

(MINIMUM DISCLOSURE DOCUMENT)

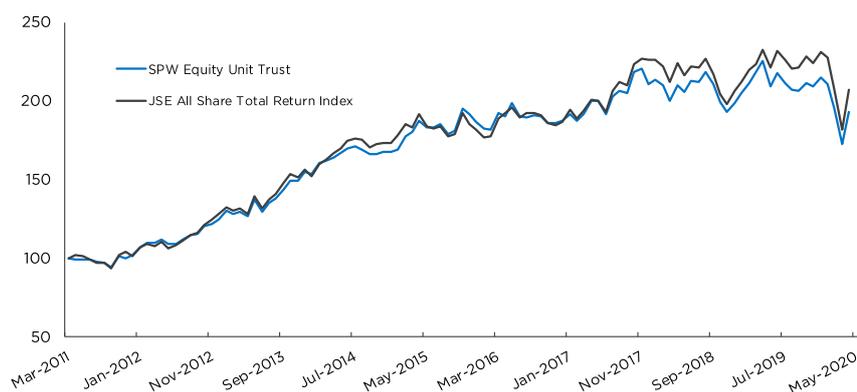
Conservative
  Cautious
  Moderate
  Moderate Aggressive
  Aggressive

## INVESTMENT OBJECTIVE AND STRATEGY

The objective of this portfolio is to provide above average growth in capital over the medium to long term. Income will be of secondary importance. The risk associated with this portfolio will be the same as the risk associated with SA equities as an asset class. Volatility of capital can occur over the short term. The portfolio will invest in liquid assets and in shares across all sectors of the JSE Securities Exchange of South Africa, (JSE Limited). The fund aims to outperform the JSE All Share Index on a total return basis, over an investment horizon of three years or more, by investing in companies that are undervalued relative to their intrinsic value. The investments are subject to rigorous, in-depth research and adhere to our pragmatic value investment philosophy.

The investment manager will also be allowed to invest in financial instruments as allowed by the Act from time to time in order to achieve its investment objective. The portfolio may also invest in participatory interests of underlying unit trust portfolios. The fund may at any time hold a maximum of 30% in offshore assets.

## CUMULATIVE PERFORMANCE GRAPHS SINCE LAUNCH



## PORTFOLIO INFORMATION

Risk rating	Aggressive
Issue date	16 May 2020
Minimum investment	R30 000
Min monthly recurring	R1000
Benchmark	FTSE/JSE All Share TR Index
ASISA Fund classification	South African-Equity -General
Management	Sanlam Private Wealth
Portfolio manager	David Lerche
Fund launch	1 April 2011

## PERFORMANCE AS AT 30 APRIL 2020 ON A ROLLING MONTHLY BASIS

Percentage Returns	Portfolio	Benchmark	Active
Since Inception (Annualised)	7.50%	8.36%	-0.86%
5 Yrs (Annualised)	0.57%	1.58%	-1.01%
3 Yrs (Annualised)	-1.25%	1.08%	-2.33%
Past 12 Month	-14.51%	-10.78%	-3.73%

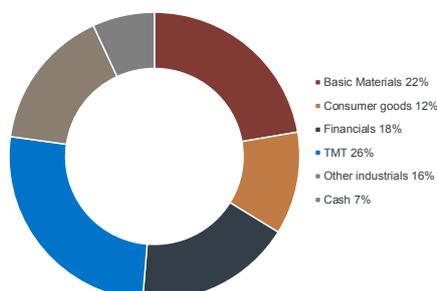
Annualised return is the weighted average compound growth rate over the period measured. Income reinvested on ex-dividend date. Indices shown in local currency. Source: Money Mate.

## TOP 5 SHARE HOLDING AS AT 30 APRIL 2020

(Please note your portfolio might vary from this)

Naspers Ltd	17.7%
BHP Billiton	9.4%
British American Tobacco	7.0%
Anglo American	7.1%
Prosus	4.7%

## ASSET ALLOCATION AS AT 30 APRIL 2020



Bi-annual distribution	30 June 2019: 23.49 cents per unit 31 December 2019: 28.47 cents per unit
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Income payment dates	1st working day in July & January
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Portfolio valuation Time	15:00
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Transaction cut-off time	15:00
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Withdrawals	On request
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Daily price info	The local newspapers and www.sanlamunitrusts.co.za
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Repurchase period	3 working days
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Size of fund	R101.2m as at 30 April 2020
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## FEES (A1 CLASS)

Initial fees	0%
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Annual management fee	1.725% (incl vat)
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Annual advice fee	1.15% (incl vat)
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Total expense ratio (TER)	1.79%
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Transaction cost (TC)	0.16%
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Total investment charges	1.95%
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An annual negotiated advice fee is paid via a repurchase of units from the investor.

## ACTUAL HIGHEST & LOWEST ANNUAL PERFORMANCE FOR ROLLING 10 YEARS

Highest	29.76%	(2013/2014)
Lowest	-14.51%	(2019/2020)

The highest and lowest annualised performance numbers are based on 10 non-overlapping one year periods or the number of non-overlapping one year periods from inception where performance history does not yet exist for 10 years.



## ABOUT THE PORTFOLIO MANAGER

### David Lerche B. Bus. Sci (Hons), CFA, CA (SA)

David joined the business in 2016 as senior investment analyst. He is responsible for analysis of a wide range of industrial companies. He began his investments career as a research analyst at Avior Capital Markets, where he spent nine years servicing institutional asset managers in SA, the UK and around the world. He has twelve years' investment experience.

## PORTFOLIO MANAGER'S COMMENTS

Equity markets recovered strongly in April following the sharp sell-off late in February and in March. As measured by the FTSE/JSE All Share Index (ALSI), SA equities reversed the negative trend, returning 14% on a total return basis. Global markets enjoyed a strong recovery, with developed markets up 11% and emerging markets up 8.1% in US dollar terms as investors reacted to stimulus packages, COVID-19 recovery themes and arguably, rare buying opportunity.

Locally, cyclical sectors recovered remarkably from the carnage in March. Chemicals (read Sasol) jumped by 83% off a depleted base, gold shares traded 50% higher and platinum counters enjoyed a 46% bounce. So-called SA Inc shares showed a more muted response to the new-found euphoria. Food and drug retailers declined by 3.6%, while food producers and healthcare services were flat over the month.

Cash provided a return of 0.52% in the month. After sustained pressure on local listed property counters, there was a 'modest' recovery of 7% off a very low base.

The fund recorded a return of -14.5% for the 12 months to the end of March, underperforming the benchmark return of -10.8%, but in line with the median peer return of -14.5%. The fund's underperformance relative to the benchmark was driven by the overweight position in Sasol, partly countered by the positive effects of a relatively high cash holding in February and March when the market sold off. The fund returned -10.3% in the first four months of 2020, marginally ahead of the market's -10.4%.

When compared to competing general equity unit trusts, the fund was in the middle of the peer group over the past 12 months and remains in the top third of the peer group over five years.

April was again quite an active month for the fund, as market volatility created opportunities to purchase stakes in companies with sustainable business models at attractive prices, while recycling money from previous profitable trades. The fund increased its exposure to SA financials via both Absa and Old Mutual, where we believe prices reflect near-term concerns rather than long-term fundamentals. We added a small stake in MTN to the fund on the view that the market is distracted by frontier market currency concerns and has forgotten that telecoms is a stable, cash-generative business.

The above purchases were funded from both cash and a reduction in the holding of British American Tobacco, which has substantially outperformed the market and thus afforded us the opportunity to reduce our overweight position and recycle profit towards relatively more attractive opportunities.

## GLOSSARY TERMS

**Aggressive risk rating** Willingness to take risk is reflected both in the types of securities held and in the concentration of holdings in favoured market sectors. Possible loss of capital is accepted. More active portfolio adjustment is typical.

**Collective investment scheme (CIS)** Collective investment schemes (also called unit trusts) are portfolios of assets such as equities, bonds, cash and listed property, in which investors can buy units. They allow private investors to pool their money together into a single fund, thus spreading their risk across a range of investments, getting the benefit of professional fund management, and reducing their costs.

**Equities** An equity or share represents an institution/individual's ownership in a listed company and is the vehicle through which they are able to 'share' in the profits made by that company. As the company grows, and the expectation of improved profits increases, the market price of the share will increase and this translates into a capital gain for the shareholder. Similarly, negative sentiment about the company will result in the share price falling. Shares/equities are usually considered to have the potential for the highest return of all the investment classes, but with a higher level of risk i.e. share investments have the most volatile returns over the short term. An investment in this type of asset should be viewed with a 7 to 10 year horizon.

**Net asset value (NAV)** Net asset value (NAV) is the value of a fund's asset less the value of its liabilities per unit.

**(TER) Period: 1 April 2017 to 31 March 2020**

**Total Expense Ratio (TER)** 1.79% of the value of the Financial Product was incurred as expenses relating to the administration of the Financial Product. A higher TER does not necessarily imply a poor return, nor does a low TER imply a good return. The current TER may not necessarily be an accurate indication of future TER's.

**Transaction Cost (TC)** 0.16% of the value of the Financial Product was incurred as costs relating to the buying and selling of the assets underlying the Financial Product. Transaction Costs are a necessary cost in administering the Financial Product and impacts Financial Product returns. It should not be considered in isolation as returns may be impacted by many other factors over time including market returns, the type of Financial Product, the investment decisions of the investment manager and the TER.

**Total Investment Charges (TER + TC)** 1.95% of the value of the Financial Product was incurred as costs relating to the investment of the Financial Product.

## MANDATORY DISCLOSURE

All reasonable steps have been taken to ensure the information on this MDD is accurate. The information to follow does not constitute financial advice as contemplated in terms of the Financial Advisory and Intermediary Services Act. Independent professional financial advice should always be sought before making an investment decision.

The Sanlam Group is a full member of the Association for Savings and Investment SA. Sanlam Collective Investments (RF) (Pty) Ltd is a registered and approved Manager in Collective Investment Schemes in Securities. Collective investment schemes are generally medium- to long-term investments. Past performance is not necessarily a guide to future performance, and that the value of investments / units / unit trusts may go down as well as up. A schedule of fees and charges and maximum commissions is available from the Manager on request.

Additional information of the proposed investment, including brochures, application forms and annual or quarterly reports, can be obtained from the Manager, free of charge. Collective investments are traded at ruling prices and can engage in borrowing and scrip lending. The Manager does not provide any guarantee either with respect to the capital or the return of a portfolio. Collective investments are calculated on a net asset value basis, which is the total market value of all assets in the portfolio including any income accruals and less any deductible expenses such as audit fees, brokerage and service fees. Forward pricing is used. Performance is based on NAV to NAV calculations with income reinvestments done on the ex-div date.

Performance is calculated for the portfolio and the individual investor performance may differ as a result of initial fees, actual investment date, date of reinvestment and dividend withholding tax. The manager has the right to close the portfolio to new investors in order to manager it more efficiently in accordance with its mandate. The performance of the portfolio depends on the underlying assets and variable market factors. Lump sum investment performances are quoted. The portfolio may invest in other unit trust portfolios which levy their own fees, and may result in a higher fee structure for our portfolio.

All the portfolio options presented are approved collective investment schemes in terms of Collective Investment Schemes Control Act, No 45 of 2002 ("CISCA"). The fund may from time to time invest in foreign countries and therefore it may have risks regarding liquidity, the repatriation of funds, political and macroeconomic situations, foreign exchange, tax, settlement, and the availability of information.

The management of investments is outsourced to Sanlam Private Wealth (Pty) Ltd (2000/023234/07) is a member of the Johannesburg Stock Exchange, an a licensed Financial Services Provider (FSP 37473) under the Financial Advisory and Intermediary Services Act, 2002 and a Registered Credit Provider (NCRCP1867). The Manager retains full legal responsibility for the co-named portfolio. The portfolio manager may borrow up to 10% of the market value of the portfolio to bridge insufficient liquidity. Fluctuations or movements in exchange rates may cause the value of underlying international investments to go up or down.

Obtain a personalised cost estimate before investing by visiting [www.sanlamunittrustsmdd.co.za](http://www.sanlamunittrustsmdd.co.za) and using our Effective Annual Cost (EAC) calculator. Alternatively, contact us at 0860 100 266.

## ABOUT SANLAM PRIVATE WEALTH

Sanlam Private Wealth is a holistic, integrated wealth management business that provides advice and manages assets for high net worth private individuals, cultural organizations, charitable institutions and similar entities with investable assets of more than R1million.

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