



Open-end and close-end investment funds management company  
KB Publikum invest AD Skopje

Open-end investment fund  
KB Publikum – Balansiran

Date  
31.12.2022

**Key Information for Investors**

This document contains key information for the investors in this fund. This does not represent promotional material. The information contained in this document are prescribed by law and bylaws in order to assist the investors in understanding the nature of this fund and the risks associated with investing in it. Our advice is to read this document carefully in order to be able to make an informed decision about the potential investment.

**Title and Seat of the Investment Fund and the Fund Management Company**

Open-end investment fund KB Publikum – Balansiran  
Fund ID:  
912000000149

Open-end and close-end investment funds management company  
KB Publikum invest AD Skopje  
Kiril i Metodij 50, Skopje, Macedonia

The fund is approved in Republic of North Macedonia and is regulated by the Security and Exchange Commission. The Fund is approved with Decision by SEC no. 07-591/4 dated 15.04.2009. The expressed key information for the investors is accurate on 31.12.2022.

**Objectives and Investment Policy**

The Fund by its structure and characteristics is a combination of investments in stocks and bonds. It is intended for investors who want to use the opportunity to achieve higher returns through the part invested in stocks, while at the same time to ensure stability and security of the invested assets in the fund through investments in bonds. In terms of stocks, the Company shall apply an active strategy without pre-defined criteria such as "value", "growth" or "high dividends".

The Company shall invest the Fund assets in the following instruments:

- **Asset Class A** (min. 35% - max. 65%) investments in stocks issued by entities from the Republic of Macedonia, Croatia, Serbia, Montenegro, Albania, Bosnia and Herzegovina, Ukraine, Russia, Brazil, India, China, EU and OECD;
- **Asset Class B** (min. 35% - max. 65%) investments in short term and long-term fixed income securities issued by entities from the Republic of Macedonia, Croatia, Serbia, Montenegro, Albania, Bosnia and Herzegovina, EU and OECD;  
The investments in fixed income securities issued by RNM, member countries of EU and OECD can be over 35% of the Fund's assets;
- **Asset Class C** (min. 0% - max. 30%) investments in deposits with banks in RNM with maturity date less than a year and money market instruments which are traded on organized markets, issued by entities from the RNM, countries members of the EU and OECD; and
- **Asset Class D** (min. 0% - max. 10%) investments in open-end investment funds which are mainly investing in stocks and fixed income securities issued by entities from Southeast Europe, Ukraine, European Union, OECD, Brazil, China, India, USA, and Russia, provided that the management fees are less than 2,5% of the fund net asset value.

The income from instruments in which Fund assets are invested, such as capital gains, dividends, foreign exchange gains, and interest income, will not be distributed to the owners of shares; but they will be automatically reinvested in order to increase the price of the Fund shares. The Fund investment strategy and the financial instruments selection suggest investment in medium term with pre-defined term of investment, that is, this Fund is intended for investors who want to invest their assets for at least 2 years.

**Risk and Success Profile**

The synthetic risk indicator indicates a moderate level of risk that is lower than usual, and this is mainly due to bank deposits and fixed income instruments, as well as low volatility of investments in equity securities by domestic issuers.

Low risk			High risk			
<Low proceeds			High proceeds>			
1	2	3	4	5	6	7

The following risks may have significant impact to the proceeds:

- **Credit risk** – risk that the issuer of security, will not be able to meet its obligations, in time and/or in full;
- **Liquidity risk** – risk that the Fund will have difficulties for finding adequate amount of cash to meet its obligations arising from withdrawal of shares in the Fund as a result of inability to sell financial instruments fast at the price close to their fair value;
- **Counterparty risk** – risk that the entity with which the Company, on behalf of the Fund, concludes transactions in the financial markets, will not be able to meet its obligations, in time and/or in full.

The funds for buyout of shares are paid to the investor's transaction account upon received Request until 14:00 within the working day for payment the next working day. The prices for sale of new shares or buyout of the existing ones are calculated every working day until 16:00 and are published on the Company's website. The historical data used for the calculation of the synthetic indicator should not be considered as a reliable indicator of the future risk profile of the Fund. The category of risk and success profile is not a guarantee that they will remain unchanged, i.e. the categorization of the Fund may change over time. The lowest category does not mean that the investing is risk-free.

**Costs**

*One-time costs that occur before or after your investment*

<b>Entry fee</b>	5%
<b>Exit fee</b>	1%

Entry and exit fees are always expressed in the highest amount, i.e. in certain situations the investor may pay a lower amount. The entry fee depends on the type of payment (one-time/plan or scheduled payments), as well as the amount of funds stated in the Request for purchase

of shares. The exit fee is anticipated and depends on the amount of funds withdrawn. The exit fee is not charged if one year have passed from the moment of investment.

#### Costs to the Fund during the year

**Current fees**

2,52%

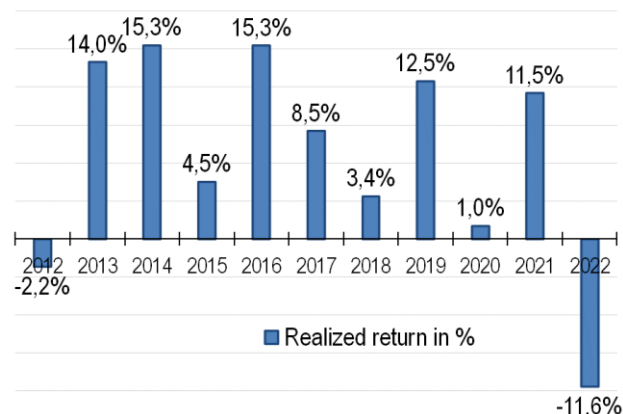
#### Fund costs in certain special circumstances

**Operating fees**

None

The investor can find out the real amount of entry and exit fees from the investment advisor or investment agent. The costs borne by the investor are used to cover the costs of the day-to-day operations of the Fund, including the costs of marketing and distribution, and these costs may reduce the potential growth of the investments. More detailed information on costs, including operating fees and how they are calculated, is available in Part I) point 6 of the Fund Prospectus.

#### Historical Proceeds



The fund was established on September 22, 2009 with an initial price of 100 MKD per share. The minimum investment amount is 1,000 MKD. Proceeds are calculated in domestic currency. The share price is shown since inception on a net basis, after calculating all fees and expenses. The data on the realized profit in % is presented for the whole calendar year. Past returns are for informational purposes only and doesn't represent indication of the possible returns in the future. Data for all categories is expressed as % of NAV.

10 largest investments		Currency exposure		Asset Class	
MACEDO 1,625	8,84%	EUR	63,05%	Stocks	49,55%
MACEDO 5,625	6,84%	MKD	20,46%	Bonds	45,67%
MACEDO 2 ¾	5,86%	USD	15,21%	Cash	2,53%
Komercijalna banka AD Skopje	5,52%	HKD	1,54%	Fund shares	0,93%
Granit AD Skopje	5,03%			Deposits	1,09%
TURKEY 5,2	4,58%			Receivables	0,16%
KRKG	3,59%				
NLB Ljubljana d.d.	3,49%				
NOVALJ 3,4	2,84%				
UNI	2,57%				
Geographical exposure		Sectoral exposure			
Macedonia	47,55%	Government			33,83%
EU	26,36%	Banking			30,87%
USA	9,98%	Basic materials			8,48%
Turkey	5,72%	Computer technology			6,62%
China	2,28%	Construction			5,03%
Montenegro	2,06%	Pharmacy			4,63%
Other Data					
Net asset value	551.774.718,72 MKD	Average monthly yield (last 12m.)			-1,0312%
Share price	169,2247 MKD	Average monthly yield (last 24m.)			-0,0608%
Return since inception	69,22%	Average monthly yield (last 60m.)			0,2443%
Standard deviation	7,4835%				

#### Practical Information

Custody bank of the Fund is Komercijalna banka AD Skopje.

Additional information about the Fund, a free copy of the prospectus and the last semi-annual and annual report, published in Macedonian, as well as other practical information, including information on the latest share prices, can be obtained at the Company's headquarters or downloaded from its website.

Tax regulations can affect the personal tax position of investors.

KB Publikum invest AD Skopje is responsible for the authenticity, completeness and accuracy of the data contained in the document with key information and may be considered responsible only if some parts of the document are misleading, inaccurate, or inconsistent with the Prospectus of the Fund.

KB Publikum invest AD Skopje; Str. St. Kiril i Metodij 50, 1000 Skopje, R. Macedonia

Tel. +389 (0)2 3204 490; Fax: +389 (0)2 3204 494; [info@kbpublikum.com.mk](mailto:info@kbpublikum.com.mk); [www.kbpublikum.com.mk](http://www.kbpublikum.com.mk)