

The background features a complex, layered geometric design. It includes overlapping shapes in shades of blue, green, and tan. A prominent feature is a yellow triangular area with a white dot pattern, surrounded by green and blue sections with fine grid or line patterns. White dotted lines and thin solid lines connect various points across the composition, creating a sense of movement and structure.

# Morningstar® Adviser Workstation™

Mutual Funds

Closed-End Funds

Exchange-Traded Funds

Stocks

Morningstar® Adviser Workstation™

Clients  
& Portfolios

Research

Hypotheticals

Planning

Analyst  
Research  
Center

The latest data for all of Morningstar's investment universes feeds directly into Adviser Workstation's modules to power its analytical, research, market monitoring, reporting and communication capabilities.

Managing an adviser practice is rarely, if ever, a straightforward process. On a daily basis you handle multiple tasks—investment research, portfolio analysis and investment planning. All while serving existing clients with ongoing updates and prospecting for new ones.

For all of the tasks you perform and roles you play, Morningstar® Adviser Workstation™ can help you do them better. It's a web-based platform, so you'll always have the latest Morningstar investment data, and the most up-to-date client and account information at your fingertips. And its intuitive design and navigation will streamline your daily work.

Best of all, Adviser Workstation helps you get results. Its concise, visually-compelling reports will strengthen your message to clients and make the most convincing case for your recommendations.

**Get to Work Quickly**  
Launch your most frequently-used tools and reports from the Quick Start menu with just one click.

**Fast File Sharing**  
If you work collaboratively with other advisers or support staff in your practice, Adviser Workstation makes it easy to share client files, searches, lists and hypotheticals with the entire client team.

**The Market at a Glance**  
Watch the Morningstar Market Barometer for the latest daily and historical style-based performance trends.

**Stay On Top of Your Practice**  
Access a favourites list of the top securities in your practice (or any other list you designate) to quickly view performance numbers.

Users		Assign Broad Permissions	Assign Limited Permissions
Name	Status	Groups   Clients   Portfolios   Client Plans   Advisor-Defined Securities	Asset Allocation Models   Model Portfolios   Cus Ben
Apply to All			
1 Parimal Bhiungade(parimal.bhiungad...	Approved	None	Read/Write   Read/Write   Rea
2 Shobhit Sinha(shobhit.sinha@mornin...	N/A	Read Only	None   None   Non

Morningstar® Adviser Workstation™ helps you stay on top of your entire book of business. Its intuitive design gives you quick access to the tools, files and securities you use most frequently. And whether you work independently or collaborate with others in your practice, Adviser Workstation will enable you to work smarter and more efficiently.

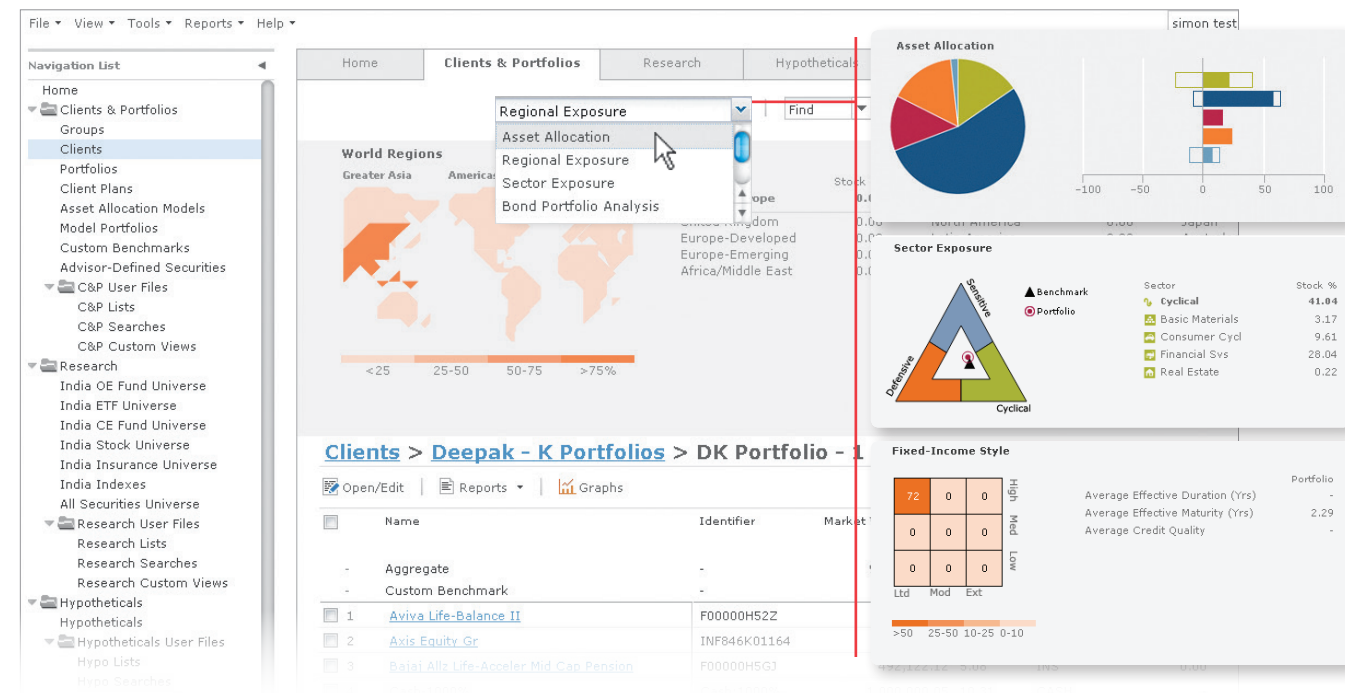
# Clients & Portfolios Module

It's your entire practice—arranged for efficient and proactive management. The Clients & Portfolios Module gives you the tools to quickly build, analyse and monitor your clients' portfolios.

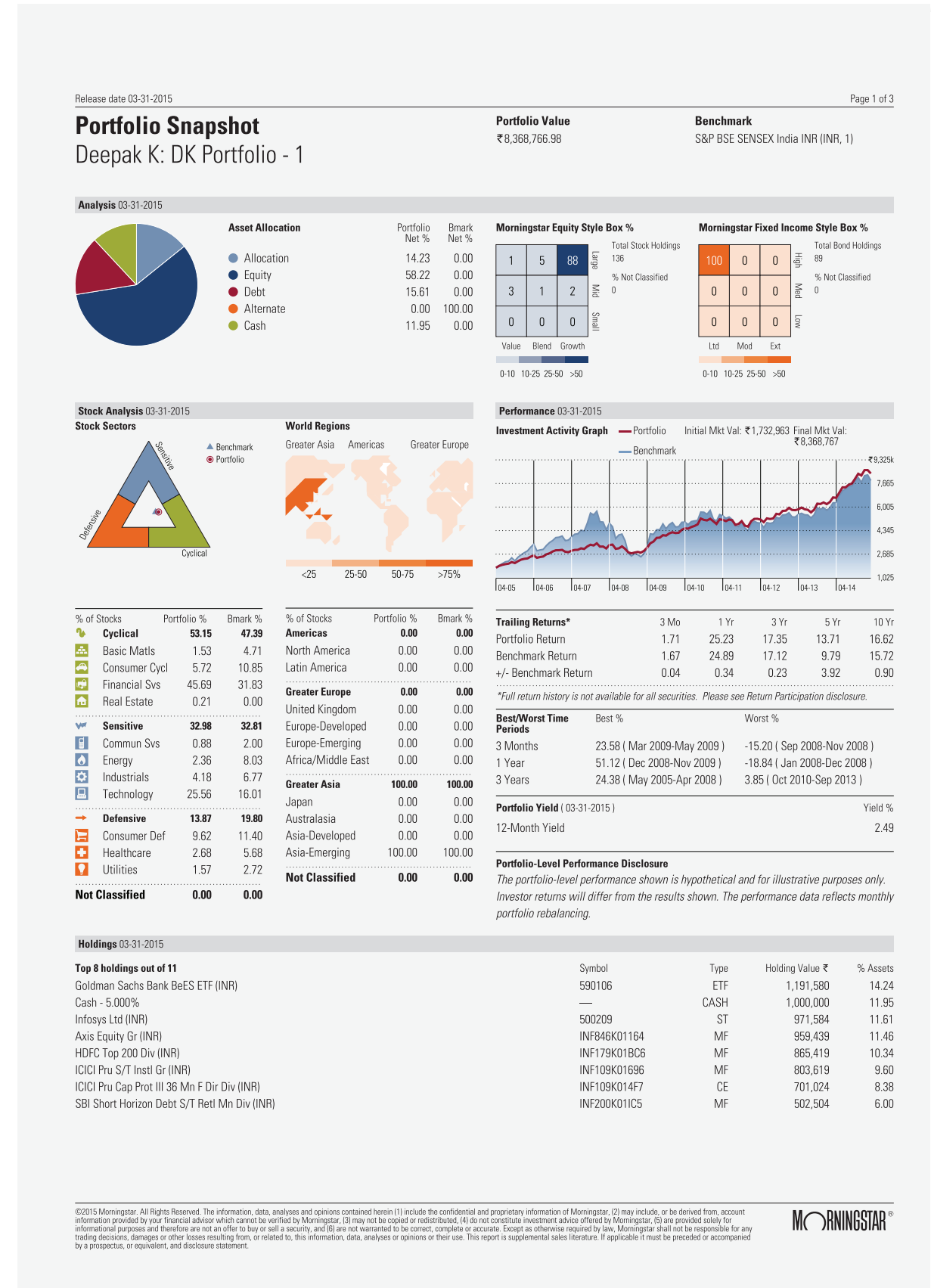
The Clients & Portfolios Module features Morningstar's unmatched capabilities for conducting in-depth portfolio analysis and lets you easily share your insight with clients using our easy-to-understand reports. The Morningstar® Portfolio Snapshot™ report provides a detailed overview of a portfolio's most important aspects, including asset allocation, investment style, sector weightings and performance. Another popular report, Stock Intersection, identifies the portfolio's overall weighting in a particular security or sector.

You'll save significant time and effort by directly importing client holdings. Morningstar® Adviser Workstation™ also helps you work collaboratively with your colleagues via file sharing capabilities that allow you to set permission controls for viewing and editing clients, portfolios, hypothetical illustrations, searches and lists.

The Clients & Portfolios Module makes staying top of your practice—and your daily tasks—a much more manageable process.



The Portfolio View allows you to quickly assess the overall asset allocation, regional exposure, annualised returns, risk and sector exposure of the portfolio. All analysis is based on the latest portfolio holdings in the Morningstar database.



When discussing portfolio strategies, the Portfolio Snapshot report is an unmatched resource for explaining diversification and risk. Based on the underlying holdings of every investment product in the portfolio, it reveals the composition, investment style and sector exposure of the entire portfolio.

## Research Module

Morningstar® Adviser Workstation™ offers the broadest and deepest investment coverage in the industry, along with the most powerful tools available for analysing that information and presenting your results to clients and prospects.

The Research Module provides fundamental and proprietary data for multiple investment universes, as well as popular indexes and Morningstar categories. Yet what's more impressive than the depth and quality of the data is the myriad ways you can use it. Search across all of Morningstar's universes for securities that meet specific investment criteria that you set. After conducting your research, you can save the Boolean logic for future use, create a list of the results or launch Security Report Builder to quickly generate a packet of research materials that can include Investment Detail reports, comprehensive graphs, price and distribution information and the latest underlying holdings.

The research reports you create in the Research Module are based on Morningstar's more than 30-year history of distilling the most essential information about a security into an easy-to-understand format. With rich report options, it's easy to create powerful communication materials based on the specific needs of your clients.

The Research Module lets you take full advantage of Morningstar's approach to investment research and easily share your results.

Adviser Workstation's intuitive navigation structure will help you work more efficiently, making it easy to search and screen securities, create lists and generate reports and graphs. Data from the Research Module can also be exported to Microsoft Excel® and other spreadsheet programs.

Release date 03-31-2015 Page 25 of 95

### HDFC Top 200 Gr (INR)

Morningstar Analyst Rtg™ **Gold** (11-25-2014) Overall Morningstar Rtg™ **★★★★** (258 Large-Cap) Standard Index S&P BSE 100 India INR Category Index — Morningstar Cat Large-Cap

**Performance 03-31-2015**

Quarterly Returns	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total %
2013	-6.96	0.12	-4.15	16.53	4.05
2014	7.74	23.77	2.98	6.69	46.52
2015	-0.65	—	—	—	-0.65

**Trailing Returns**

	1 Yr	3 Yr	5 Yr	10 Yr	Incept
Total Return	35.11	19.39	13.28	20.68	22.46
+/- Std Index	6.79	1.96	3.48	5.08	—
+/- Cat Index	—	—	—	—	—
% Rank Cat	—	—	—	—	—
No. in Cat	—	—	—	—	—

**7-day Yield** — **Subsidized** — **Unsubsidized** —

**30-day SEC Yield** —

**Performance Disclosure**  
The Overall Morningstar Rating is based on risk-adjusted returns, derived from a weighted average of the three-, five-, and 10-year (if applicable) Morningstar metrics. The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate thus an investor's shares, when sold or redeemed, may be worth more or less than their original cost. Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end, please call +91 22 66316333 or visit [www.hdfcfund.com](http://www.hdfcfund.com).

**Fees and Expenses**

	NA
Front-End Load %	1.00
Deferred Load %	—
Management Fees %	0.93
Net Expense Ratio %	2.24

**Risk and Return Profile**

	3 Yr	5 Yr	10 Yr
Morningstar Rating™	3★	3★	5★
Morningstar Risk	+Avg	High	Avg
Morningstar Return	Avg	+Avg	High

**Standard Deviation** 18.43 18.99 24.46  
**Mean** 19.39 13.28 20.68  
**Sharpe Ratio** 0.65 0.40 0.65

**MPT Statistics**

	Standard Index	Best Fit Index
Alpha	0.48	—
Beta	1.19	—
R-Squared	92.14	—
Potential Cap Gains Exp	—	—

**Asset Allocation %**

Allocation	Net %	Long %	Short %	Share Chg since 01-2015	Share Amount	Holdings: 70 Total Stocks, 0 Total Fixed-Income, 29% Turnover Ratio	% Net Assets
Equity	100.00	100.00	0.00	—	—	—	—
Debt	0.00	0.00	0.00	—	37 mil	State Bank of India	7.88
Alternate	0.00	0.00	0.00	—	5 mil	Infosys Ltd	7.28
Cash	0.00	0.00	0.00	—	26 mil	ICICI Bank Ltd	6.24
Total	100.00	100.00	0.00	—	4 mil	Larsen & Toubro Ltd	5.30
				—	2 mil	Maruti Suzuki India Ltd	4.53
				—	5 mil	HDFC Bank Ltd	3.95
				—	14 mil	Tata Motors Ltd Class A	3.78
				—	4 mil	Housing Development Finance Corp L	3.64
				—	5 mil	Reliance Industries Ltd	3.33
				—	6 mil	Bharat Petroleum Corp Ltd	3.01
				—	2 mil	Tata Consultancy Services Ltd	2.94
				—	21 mil	Bank of Baroda	2.88
				—	10 mil	ITC Ltd	2.62
				—	6 mil	Axis Bank Ltd	2.59
				—	3 mil	Aurobindo Pharma Ltd	2.31

**Equity Style**

Value	Blend	Growth	Mid	Value
Value	—	—	—	—
Blend	—	—	—	—
Growth	—	—	—	—
Mid	—	—	—	—
Value	—	—	—	—

**Portfolio Statistics**

	P/E Ratio TTM	Port Avg	Rel Index	Rel Cat
P/E Ratio TTM	16.3	0.83	0.85	—
P/C Ratio TTM	6.9	0.65	0.75	—
P/B Ratio TTM	2.2	0.78	0.80	—
Geo Avg Mkt Cap	928363	0.78	1.05	—

**Fixed-Income Style**

Low	Med	High	Avg Eff Maturity	Avg Eff Duration	Avg Wtd Coupon	Avg Wtd Price
Low	—	—	—	—	—	—
Med	—	—	—	—	—	—
High	—	—	—	—	—	—

**Credit Quality Breakdown**

	Bond %
AAA	—
AA	—
A	—
BBB	—
BB	—
B	—
Below B	—
NR	—

**Regional Exposure**

	Stock %	Rel Std Index
Americas	0.0	—
Greater Europe	0.0	—
Greater Asia	100.0	1.00

**Sector Weightings**

	Stocks %	Rel Std Index
Cyclical	50.4	1.02
Basic Materials	4.4	0.52
Consumer Cyclical	11.4	1.11
Financial Services	34.4	1.14
Real Estate	0.1	0.31
Sensitive	38.7	1.29
Communication Services	2.6	1.23
Energy	9.4	1.32
Industrials	9.9	1.49
Technology	16.8	1.18
Defensive	10.9	0.54
Consumer Defensive	3.0	0.28
Healthcare	4.9	0.81
Utilities	3.0	0.88

**Operations**

	HDFC Asset Management Company Limited	Base Currency:	INR	Purchase Constraints:	—
Family:	Multiple	ISIN:	INF179K01BE2	Incept:	10-11-1996
Manager:	11.8 Years	Minimum Initial Purchase:	₹5,000	Type:	MF
Tenure:	—	Min Auto Investment Plan:	₹1,500	Total Assets:	₹142,854.64 mil
Objective:	—				

©2015 Morningstar. All Rights Reserved. The information, data, analyses and opinions contained herein (1) include the confidential and proprietary information of Morningstar, (2) may include, or be derived from, account information provided by your financial advisor which cannot be verified by Morningstar, (3) may not be copied or redistributed, (4) do not constitute investment advice offered by Morningstar, (5) are provided solely for informational purposes and therefore are not an offer to buy or sell a security, and (6) are not warranted to be correct, complete or accurate. Except as otherwise required by law, Morningstar shall not be responsible for any trading decisions, damages or other losses resulting from, or related to, this information, data, analyses or opinions or their use. This report is supplemental sales literature. If applicable it must be preceded or accompanied by a prospectus, or equivalent, and disclosure statement.

The Investment Detail report provides the performance, composition, fee and expense and risk information necessary to lead an intelligent discussion about adding or removing a specific investment from a client's portfolio.

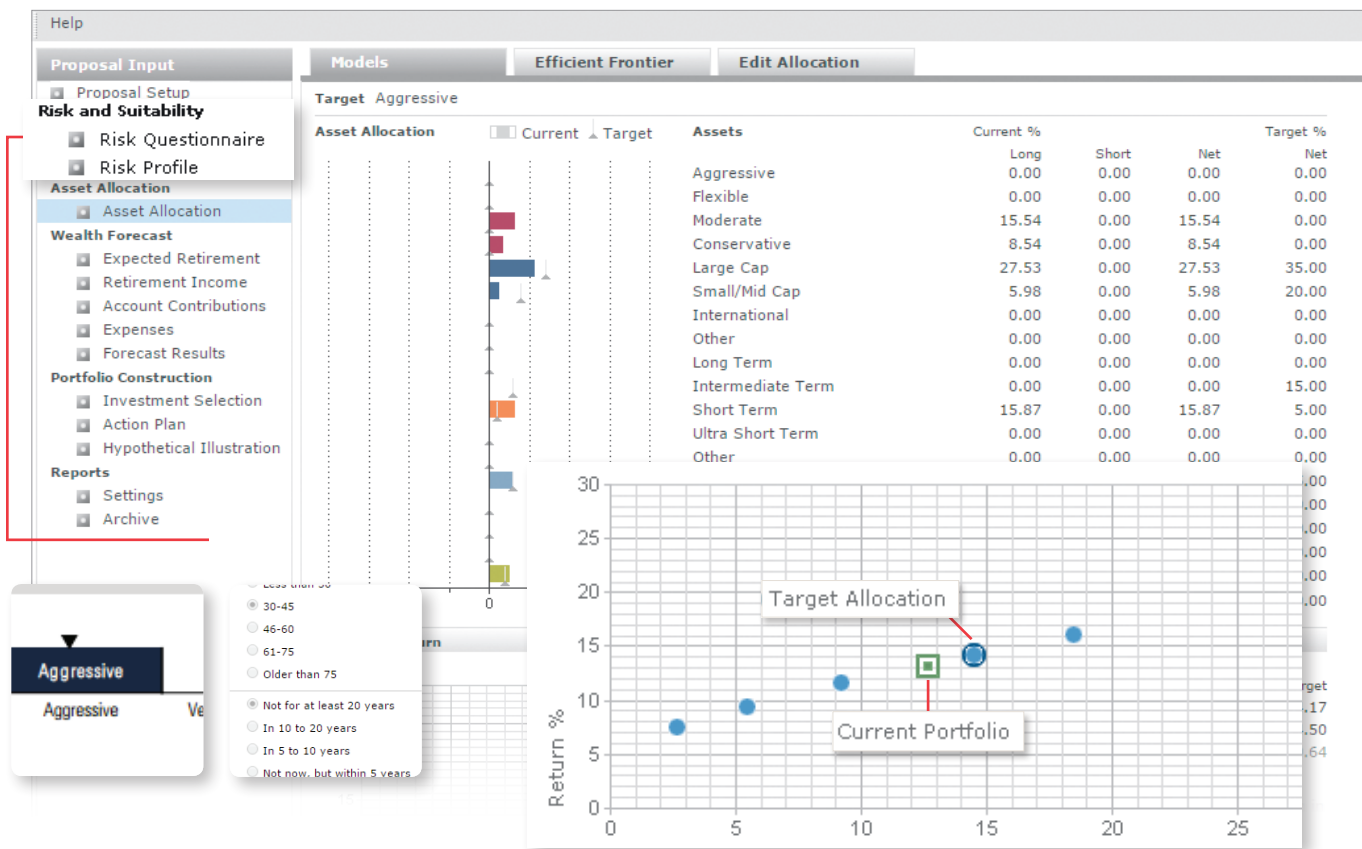
# Planning Module

The Planning Module within Morningstar® Adviser Workstation™ helps you build solid, diversified portfolios that are appropriate for your clients by assessing their true risk tolerance and identifying their investment goals.

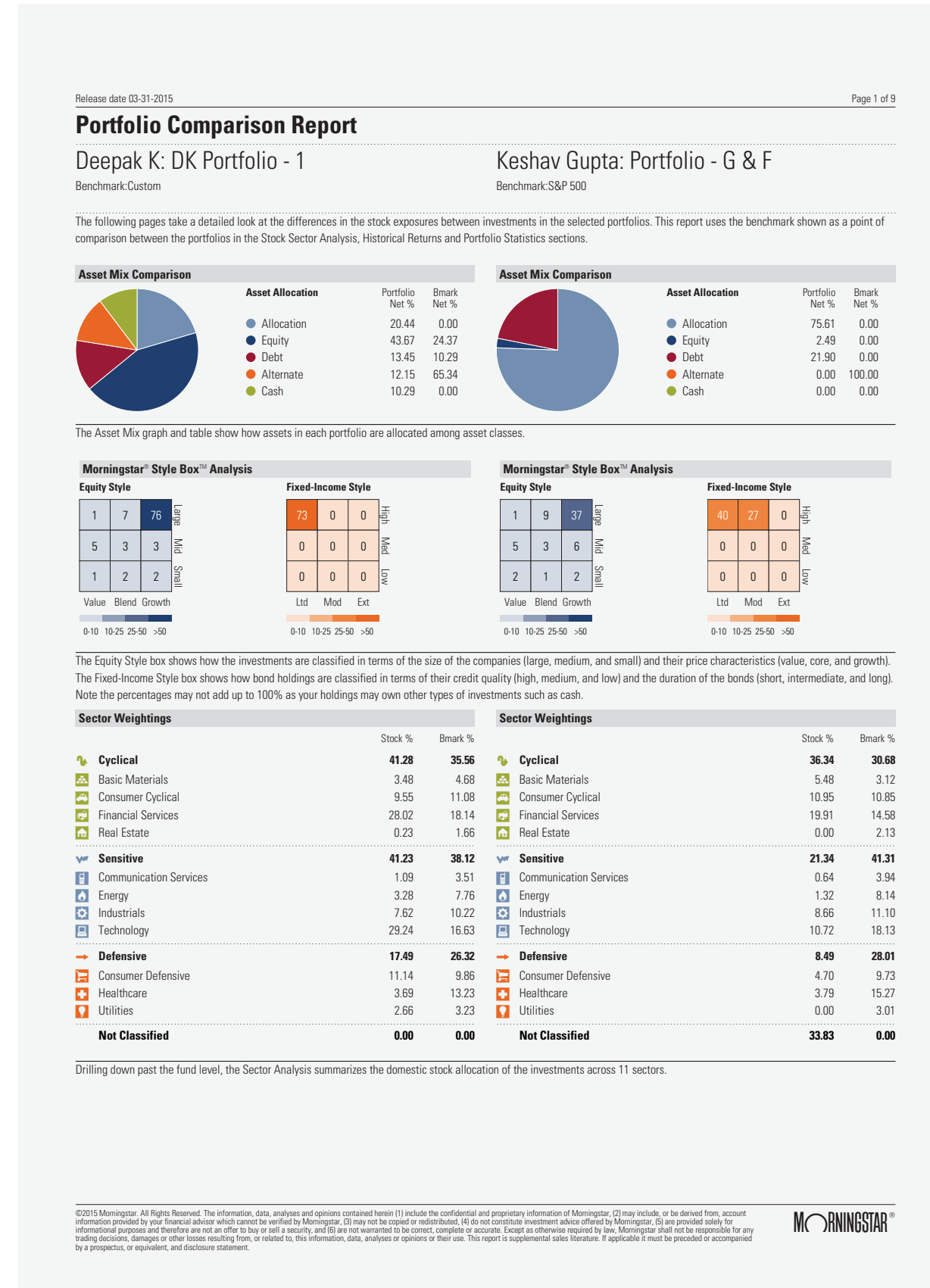
Use the Planning Module's risk questionnaire to conduct meaningful risk assessments and create accurate risk profiles. Then create a plan based on multiple investment goals and select a strategy and asset allocation along an Efficient Frontier curve. You can create wealth forecasts and illustrate the probability of success using sophisticated Monte Carlo simulations powered by the industry-renowned Ibbotson capital market assumptions.

Once the ideal allocation has been determined, build a portfolio to recommend specific securities for a client. Finish the process with an in-depth Investment Policy Statement or a convincing Portfolio Comparison report.

With the Planning Module, you'll have the tools to show clients how different strategies might succeed, and why your recommendations will get them closer to their goals.



The Efficient Frontier curve helps you select the optimal asset allocations for your clients, with the maximum expected return for any level of risk. You can specify the expected return and volatility of each asset class, as well as the correlation of the asset classes with each other, or opt for Morningstar's settings.



The Portfolio Comparison report is an ideal way to contrast the differences between portfolios. It breaks down asset mixes, investment styles and overall stock sector exposure, making it an effective tool for conveying how a proposed portfolio is more appropriate than the current one.

## Hypotheticals Module

Grow your business by making the best possible case for your recommendations with persuasive sales illustrations.

Trailing or annualised return numbers may reveal how a single lump-sum investment performed over time, but they don't necessarily reflect what investors actually experience. The Hypotheticals Module allows you to create vivid, real-world examples of the performance of a security by itself, in comparison with another security or within the context of an overall portfolio, for any of the securities in Morningstar® Adviser Workstation™.

The Hypothetical Illustration incorporates ongoing investments, withdrawals, reinvestment of dividends, taxes, investment fees (reflecting real breakpoints) and other charges to better illustrate the actual investor experience. Our hypothetical reports are the only ones in the industry to incorporate underlying holdings to show performance with relevant asset allocation, sector weightings and style diversification information. Best of all, you can produce illustrations quickly with an intuitive wizard. All reports are generated as PDFs for easy printing and sharing.

The Hypotheticals Module helps you turn complicated investment information into clear, actionable insight. There's simply no better way to make the case for how your recommendations would have affected a client's wealth.

After you choose one or more securities, the Reports Options tab lets you generate illustrations with the specific graphs and reports you want to share with your clients. You can create reports for individual securities, comparison reports that contrast the performance of two or more securities, and portfolio reports.

Release date 03-31-2015 Page 2 of 95

### Hypothetical Portfolio Illustration Continued

03-31-2014 to 03-31-2015

**Security Summary**

**Investment Assumptions**

Investment Name	Holding Period		Initial Investment Amount	Subsequent Invest/Withdwl		Reinvest Distributions		Liqui-date	Re-balance %	Charges and Fees			Market Value End₹	
	Start	End		Amount	Freq	Income	Cap Gains			Front Load	Annual Fee	Deferred Load Amount%		
● HDFC Top 200 Gr (INR)	03-14	03-15	14,000	1,000	Mon	Y	Y	N	—	0.00%	1.00%	0.00-0.00	1.5	31,627
● ICICI Pru Advisor L/T Savings Reg Div (INR)	03-14	03-15	7,000	1,000	Mon	Y	Y	N	—	0.00%	1.00%	0.00-0.00	3.0	21,516
● SBI Arbitrage Opportunities Reg Gr (INR)	03-14	03-15	7,000	0	—	Y	Y	N	—	0.00%	1.00%	0.00-0.00	0.3	7,612
● Goldman Sachs Gold BeES ETF (INR, GOLDBEES)	03-14	03-15	7,000	0	—	Y	Y	N	—	0.00%	1.00%	0.00-0.00	—	6,203

Stock Name	Holding Period		Initial Investment Amount	Subsequent Invest/Withdwl		Reinvest Distributions		Liqui-date	Re-balance %	Charges and Fees			Market Value End₹	
	Start	End		Amount	Freq	Income	Cap Gains			Purchase %	Annual Fee	Deferred Load		
● ITC Ltd (INR, 500875)	03-14	03-15	7,000	0	—	Y	Y	N	—	0.00	1.00%	0.00	1.00%	6,571
● ICICI Bank Ltd (INR, 532174)	03-14	03-15	14,000	0	—	Y	Y	N	—	0.00	1.00%	0.00	1.00%	17,999

Closed End Funds Name	Holding Period		Initial Investment Amount	Subsequent Invest/Withdwl		Reinvest Distributions		Liqui-date	Re-balance %	Charges and Fees			Market Value End₹	
	Start	End		Amount	Freq	Income	Cap Gains			Front Load	Annual Fee	Deferred Load		
● ICICI Pru Cap Prot III 36 Mn D Dir Gr (INR)	03-14	03-15	14,000	0	—	Y	Y	N	—	0.00%	1.00%	0.00	1.00%	14,000

©2015 Morningstar. All Rights Reserved. The information, data, analyses and opinions contained herein (1) include the confidential and proprietary information of Morningstar, (2) may include, or be derived from, account information provided by your financial advisor which cannot be verified by Morningstar, (3) may not be copied or redistributed, (4) do not constitute investment advice offered by Morningstar, (5) are provided solely for informational purposes and therefore are not an offer to buy or sell a security, and (6) are not warranted to be correct, complete or accurate. Except as otherwise required by law, Morningstar shall not be responsible for any trading decisions, damages or other losses resulting from, or related to, this information, data, analyses or opinions or their use. This report is supplemental sales literature. If applicable it must be preceded or accompanied by a prospectus, or equivalent, and disclosure statement.

**MORNINGSTAR**

The Hypothetical Portfolio Illustration reveals how a portfolio would have performed in the past. You can specify the investment schedule, withdrawals, reinvestment of distributions, tax rates and fees to present the most accurate real-world portrayal of portfolio performance.

With rich insight from Morningstar's investment analysts, Morningstar® Adviser Workstation™ can serve as the primary source for research in your practice.

The Analyst Research Center delivers Morningstar's independent perspective, consistent methodology, and actionable insight on stocks and funds.

Mutual fund research includes comprehensive analyst reports that highlight offerings favoured by Morningstar analysts and funds to avoid. Here you can review Morningstar analyst reports to assess what a company is really worth. Morningstar's equity research inspires actionable investing ideas—stocks rated highly by Morningstar analysts have consistently outperformed the broader market over the long term.

The Analyst Research Center is the easiest way to see to the independent research of Morningstar's analyst teams.

The screenshot displays the Morningstar Adviser Workstation interface. On the left, there are navigation tabs for Home, Clients & Portfolios, Research, Hypotheticals, Planning, and Virtual Training Center. The main area is divided into several sections:

- Stock Screens:** Lists various screeners like 'Terrific 10-Year Records', 'Sold High-Yield Stocks', 'Wealth Creators', 'Buyback Champions', 'Cash Cows', 'Bargain Stocks', 'Ben Graham Stocks', 'Momentum Plays', and 'Warren Buffett Stocks'.
- Portfolios:** A table showing portfolio names and their last modified dates.
- Stock Strategist:** A table of articles with columns for Title, Date, and Author.
- Stock Analyst Reports:** A list of reports for various companies, including Accenture, Ltd., Altria Group Inc., American Electric Power, Autoliv, Inc., Barclays PLC, Black & Decker Corporation, Coca-Cola Enterprises Inc, CKE Restaurants, Inc., Georgia Gulf Corporation, and GigaMedia Ltd.
- Coca-Cola Enterprises Inc. CCE:** A detailed analyst report for CCE, including a thesis, financial data, and a fair value estimate of 2222.

The Analyst Research Center serves as a launching pad for Morningstar analyst insight. The video library features the analyst team's views on a wide variety of investment topics, and the current and archived analyses for all of the securities tracked by the analyst team are also available here.

The screenshot shows the Morningstar mutual fund page for Heartland Value (HRTVX). The page is divided into several sections:

- Header:** Ticker HRTVX, Status Open, Yield 0.0%, Total Assets \$1,185 mil, Mstar Category Small Value.
- Governance and Management:** Stewardship Grade and Portfolio Manager(s) section.
- Historical Profile:** A line chart showing performance from 1998 to 2009, with a grid overlay.
- Performance:** A table showing quarterly and annual performance from 2005 to 2009.
- Rating and Risk:** A table showing various risk metrics like Alpha, Beta, R-Squared, and Sharpe Ratio.
- Portfolio Analysis:** A table showing the fund's holdings, including Analogic Corporation, InterDigital, Inc., and others.
- Morningstar's Take:** A text section by Michael Breen dated 06-25-09, discussing the fund's performance and strategy.
- Current Investment Style:** A table showing the fund's exposure to various sectors and market caps.
- Value Measures:** A table showing various financial metrics like Price/Earnings, Price/Book, and Dividend Yield.
- Profitability:** A table showing return metrics like Return on Equity and Return on Assets.

Analyst insight is also available via PDF versions of the classic "Morningstar page," providing a rich, single-page summary of the most important information about a mutual fund, stock or exchange-traded fund.



## Training and Support

Morningstar® Adviser Workstation™ is designed to be intuitive and easy to use. But when you have questions, the answers aren't hard to find. The Virtual Training Center, Adviser Workstation's built-in training portal, allows you to view how-to videos, download training manuals, access help topics and register for live web-based classes hosted by Morningstar experts. The variety of training options supports different learning styles and skill levels.

Morningstar also supports Adviser Workstation with trained, in-house product consultants, not an outsourced call center. Help is available via phone and e-mail six days a week.

## Security

Use Adviser Workstation with confidence, knowing that your client data is safe and secure. Morningstar servers use the 128-bit Security Sockets Layer (SSL) protocol, the encryption standard employed by most banks and credit card companies for transmission of data over the Internet.

All the data and information you save within Adviser Workstation is backed up daily, on servers in multiple locations. The servers are clustered, so if one should ever go out, you won't experience a disturbance.









**Learn More**  
+ 91 22 61217233  
[global.morningstar.com/India](http://global.morningstar.com/India)  
[indiasales@morningstar.com](mailto:indiasales@morningstar.com)

Platinum Techno Park  
9th Floor, Plot No. 17 & 18  
Sector 30A, Vashi  
Navi Mumbai, 400 705 India

22 West Washington Street  
Chicago, IL 60602  
United States