Sanlam

PRIVATE Wealth

SANLAM PRIVATE WEALTH BALANCED FUND

30 SEPTEMBER 2024

MINIMUM DISCLOSURE DOCUMENT

Conservative | Cautious | Moderate | Moderate Aggressive | Aggressive

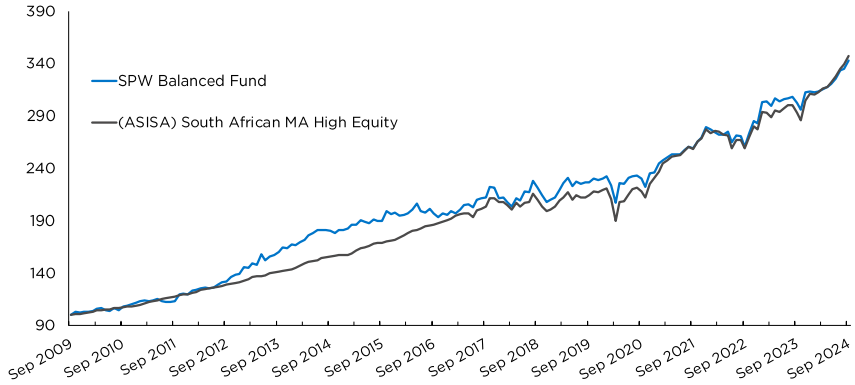
PORTFOLIO OBJECTIVE AND STRATEGY

The Sanlam Private Wealth Balanced Fund is a managed prudential portfolio seeking to deliver long term capital growth and income normally associated with the investment structure of a moderate risk profile retirement fund.

In order to benefit from positive market conditions and to provide a limited measure of capital and income protection during negative market conditions, the Manager will manage the portfolio's equity, property and fixed interest asset allocation actively to align the portfolio with the Manager's outlook of such conditions.

ANNUALISED PERFORMANCE GRAPHS SINCE LAUNCH

The performance graph includes all distributions reinvested – "Value of R100 invested at inception with all distributions reinvested".



Sanlam Private Wealth ("SPW") was appointed as the Investment Manager to the fund from 1 March 2017. We have implemented some changes to the performance reporting in order to align this to our standard reporting procedures. The performance graph has been changed to show a since inception figure vs. benchmark. Benchmark was CPI+4% until 30 April 2017 and changed to (ASISA) South African MA High Equity from 2 May 2017.

PERFORMANCE AS AT 30 SEPT 2024 ON A ROLLING MONTHLY BASIS

Annualised (%)	Fund	Benchmark	Cash	Inflation
1 year	13.49	18.73	8.55	3.94
2 years	14.83	15.85	8.03	4.65
3 years	9.80	10.37	6.87	5.59
5 years	8.65	10.21	6.12	4.94
7 years	7.11	7.98	6.45	4.82
10 years	6.65	8.38	6.63	4.95
Inception	8.58	8.67	6.39	5.05

Annualised performance is the weighted average compound growth rate over the performance period measured. Cumulative return is aggregate return of the portfolio for a specified period.

ACTUAL HIGHEST AND LOWEST ANNUAL FIGURES FOR ROLLING 10 YEARS

Highest Annual % (2022/2023)	16.19
Lowest Annual % (2021/2022)	0.39

PORTFOLIO INFORMATION

Fund Launch	01 October 2009
(Originally launched under the MET CIS scheme. Transition to Sanlam on 3 November 2014)	
Issue Date	28 October 2024
Portfolio Size Of Fund	882.4m as at 30 September 2024
NAV Price (Fund Inception)	100.00 (cpu)
NAV Price (30 Sept 2024)	274.72 (cpu)
JSE Code	BKSMF
ISIN Number	ZAE000197927
ASISA Fund Classification:	SA – Multi Asset High Equity
Benchmark	Average of the SA Multi Asset High Equity category
Minimum Investments	Lump sum R 20 000 / Monthly R500
Portfolio Valuation Time	15:00
Transaction Cut-off Time	15:00
Daily Price Information	Local newspapers and www.sanlamunittrusts.co.za
Repurchase Period	3 working days
Income Declaration:	31 December 2023: 4.46 Cents per unit 30 June 2024: 2.90 cents per unit
Income payment	First working day of Jul/Jun

FEES (INCL VAT)

Initial fee	0.00%
Asset management fee	1.72%
Total Expense Ratio (TER)	1.90%
Transaction Cost	0.05%
Total Investment Charges	1.95%

MINIMUM DISCLOSURE DOCUMENT

PORTFOLIO MANAGER'S QUARTERLY COMMENTS

The global equity market continued to move higher in the third quarter with the MSCI World index gaining 6.4% in US dollars. However, in contrast to the very narrow US tech-driven rally of previous quarters, there was a noticeable rotation into more interest-rate-sensitive sectors such as consumer staples, utilities and listed property in the last quarter. This came as economic data provided enough comfort for the US Federal Reserve to finally commence with an interest-rate-cutting cycle.

The stars seem to have aligned for South African assets over the past two quarters. First, the positive election outcome supported local sentiment. Second, the prospects of a US soft landing and lower interest rates are beneficial for emerging market assets.

Finally, the stimulus measures that were announced by Chinese policymakers had a positive impact on many large-cap JSE-listed shares such as the miners, Naspers and Richemont. In this context, South African equities, as measured by the FTSE/JSE All Share Index, had a strong quarter, gaining 9.6% in rand terms and an even stronger US dollar return of 16%, given a weaker dollar. South African bonds and listed property also rose sharply, gaining 11% and 19% respectively. The rand continued to strengthen, gaining about 5% versus the US dollar.

Globally, the balance of inflation versus growth risk has shifted. We are now in a globally synchronised rate-cutting cycle (with the exception of Japan). Historically, market performance in easing cycles has depended on whether economies avoided recessions (recessions occurred around two-thirds of the time).

While the labour market is cooling, US economic activity remains healthy. Inventory and credit cycles are bottoming and could support the next leg of growth. Private sector balance sheets are also generally in good shape which, in our view, increases the probability of a soft landing. It is, however, important not to become complacent about inflation and growth risks given the levels at which assets are priced. These factors, coupled with elevated geopolitical tensions, call for a diversified approach to portfolio construction.

Over the longer term, there is still material risk around the sustainability of global government finances given elevated debt levels and higher debt servicing cost. This likely points to rising inflation risk and portfolios should focus on real assets to hedge against the devaluation of fiat currencies.

While the risk-versus-reward outlook for global equities currently doesn't appear attractive at the index level, there are pockets of attractively valued companies for active managers to pick from. Despite the recent rally, South African equities and bonds continue to screen cheaply after more than five years of domestic and foreign investor outflows. However, to maintain momentum, the positive post-election sentiment and structural reforms need to convert into actual improved economic growth. South Africa will also remain sensitive to the global cycle.

The fund delivered a return of 13.5% for the 12 months to the end of September, underperforming the peer group average of 18.5%. Performance was mostly impacted by local and global stock selection that did not quite keep up with benchmarks in the short term.

During the quarter we added to Remgro, Bidcorp and Aspen, funded by taking some profits on British American Tobacco. We also reduced US Treasuries following a sharp decline in yields.

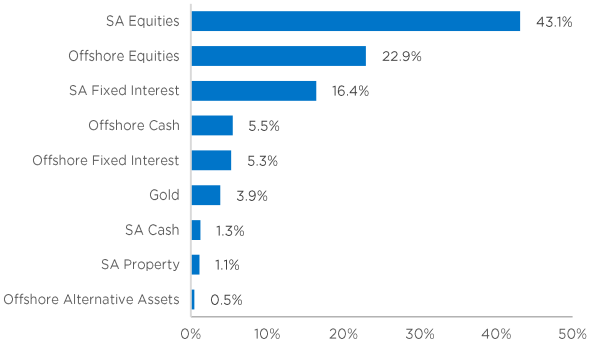
REGULATION 28

Compliant	Yes
Intended Maximum Limits:	
Equity	75%
Property	25%
Equity & Property	95%
Foreign	45%
Cash	100%
Debt	0.00%

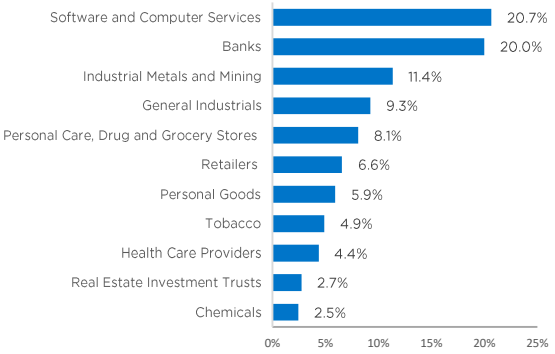
Policy
Investments to be acquired for the portfolio will cover the full spectrum of securities, and will include equities, participatory interests in collective investment schemes in property, loan stock listed on exchanges, non-equity securities, preference shares, bonds, money market instruments and assets in liquid form. The Manager may make active use of derivatives to reduce the risk that a general decline in the value of equity markets may have on the value of the portfolio.

PORTFOLIO HOLDINGS

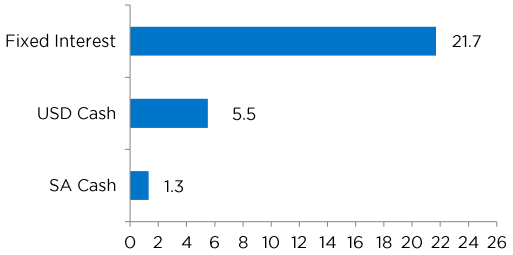
ASSET ALLOCATION (%) AS AT 30 SEPT 2024



EQUITY ALLOCATION (%) AS AT 30 SEPT 2024



INTEREST BEARING ALLOCATION (%) AS AT 30 SEPT 2024



TOP EQUITY HOLDINGS (%)

Prosus Nv	5.47%
Firstrand	3.57%
Standard Bank	3.39%
Naspers -N	3.17%
Bidvest Group Limited	2.81%
Pepkor Holdings Ltd	2.75%
Anglo American	2.59%
Richemont	2.47%
British American Tobacco Plc	2.05%
Netcare	1.83%

The portfolio may also invest in local or offshore collective investment schemes operated in territories with a regulatory environment which is to the satisfaction of the manager and trustee of a sufficient standard to provide investor protection at least equivalent to that in South Africa and which is consistent with the portfolio's primary objective. The portfolio's equity exposure will range between 0% and 75% of the total portfolio net asset value. The portfolio shall comply with prudential guidelines.

Limits & Constraints
- Maximum exposure limits as per the ASISA fund classification structure.
- Maximum exposure of 45% to offshore investments.
- The portfolio's equity exposure will range between 0% and 75% of the total net asset value.
- The portfolio shall comply with prudential guidelines.

Effective Annual Cost (EAC)
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

Effective 1 October 2024, SCI will charge a monthly administration fee of R20 excluding VAT on retail investors whose total investment value is less than R50,000.

Total Expense Ratio
Period: 1 July 2021 to 30 June 2024

Total Expense Ratio (TER):
1.90% 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. Inclusive in the TER of 1.96% a performance fee of 0.02% of the net asset value of the class of Financial Product was recovered.

Transaction Cost (TC):
0.05% 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.

GLOSSARY TERMS

Moderate risk profile
You want to protect yourself from the ups and downs as much as possible and, in so doing, have as smooth a ride as is possible. But you know you need to take some risk to grow your capital.

You have a medium to long-term investment horizon; you are looking for a diversified portfolio (ie a portfolio that invests in a number of different asset classes to spread your risk), and one that offers real (after inflation) returns but with lower volatility.

This fund would appeal to anyone nearing retirement (in the capital accumulation phase) and as well as after retirement (in the de-accumulation or capital preservation phase).

Capital growth
Capital growth is the profit made on an investment, measured by the increase in its market value over the invested amount or cost price. It is also called capital appreciation.

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.

Bond
A bond is an interest-bearing debt instrument, traditionally issued by governments as part of their budget funding sources, and now also issued by local authorities (municipalities), parastatals (Eskom) and companies. Bonds issued by the central government are often called "gilts". Bond issuers pay interest (called the "coupon") to the bondholder every 6 months.

The price/value of a bond has an inverse relationship to the prevailing interest rate, so if the interest rate goes up, the value goes down, and vice versa. Bonds/gilts generally have a lower risk than shares because the holder of a gilt has the security of knowing that the gilt will be repaid in full by government or semi- government authorities at a specific time in the future. An investment in this type of asset should be viewed with a 3 to 6 year horizon.

Preference shares
Preference shares rank higher than ordinary shares in terms of dividends and capital, if the company goes into liquidation. They do not have voting rights. Dividends on preference shares are normally a predetermined percentage of the nominal value of the share.

Money market instruments
A money market instrument is a low risk, highly liquid, short-term (one year or less) debt instrument, issued by financial institutions or governments, that tend to have lower returns than high-risk investments.

Liquid assets
Liquid assets are shares that can easily be bought or sold.

Derivatives
Derivatives are instruments generally used as an instrument to protect against risk (capital losses), but can also be used for speculative purposes. Examples are futures, options and swaps.

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

Total Expense Ratio (TER)
This is the total costs associated with managing and operating an investment (excluding administration, financial planning and servicing fees). These costs consist primarily of management fees and additional expenses such as trading fees, legal fees, auditor fees and other operational expenses. The total cost of the fund is divided by the fund's total assets under management to arrive at a percentage amount, which represents the TER.

MINIMUM DISCLOSURE DOCUMENT

MANDATORY DISCLOSURE

All reasonable steps have been taken to ensure the information on this minimum disclosure document is accurate. The information to follow does not constitute financial advice as contemplated in terms of the Financial Advisory and Intermediary Services Act. Use or rely on this information at your own risk. 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. Collective investment schemes are generally medium- to long-term investments. Please note that past performances are not necessarily a guide to future performances, 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, Sanlam Collective Investments (RF) Pty Ltd, a registered and approved Manager in Collective Investment Schemes in Securities.

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. 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. Actual investment performance of the portfolio and the investor will differ depending on the initial fees applicable, the actual investment date, and the date of reinvestment of income as well as dividend withholding tax. Forward pricing is used.

The Manager does not provide any guarantee either with respect to the capital or the return of a portfolio. The performance of the portfolio depends on the underlying assets and variable market factors. Performance is based on NAV to NAV calculations with income reinvestments done on the ex-div date. Lump sum investment performances are quoted. The source is Morningstar. The portfolio may invest in other unit trust portfolios which levy their own fees, and may result is 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 portfolio manager may borrow up to 10% of the market value of the portfolio to bridge insufficient liquidity. The Manager has the right to close any portfolios to new investors to manage them more efficiently in accordance with their mandates. Standard Bank of South Africa Ltd is the appointed trustee of the Sanlam Collective Investments scheme.

The Manager retains full legal responsibility for the co-named portfolio. Sanlam Private Wealth (Pty) Ltd is responsible for the management of the investments held in the Fund.

The management of investments is outsourced to to Sanlam Private Wealth (Pty) Ltd (2000/023234/07) is a member of the Johannesburg Stock Exchange, an Authorised Financial Services Provider (FSP 37473) under the Financial Advisory and Intermediary Services Act, 2002 and a Registered Credit Provider (NCRCP1867).

FUND MANAGER

Renier De Bruyn
BCom (Hons), CFA

CONTACT & OTHER INFORMATION

Scheme
Sanlam Collective Investments Scheme

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Registration No.: 1967/002865/07

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