

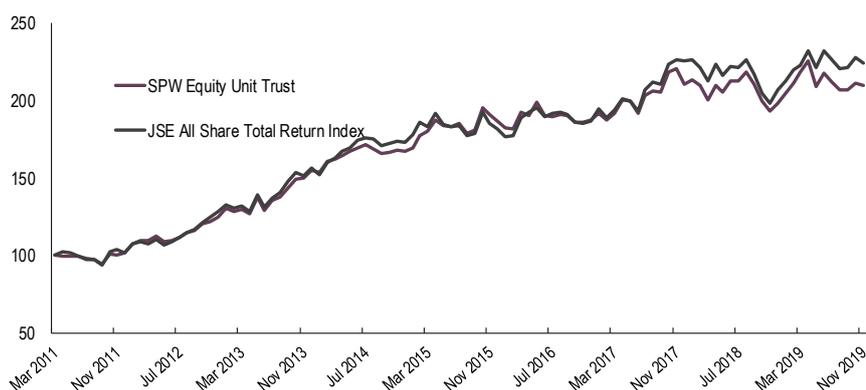


Investment Objective and Strategy

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	13 December 2019
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
Bi-annual distribution	31 December 2018: 20.00 cents per unit 30 June 2019: 23.49 cents per unit
Income payment dates	1st working day in July & January
Portfolio valuation Time	15:00
Transaction cut-off time	15:00
Withdrawals	On request
Daily price info	The local newspapers and www.sanlamunitrusts.co.za
Repurchase period	3 working days
Size of fund	R98.5m as at 30 Nov 2019

Performance as at 30 November 2019 on a rolling monthly basis

Percentage Returns	Portfolio	Benchmark	Active
Since Inception (Annualised)	8.91%	9.75%	-0.85%
5 Yrs (Annualised)	4.54%	5.26%	-0.72%
3 Yrs (Annualised)	4.05%	6.61%	-2.56%
Past 12 Month	8.43%	13.08%	-4.64%

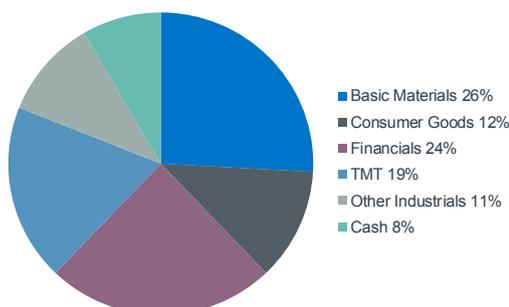
Annualised return is the weighted average compound growth rate over the period measured. Income reinvested on ex-dividend date. Indices shown in local currency. Source: Money Mate.

Top 5 Share Holding as at 30 November 2019

(Please note your portfolio might vary from this)

Naspers Ltd	12.9%
BHP Billiton	9.6%
British American Tobacco	7.0%
Mondi	6.9%
Standard Bank	5.5%

Asset Allocation as at 30 November 2019



Fees (A1 class)

Initial fees	0%
Annual management fee	1.725% (incl vat)
Annual advice fee	1.15% (incl vat)
Total expense ratio (TER)	1.80%
Transaction cost (TC)	0.17%
Total investment charges	1.97%

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	22.99%	(2012/2013)
Lowest	-12.43%	(2017/2018)

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

South African equities continued to trade in a wide band between 58 000 and 54 000 points. However, continued poor macro-economic news flow had a negative impact on local share prices as the FTSE/JSE All Share Index (ALSI) declined by 1.8% in the month. This asset class has returned 8.5% since January. On average emerging market equity indexes also traded lower in the month but developed markets bucked the trend as the MSCI World Equity Index advanced by 2.8% in dollar terms during November.

The wide range of performances recorded by the various sectors appears to be entrenched on the local equity market. In November gold shares declined by 13% while fixed-line telecommunications fell 31%. Platinum miners remained on the winning podium as the sector advanced by 7.2% and tobacco recovered well, gaining 8.9%.

Despite the dire fiscal outlook, the All Bond Index managed to remain in positive territory as it gained 0.22% in November, although bonds with a duration of 12-years plus were down by 0.25%. Cash returned 0.55% and listed property advanced by 0.81%. Since January cash has returned 6.7% marginally lagging the 8.3% return of the All Bond Index.

The fund recorded a return of 8.4% for the 12 months to the end of November, underperforming the benchmark return of 13.1%, but ahead of the median peer return of 7.6%. The fund's material underperformance relative to the benchmark was driven by our lack of exposure to gold miners and the very low average exposure to platinum counters.

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

In November, we reduced the exposure to British American Tobacco in the fund. Given the share's outperformance (30% total return year-to-date), we chose to moderate our company-specific risk, although we remain constructive on the business.

We maintain our focus on value and trust that some of the less fashionable shares we own will recover to produce the performance we believe our clients deserve.

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 October 2016 to 30 September 2019

Total Expense Ratio (TER) 1.80% 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) 0.17% 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) 1.97% 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 manage 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 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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