundaram BNP Paribas Select Mid Cap Value of Rs 1000-a-month SIP

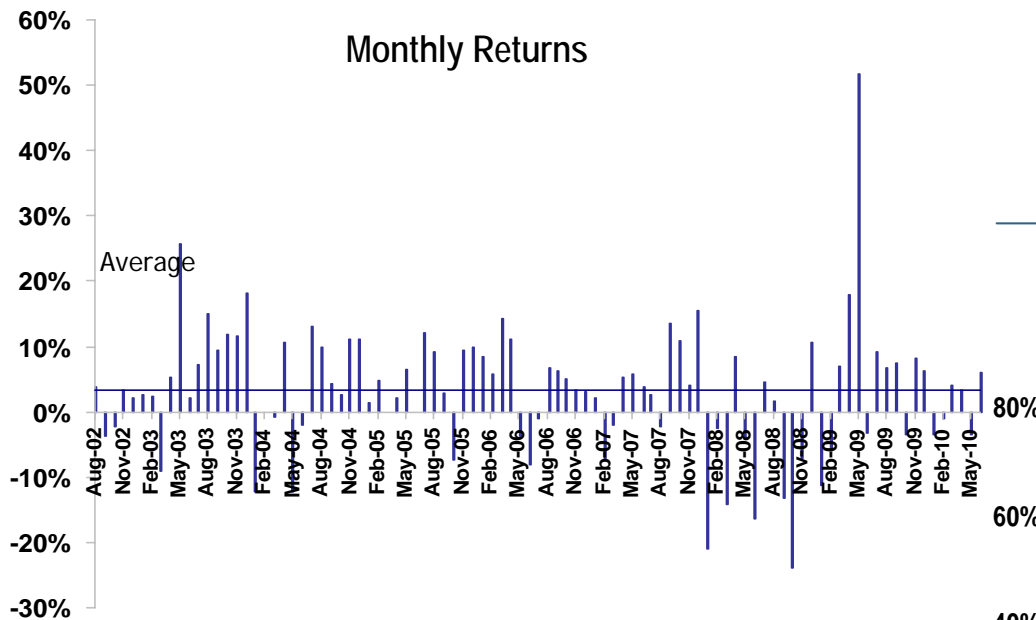
Period	Investment	Select Mid Cap	BSE Mid Cap
Since Inception	95,000	3,94,511	2,45,223
Last 7 years	84,000	2,43,790	1,64,027
Last 5 years	60,000	1,03,366	84,111
Last 3 years	36,000	53,760	48,372
Last 2 years	24,000	38,593	36,669
Last 1 year	12,000	13,866	13,667

- A monthly SIP of Rs.1000 since launch – a total investment of Rs.95,000 – is now worth Rs 3.95 lakh
- This translates into a compounded annual return of 35.0 % since launch
- The fund has delivered higher value of Rs.1,49,288 as compared to the benchmark since launch
- This is attributable to the consistent outperformance for close to eight years period.

Data Source: Bloomberg; Analysis: In house as of June 30, 2010  
Past Performance may or may not be sustained in future

# Sundaram BNP Paribas Select Mid Cap

## High level of consistency



Maximum return: 51.7% (May 2009)

*(Positive cues due to stable government formation)*

Maximum Loss : 23.8% (Oct 2008)

*(US credit crisis affecting markets across geographies)*

Average monthly returns : 3.29%

Number of positive-return months : 65

Number of negative-return months : 30

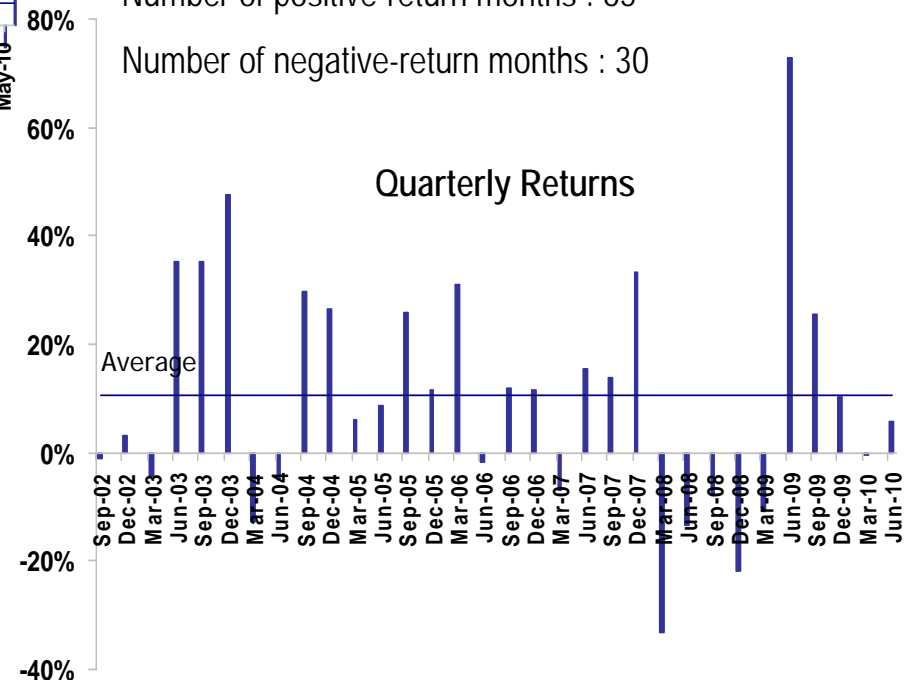
Maximum return: 73.0 % (Mar - Jun 2009)

Maximum loss: 33.3% (Jan - March 2008)

Average quarterly returns: 10.67%

Number of positive quarters:20

Number of negative quarters:12



Data Source & Analysis: In house ; As of June 2010  
 Past performance may or may not be sustained in future

## Sundaram BNP Paribas Select Mid Cap Dividend history

%	Rs. Per Unit	Record Date	Record Date NAV
25.0	2.5	27-06-03	12.9763
40.0	4.0	21-11-03	17.2790
35.0	3.5	27-02-04	14.3580
20.0	2.0	17-09-04	13.1843
20.0	2.0	18-02-05	15.0341
20.0	2.0	23-09-05	17.3439
25.0	2.5	17-02-06	20.0785
20.0	2.0	18-08-06	20.9924
40.0	4.0	27-10-06	21.0980
25.0	2.5	09-02-07	18.7821
10.0	1.0	24-04-09	11.5291
10.0	1.0	04-09-09	17.7666
15.0	1.5	20-11-09	18.7957
15.0	1.5	05-02-10	17.4552

Total dividend pay-out

Rs 32.0 per unit

§ If you had invested Rs.10,000 at the time of launch in dividend payout option you would have received Rs.32,000 as dividend and your holding will be worth Rs.17,725

All dividends are on the face value of Rs.10 per unit. After declaration of dividend the NAV will decline to the extent of the payout

Data Source: Factsheet As of June 30 2010

Past Performance may or may not be sustained in future

## Sundaram BNP Paribas Select Mid Cap Performance analysis

Parameter	Fund	Benchmark
Average Annual Mean	39.47	31.84
Standard Deviation	34.22	35.60
Beta	0.92	1.00
Sharpe Ratio	0.93	0.68
Sortino Ratio	1.48	0.92
Treynor Ratio	34.52	24.19

Benchmark: BSE Mid Cap Index

Risk-Return Metrics are based on month end NAVs since launch and have been annualised.

The risk free rate considered for analysis is 7.651% per annum (10 year T-Bill)

Refer slide 37 for help guide on performance analysis

Data Source: Bloomberg Analysis: In house ; As of June 2010

**Past performance may or may not be sustained in future**

# Sundaram BNP Paribas Select Mid Cap Performance analysis

Parameter	Fund
Alpha	9.46
Correlation	0.96
Tracking Error	10.12
Information Ratio	0.75
Turnover	121%

Benchmark: BSE Mid Cap Index

Risk-Return Metrics are based on month end NAVs since launch and have been annualised.

The risk free rate considered for analysis is 7.651% per annum (10 year T-Bill)

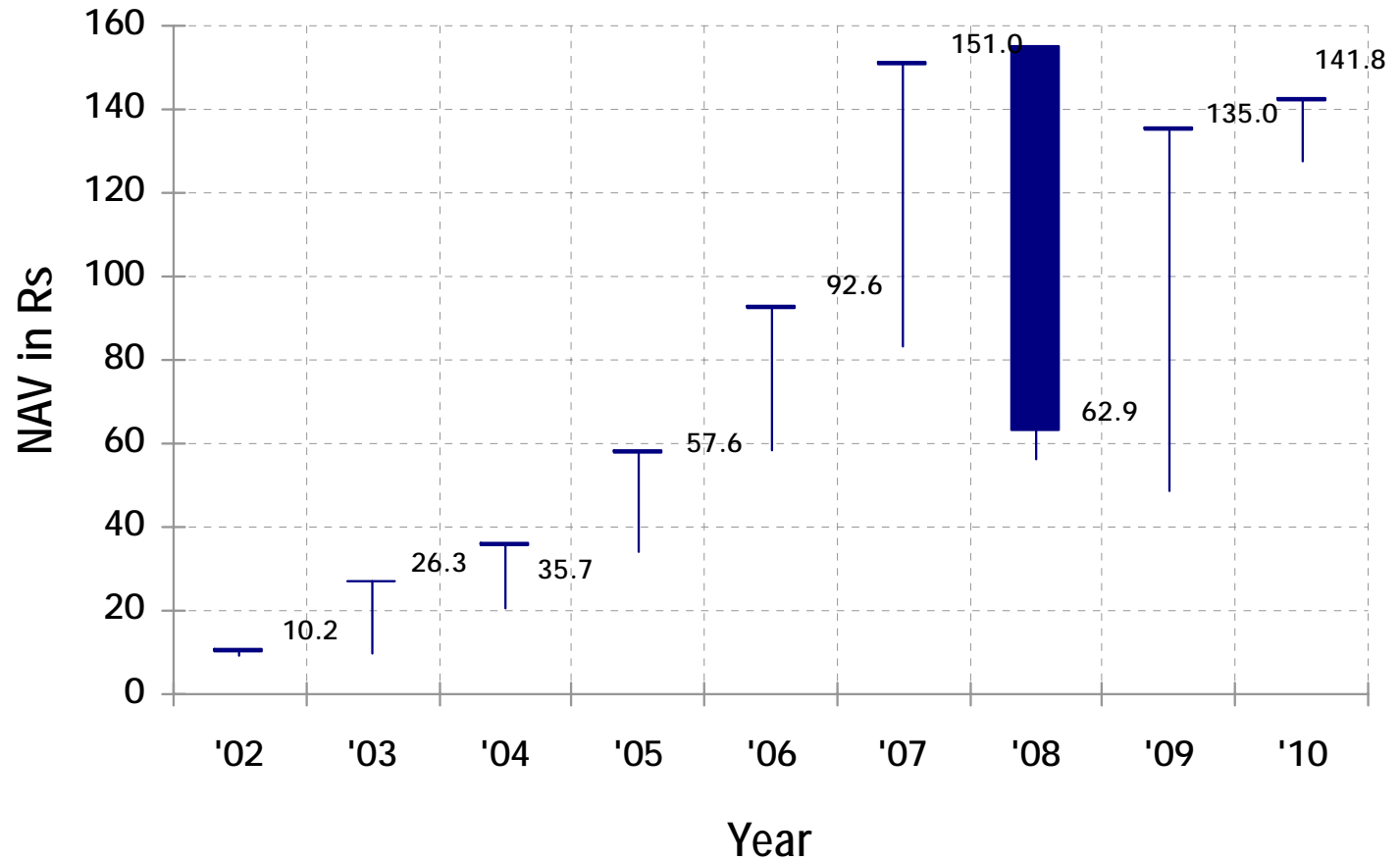
Refer slide 37 for help guide on performance analysis

Data Source: Bloomberg Analysis: In house ; As of June 2010

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# Sundaram BNP Paribas Select Mid Cap Trends in NAV

*The length of the line indicates the range of NAV movement during the period and a bar drops to show the closing value*

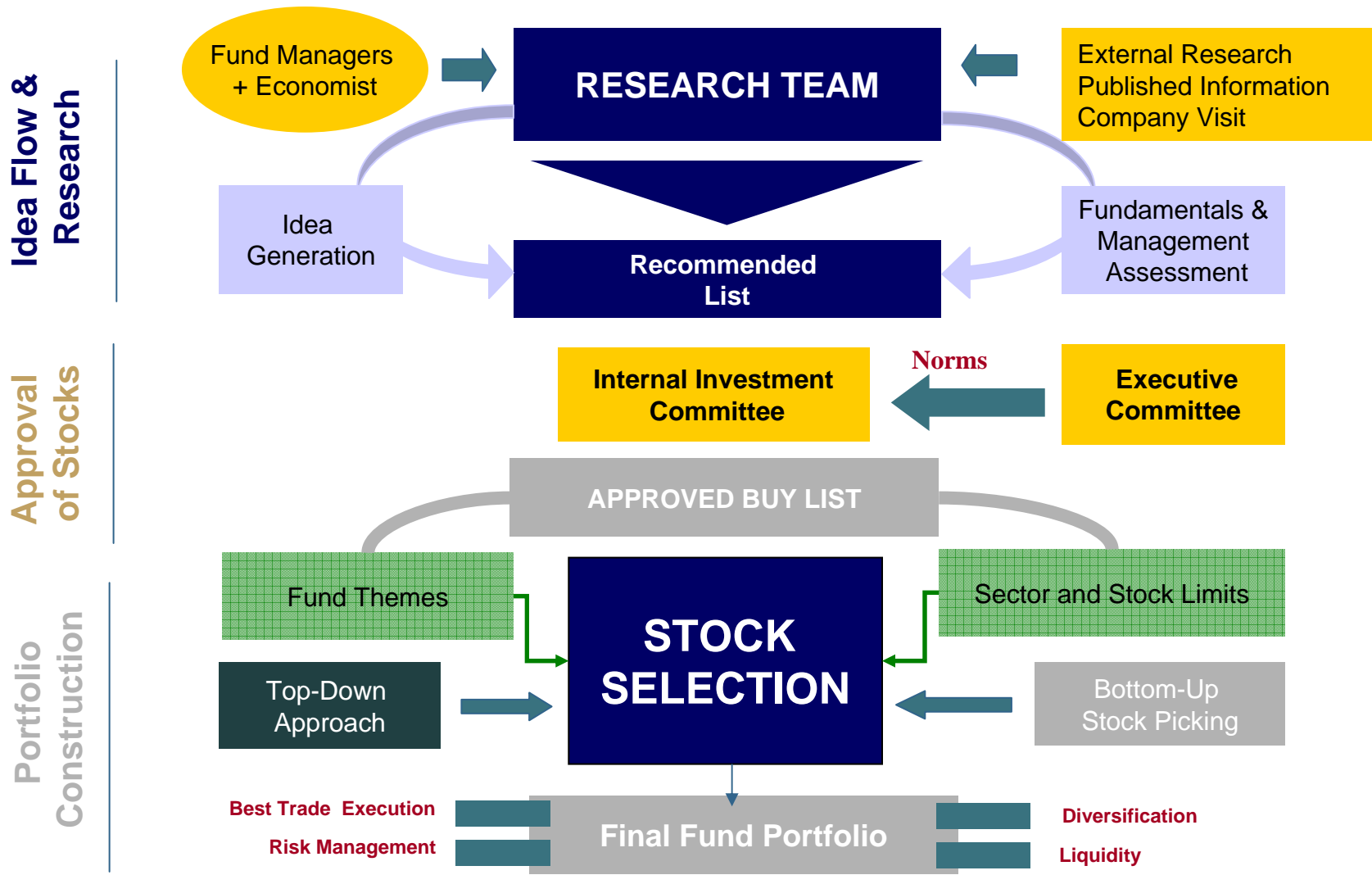


Data source: in house . NAV of Growth Option as on June 30, 2010  
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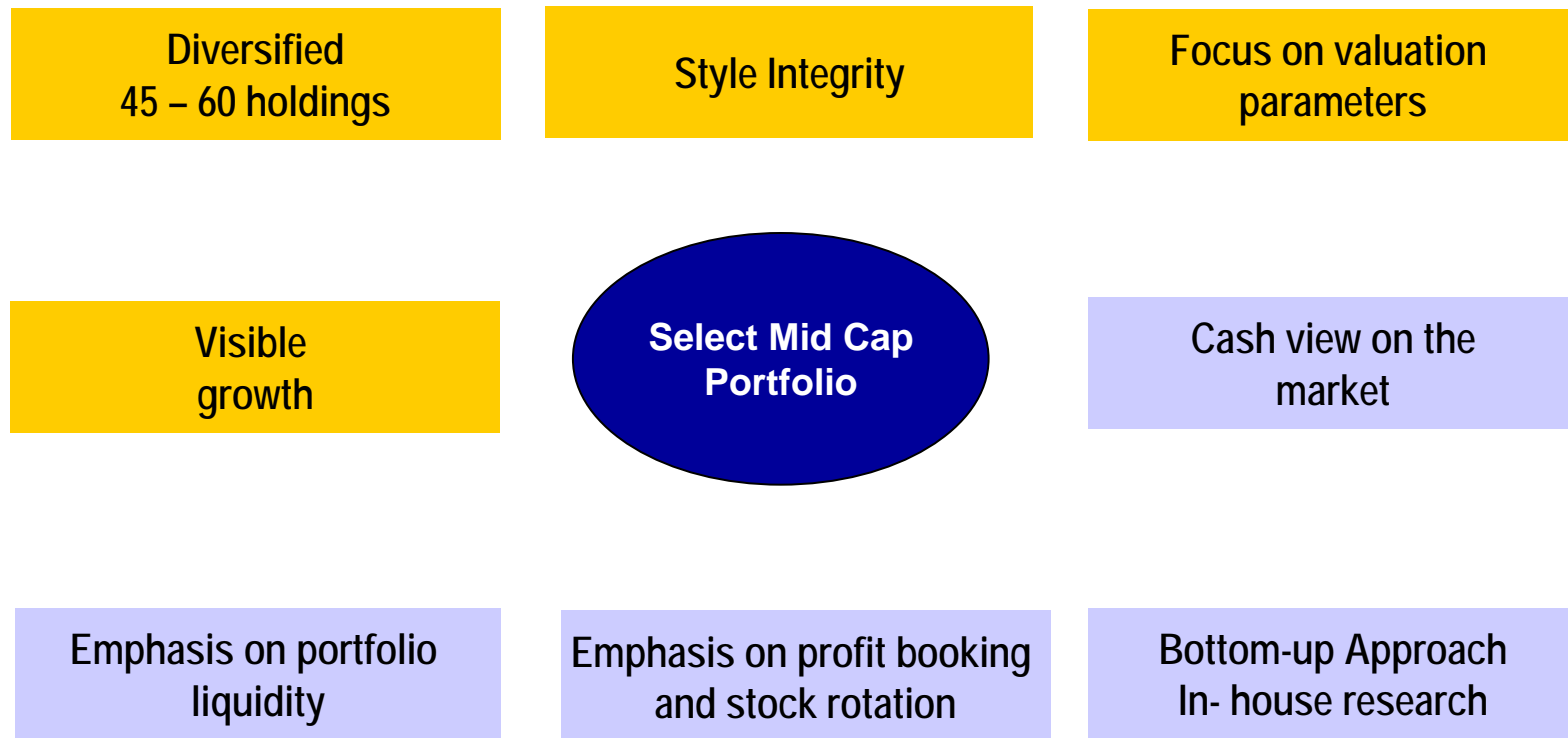
*Sundaram BNP Paribas Select Mid Cap*  
Annexure

*Portfolio Insights*

# Sundaram BNP Paribas Select Mid Cap Investment process



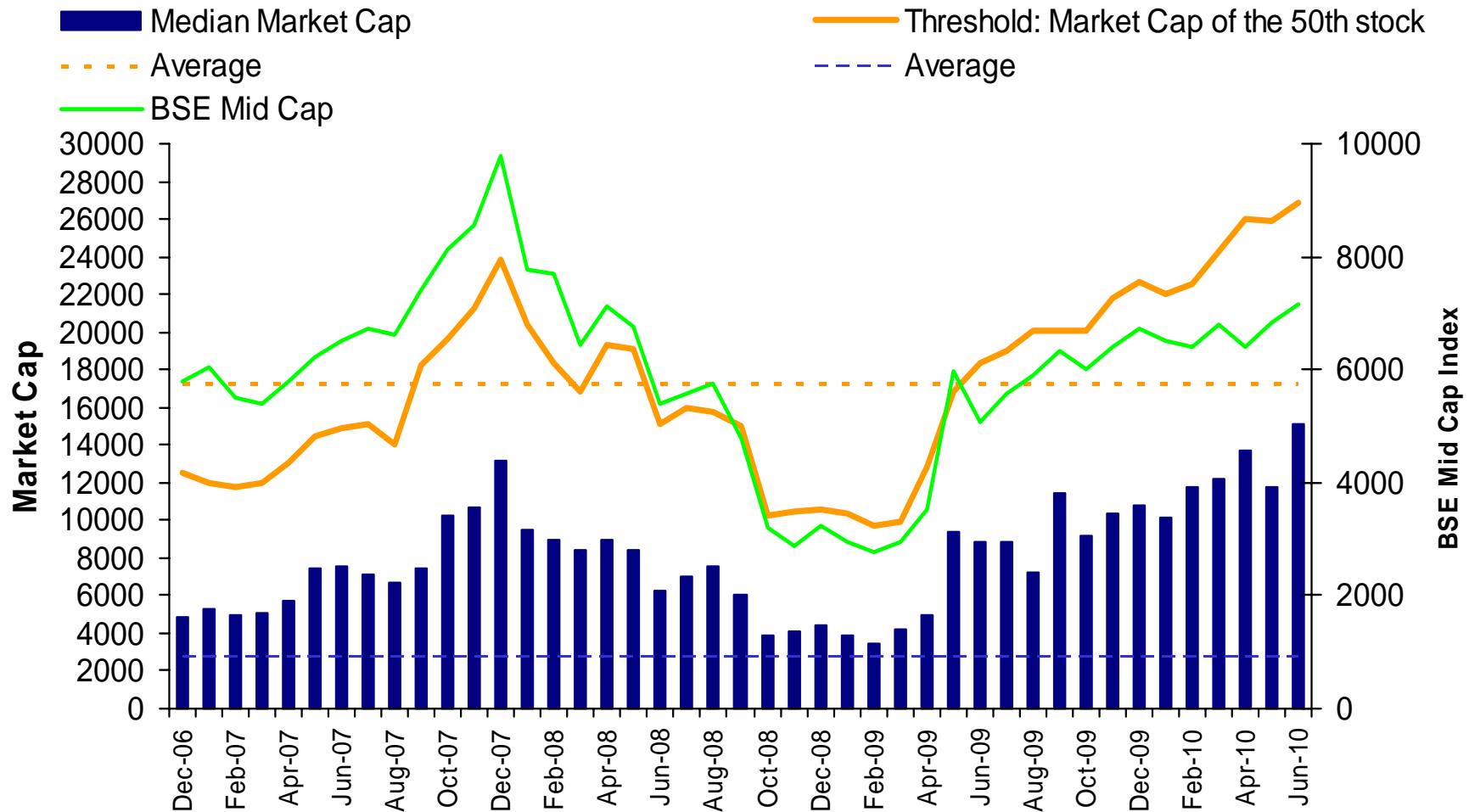
# *Sundaram BNP Paribas Select Mid Cap* Broad portfolio strategy



# Sundaram BNP Paribas Select Mid Cap

## True mid-cap orientation

Median market cap has consistently stayed at about 85 per cent of the threshold for mid-cap category



Market Cap in Rs. Crore. Data Source: Bloomberg; Analysis: In house; As of June 2010

# Sundaram BNP Paribas Select Mid Cap Portfolio

Company	Weight
IPCA Labs	4.5
LIC Housing Finance	3.6
Indraprastha Gas	3.5
Aurobindo Pharma	3.3
IndusInd Bank	3.3
Mphasis BFL	3.3
R E C	3.3
Coromandel Fertilizers	3.3
Trent	3.3
United Phosphorus	3.1
Tata Tea	3.0
Canara Bank	3.0
M & M Financial	2.9

Company	Weight
SRF	2.5
United Spirits	2.5
Gujarat Alkalies	2.4
Dish TV	2.3
Dr Reddy's Labs	2.3
Bosch Limited	2.2
Siemens India	2.1
Videocon Industries	2.0
Escorts	1.9
Bajaj FinServ	1.9
Maharashtra Seamless	1.9
FAG Bearings	1.8

Company	Weight
Bank of India	1.8
Madhucon Projects	1.7
Max India	1.7
Sterlite Optical	1.7
Satyam Computers	1.7
Indian Hotels	1.7
Spicejet	1.6
Simplex Infrastructure	1.4
Monnet Ispat	1.3
ING Vysya Bank	1.2
I D F C	1.1
Dabur India	1.1
Shriram Transport	1.0

Allocation in %; As of June 30,2010. Data Source: Fact Sheet

# Sundaram BNP Paribas Select Mid Cap Portfolio

Company	Weight
Yes Bank	1.0
Exide	0.9
E.I.D Parry	0.9
Kirloskar Electric	0.8
Alok Industries	0.8
Himadri Chemicals	0.7
Lanco Infratech	0.6
Gammon India	0.6
Mercator Lines	0.6
IVRCL Infra	0.6
Gateway Distriparks	0.5
Chambal Fertilisers	0.4

Company	Weight
IndiaInfoline	0.3
Rico Auto	0.3
Grasim	0.2
Central Bank Of India	0.2
TVS Motors	0.2
Voltas	0.1

<b>Equity</b>	<b>97.8</b>
<b>Debt</b>	<b>2.9</b>
<b>Derivatives</b>	<b>-</b>
<b>Cash &amp; Equivalents</b>	<b>-0.6</b>
<b>AUM ( In Rs. Crore)</b>	<b>2,185</b>

Allocation in %; As of June 30,2010. Data Source: Fact Sheet

## Sundaram BNP Paribas Select Mid Cap Preferred stock ideas

Period	Top 5 stocks in the portfolio					Allocation
Dec-2002	Mastek	TVS Motor	I P C L	Torrent Pharma	Tata Tea	23
June-2003	Jindal Steel	Oriental Bank	Glenmark Pharma	S A I L	M & M	18
Dec-2003	Balrampur Chini	Indian Hotels	IPCA Labs	Finolex Industries	Bharat Forge	18
June-2004	Kirloskar Oil	Hindustan Inks	United Phosphorous	IPCA Labs	Balrampur Chini	21
Dec-2004	Balrampur Chini	Wyeth Lederle	IVRCL	L M W	Bajaj Hindustan	14
June-2005	L M W	Balrampur Chini	Kalpataru Power	IVRCL	Wyeth Lederle	12
Dec-2005	L M W	Balrampur Chini	Bajaj Hindusthan	Madras Cements	Sundaram Clayton	17
June-2006	Unitech	Emami	Ansal Properties	Madras Cements	Bajaj Hindusthan	16
Dec-2006	JP Associates	Ansal	MphasiS BFL	Madras Cements	Sundaram Clayton	12
June-2007	Welspun Gujarat	IDBI Bank	Jet Airways	Maharashtra Seamless	I P C L	14
Dec-2007	Welspun Gujarat	Tata Chemicals	Sesa Goa	Ashapura Minechem	Union Bank of India	16
Jun-2008	Tata Chemicals	Monnet Ispat	Trent	Union Bank of India	Chambal Fertilisers	14
Dec-2008	Hindustan Construction	Bank of Baroda	Nagarjuna Construction	Canara Bank	GVK Power	20
June-2009	Max India	India Cements	MphasiS BFL	IndiaBulls Real Estate	Aurobindo Pharma	16
Dec-2009	MphasiS BFL	Aurobindo Pharma	Trent	IPCA Labs	Punj Llyod	19
Mar-2010	Aurobindo Pharma	IPCA Labs	Indraprastha Gas	Trent	IndusInd Bank	18
Jun-2010	IPCA Labs	LIC Housing	Indraprastha Gas	Aurobindo Pharma	IndusInd Bank	18

Data Source: Fact Sheet; Allocation weight in %

# Sundaram BNP Paribas Select Mid Cap Sector profile of portfolio

Period	Preferred Sectors				
Dec-2002	Pharma	IT	Banks	Automobiles	Food Products
Mar-2003	Banks	Pharma	Electricals	Food Products	Machinery
Jun-2003	Banks	Metals	Chemicals	Auto Components	Pharma
Sep-2003	Chemicals	Metals	Pharma	Auto Components	Automobiles
Dec-2003	Chemicals	Metals	Pharma	Machinery	Auto Component
Mar-2004	Pharma	Chemicals	Agri Products	Electricals	Auto Parts
Jun-2004	Chemicals	Textiles	Machinery	Auto Components	Food Products
Sep-2004	Machinery	Food Products	Chemicals	Auto Components	Metals
Dec-2004	Metals	Machinery	Food Products	Pharma	Auto Components
Mar-2005	Industrials	Consumer Goods	Capital Goods	Ferrous Metals	Construction
Jun-2005	Engineering	Automobile	Consumer Goods	Construction	Textiles
Sep-2005	Engineering	Automobile	Consumer Goods	Construction	Metals
Dec-2005	Engineering	Automobile	Consumer Goods	Construction	Metals
Mar-2006	Engineering	Consumer Goods	Construction	Automobile	Cement

Data Source: Fact Sheet

# Sundaram BNP Paribas Select Mid Cap Sector profile of portfolio

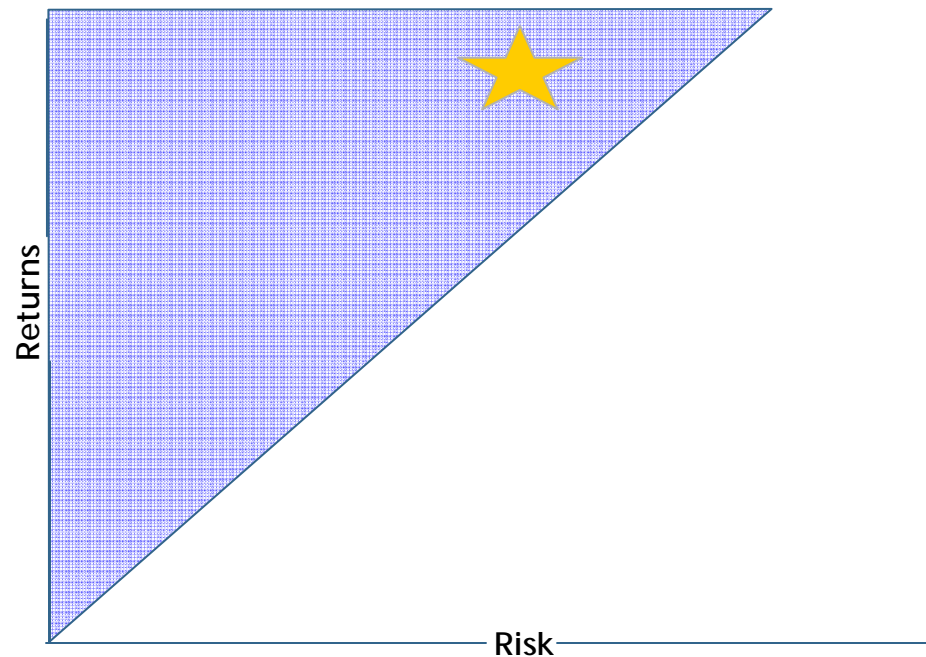
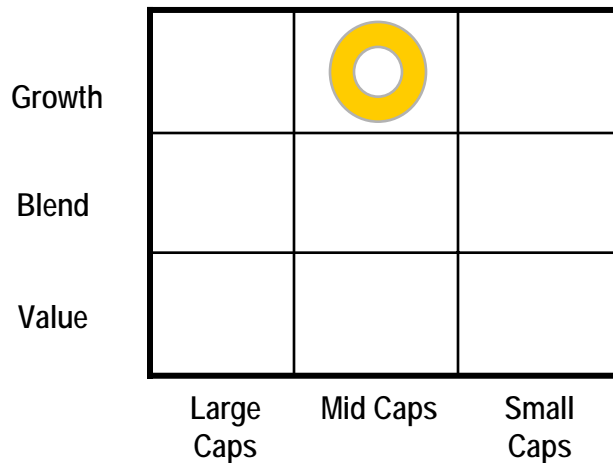
Period	Preferred Sectors				
Jun-2006	Engineering	Consumer Goods	Construction	Automobile	Cement
Sep-2006	Engineering	Consumer Goods	Construction	Automobile	Cement
Dec-2006	Engineering	IT	Construction	Automobile	Services
Mar-2007	Engineering	IT	Construction	Metals	Automobile
Jun-2007	Metals	Engineering	Financial Services	IT	Media
Sep-2007	Engineering	Metals	Financial Services	Construction	Chemicals
Dec-2007	Metals	Engineering	Chemicals	Construction	Consumer Goods
Mar-2008	Financial Services	Metals	Chemicals	Construction	Engineering
Jun-2008	Chemicals	Financial Services	Consumer Goods	Engineering	Construction
Sep-2008	Chemicals	Financial Services	Consumer Goods	Engineering	Metals
Dec-2008	Financial Services	Construction	Consumer Goods	Engineering	Energy
Mar-2009	Financial Services	Energy	Construction	Consumer Goods	Chemicals
Jun -2009	Financial Services	Consumer Goods	Construction	Chemicals	Energy
Sep-2009	Consumer Goods	Construction	Financial Services	Energy	Pharma
Dec-2009	Consumer Goods	Energy	Pharma	Construction	Chemicals
Mar-2010	Consumer Goods	Financial Services	Pharma	Chemicals	Construction
Jun-2010	Financial Services	Consumer Goods	Chemicals	Pharma	Auto - Ancillaries

Data Source: Fact Sheet

# Sundaram BNP Paribas Select Mid Cap Portfolio profile

## Risk-Return Grid

### Style Map



*As you move towards the right on the risk line, company-specific factors dominate the risk profile*



# Sundaram BNP Paribas Select Mid Cap Help Guide for Performance analysis

NAV-based returns have been used in calculating all the numbers in 'Performance Analysis' table.

**Average Annual Mean:** This is the average of monthly returns since launch.

**Standard Deviation:** This indicator tells how the monthly/weekly returns as the case may be are deviating from the mean returns of the fund and is calculated for the same period as mean returns. This gives an indication of the volatility in the returns of the fund. This indicator hence should be read in conjunction with Mean returns and not to be used alone.

**Beta:** This measure is also calculated basing on the monthly returns. It considers the benchmark returns and finds out the extent to which fund moved in relation to benchmark. For example, a figure of 0.9, means that if index falls by 1%, this fund's NAV should decline by 0.9%

**Sharpe:** This ratio is a measure of the fund's risk-adjusted returns per unit of risk (risk measure used is standard deviation). It is calculated by deducting the risk-free rate of return from the average monthly returns and dividing the result by the standard deviation. In general, higher the Sharpe ratio, the better it is as an indicator of risk-adjusted returns.

**Sortino:** This ratio is a measure of the fund's risk-adjusted returns per unit of down-side risk (down-side risk measure used is standard deviation of falls in excess of risk-free return). Sortino ratio is calculated by deducting the risk-free rate of return from the average monthly returns and dividing the result by the down-side risk. In general, higher the Sortino ratio, the better it is as an indicator of risk-adjusted returns.

**Treynor Ratio:** This ratio is a measure of the fund's risk-adjusted returns per unit of market risk (risk measure used is beta). It is calculated by deducting the risk-free rate of return from the average monthly return and dividing the result by the beta of the fund.

**Alpha:** It is the excess return generated by the fund above its expected rate of return. The expected rate or return is the return of the index multiplied by the beta.

**Correlation:** This number shows the relationship between the returns of the fund and benchmark. If the ratio is 0, it means there is no relationship between them and if it is 1, it means the two move in tandem. This ratio is also calculated for the same period as of mean returns.

**Tracking error:** This is a measure of how closely a portfolio follows the index to which it is benchmarked. It measures the standard deviation of the difference between the portfolio and benchmark returns. Tracking error (also called active risk) is a measure of the deviation from the benchmark. An actively managed portfolio would normally have a higher tracking error. If tracking error is measured historically, it is called 'realised' or 'ex post' tracking error. If a model is used to predict tracking error, it is called 'ex ante' tracking error. The former is more useful for reporting performance, whereas ex ante is generally used by portfolio managers to control risk

**Information Ratio:** This is a measure the excess return of the fund over the benchmark by the amount of risk the manager takes relative to a benchmark. Risk measure to compute information ratio is tracking error.

**Turnover:** This ratio measures churn or portfolio turnover. This is calculate by dividing the lower of purchases or sales by the average daily assets for the chosen period.

# Sundaram BNP Paribas Select Mid Cap Disclosures

Mutual Fund Investments are subject to market risks. Please read the Statement of Additional Information (SAI) and Scheme Information Document (SID) carefully before investing. Copy of the SAI, SID, key information memorandum and application form may also be obtained from the offices / investor service centres of Sundaram BNP Paribas Asset Management, its distributors and at [www.sundarambnpparibas.in](http://www.sundarambnpparibas.in)

**Fund Facts:** **Name:** Sundaram BNP Paribas Select Mid Cap; **Type:** an open-end equity scheme; **Investment Objective:** Seek capital appreciation by investing in diversified stocks that are generally termed as mid-caps. **Asset Allocation:** Equity instruments (including ADRs and GDRs) 75%-100% Equity Futures & Options including those of indices: Not exceeding 25% (underlying contract value) Cash, cash equivalents, money market instruments: not exceeding 25%. Exposure in derivative shall not exceed 25% of the portfolio. Mid-cap stock is defined as one which has a market cap of less than that of the 50th stock in NSE. Equity Investments may also include overseas securities, up to a maximum of 35% of the net assets. **Benchmark:** BSE Mid-Cap Index **Minimum Investment Amount:** Rs 5,000. **Entry load:** There is no entry load. **Exit Load:** 1% if redeemed within 12 months from date of allotment for Regular Plan & Institutional Plan. There is no exit load for bonus units and dividend re-investment. NAV publication/sale/redemption is available on business days. **Dividend Declared (Record Date; % declared; Rs. per unit; NAV as on record date) :** 27-06-03; 25.0; 2.5; 13.0 :: 21-11-03; 40.0; 4.0; 17.3 :: 27-02-04; 35.0; 3.5; 14.4 :: 17-09-04; 20.0; 2.0; 13.2 :: 18-02-05; 20.0; 2.0; 15.0 :: 23-09-05; 20.0; 2.0; 17.3 :: 17-02-06; 25.0; 2.5; 20.1 :: 18-08-06; 20.0; 2.0; 21.0 :: 27-10-06; 40.0; 4.0; 21.0 :: 09-02-07; 25.0; 2.5; 18.8 :: 24-04-09 10.0 1.0 11.5 :: 15-02-10 15.0 1.5 17.5 Dividend is declared on the face value of Rs 10 per unit. After declaration and payment of dividend (including re-investment), the ex-dividend NAV will decline to the extent of the dividend payment.

**Disclaimers: Value Research Rating:** Value Research Fund Ratings are a composite measure of historical risk-adjusted returns. In the case of equity and hybrid funds this rating is based on the weighted-average monthly returns for the past three- and five-year periods. These ratings do not take into consideration any entry or exit load. Five-stars indicate that a fund is in the top 10 per cent of its category in terms of historical risk adjusted returns and four stars indicate that a fund is in the next 22.5 per cent of its category. The number of schemes in the relevant category of Equity Diversified is 177. These fund ratings are as on June 30, 2010 Value Research Ratings are published in Monthly Mutual Fund Performance Report and Mutual Fund Insight. The Ratings are subject to change every month. The Rating is based on primary data provided by respective funds. Value Research does not guarantee the accuracy. Past performance is no guarantee of future result. *Source: Value Research*

**Comparison with mid-cap funds:** The returns for the mid-cap funds is based on the average of returns of a sub-category created by Sundaram BNP Paribas Asset Management from the broad category of funds classified as equity diversified by Value Research. This sub-category includes funds that consistently invest in mid-cap stocks. The funds have been chosen in good faith based on the allocation to the 51st stock and above by market cap in descending order and the consistency in largely maintaining such a profile. The number of schemes covered for different periods is given in the accompanying table.

Number of schemes	1 Year	2 Years	3 Years	5 Years	6 Years	7 Years
Mid-cap funds	24	23	19	13	4	3
All-equity funds	370	335	260	170	135	110
Large-cap funds	17	16	16	12	12	12

The classification does not reflect the effect of objectives, style, asset allocation, entry load, exit load and fees & expenses except the degree of exposure to large-cap stocks. This presentation of returns is not intended for ranking purposes and does not also constitute ranking. This is only meant for comparison purposes. **Comparison with all equity funds:** The returns for all equity diversified funds comprise all funds classified in Equity Diversified and Tax-Planning categories by Value Research. The funds in the two categories have been considered together and there has been no separate sub-classification by Sundaram BNP Paribas Asset Management.

# Sundaram BNP Paribas Select Mid Cap Disclosures

The number of schemes covered for different periods is given in the accompanying table

	Three Months	Six Year	One Years	Two Years	Three Years	Five Years	Six Years	Seven Years
Peer Group Ranking 13/24	19/24	14/24	6/23	4/19	1/13	1/4	1/3.	
All equity Ranking	101/ 389	178/ 385	64/370	47/335	52/260	5/170	4/135	4/110.

This comparison does not reflect the effect of objectives, style, asset allocation, entry load, exit load and fees & expenses. This is not intended for ranking purposes and does not also constitute ranking. This is only meant for comparison purposes. The average of returns for the all equity schemes and mid-cap category has been sourced from the Value Research Daily Performance Report. The average returns are as on June 30, 2010 and is based on compounded annual returns (computed using NAV of the Growth Option and/or NAV adjusted dividend reinvestment) for more than one year. Past performance is no guarantee of future result.

**Ranking-Since Launch Disclaimer:** Performance data and ranking for the indicated periods for schemes in this category has been provided by Value Research. The performance for ranking purposes has been reckoned as on December 31, 2009 and is based on compounded annual returns (computed using NAV of the Growth Option and/or NAV adjusted dividend reinvestment) for more than one year. The comparison does not take account into scheme specific features such as launch period entry/exit loads, expenses and fees, to name a few. Attributes such as style and portfolio composition may also differ. Past performance is no guarantee of future result. **Basis for inclusion in sub-category:** For every fund of Sundaram BNP Paribas Mutual Fund, the sub-category includes all equity funds as on date of allotment of the respective fund. The included funds for comparison of each equity fund of Sundaram BNP Paribas Mutual will include funds that were launched on the same date, funds as well as funds that had been launched prior to that date. Only such funds have been considered provided they continued to be in existence as of December 31, 2009. The comparison does not take account into scheme-specific features such as specific asset allocation pattern, specific cap-curve or thematic orientation, entry/exit loads, expenses and fees and respective benchmarks for each fund considered for analysis. Attributes such as style and portfolio composition may also differ though the funds invest predominantly in equity and this latter aspect provides a common thread for creating a sub-category of comparable funds. **Basis for exclusion in sub-category:** For every equity fund of Sundaram BNP Paribas Mutual, equity funds from the primary category of Value Research that have been launched after the allotment date of the respective fund has not been included in the sub-category for each fund. The exclusion is logical as the focus of this presentation is to compare the performance of all equity funds that existed on the respective date of allotment every equity product of Sundaram BNP Paribas Mutual and evaluate how every fund of Sundaram BNP Paribas Mutual have fared relative to the choice available to investors on the launch date of that fund Basic Information: The research on historical performance on which the quartiles and ranking are based has been sourced from Value Research, NAV India (an independent third party vendor of fund intelligence in India) and Bloomberg. The performance for ranking purposes has been reckoned as on December 31, 2009. The analysis of the information has been carried in good faith in-house by Sundaram BNP Paribas Asset Management.

**Value Research disclaimer:** Value Research Fund Ratings are a composite measure of historical risk-adjusted returns. In the case of equity funds, this rating is based on the weighted-average monthly returns for the past three- and five-year periods. These ratings do not take into consideration any entry or exit load. Five-stars indicate that a fund is in the top 10 per cent of its category in terms of historical risk-adjusted returns. Four stars indicate that a fund is in the next 22.5 per cent of its category. The number of schemes in each category as of December 31, 2009 was. Equity Diversified (153) and Equity Tax Planning (24). These fund ratings are as on December 31, 2009 Value Research Ratings are published in Monthly Mutual Fund Performance Report and Mutual Fund Insight. The Ratings are subject to change every month. The Rating is based on primary data provided by respective funds. Value Research does not guarantee accuracy. (Source: Value Research) Past performance is no guarantee of future result. The internal ranking is based on combining the funds classified in two primary categories by Value Research: Equity Diversified and equity tax planning. The peer set used for internal ranking has not been created or approved by Value Research. As Value Research used a three- and five-year periods, its two categories include only funds with at least a three or five-year track record. All equity funds are usually in this two category once they complete the time-period for eligibility. This is why for funds launched after December 2005, the number of equity funds taken as a basis for comparison is higher than what is indicated in the Value Research Disclaimer for the two categories. Due to limitation on availability of star rankings for funds other than those indicated, star rankings for other Sundaram BNP Paribas funds has not been indicated. The returns are on compounded annual returns computed using NAV of the Growth Option and/or NAV adjusted dividend reinvestment. Past performance may or may not be sustained in future. Past performance does not guarantee future result. Peer set excel comparison for each sub-category is also available at [www.sundarambnpparibas.in](http://www.sundarambnpparibas.in)

# Sundaram BNP Paribas Select Mid Cap Disclosures

**Quartile Disclaimer:** The ranks derived on the basis of the methodology described in the Ranking Disclaimer has been used as the basis for categorizing funds into first quartile (top 25% of funds by rank), second quartile (the second 25% by rank), third quartile (the third 25% by rank) and fourth quartile (the fourth 25% by rank). For example, if there are 100 funds, funds ranked between 1-25 will be quartile 1, 26-50 Quartile 2, 51-75 Quartile 3 and 76-100 Quartile 4. The research on historical performance on which the quartiles and ranking are based has been sourced from Value Research, NAV India (an independent third party vendor of fund intelligence in India) and Bloomberg. The performance for ranking purposes has been reckoned June 30, 2010. The ranking of every fund in the primary category as of the two dates is available in an excel sheet at [www.sundarambnpparibas.in](http://www.sundarambnpparibas.in). The analysis of the information has been carried in good faith in-house by Sundaram BNP Paribas Asset Management. The comparison does not take account into scheme-specific features such as specific asset allocation pattern, specific cap-curve or thematic orientation, entry/exit loads, expenses and fees and respective benchmarks for each fund considered for analysis. Attributes such as style and portfolio composition may also differ though the funds invest predominantly in equity and this latter aspect provides a common thread for creating a sub-category of comparable funds. Past performance may or may not be sustained in future. Past performance does not guarantee future result. Peer set excel comparison for each sub-category is also available at [www.sundarambnpparibas.in](http://www.sundarambnpparibas.in)

**Scheme-Specific Risk Factors:** Lack of liquidity at times and volatility. Change in Government policy in general and changes in tax benefits applicable to mutual funds may impact the returns to Investors. Tax-free status for long-term capital gains and dividend will depend on the fund investing at least 65% in equity to qualify in accordance with provisions of the Income-Tax Act. If and to the extent, the portfolio includes overseas stocks, investors will be exposed to country risk, currency risk, geo-political risk, legal restrictions and regulation changes in geography other than India.

**General Risk Factors:** All mutual funds and securities investments are subject to market risks, and there can be no assurance or guarantee that fund's objectives will be achieved. NAV may go up or down, depending on the factors and forces affecting the securities market. Main types are market risk, liquidity risk, credit risk and systemic risks. At times, liquidity of investments may be impaired. There is uncertainty of dividend distribution and risk of capital loss. Past performance of the Sponsor/Asset Management Company/Fund does not indicate the future performance. Investors in the schemes are not being offered any guaranteed or indicated returns. Sundaram BNP Paribas Select Mid Cap is only the name of the scheme and does not in any manner indicate either quality or future prospects and returns.

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