

SPW CONSERVATIVE BALANCED PORTFOLIO

30 NOVEMBER 2023

Conservative

Cautious

Moderate

Moderate
Aggressive

Aggressive

PORTFOLIO DESCRIPTION AND INVESTMENT OBJECTIVE

This multi-asset class portfolio invests in equities, bonds, money market instruments and property, both locally and offshore. This portfolio will aim for long-term capital growth through active stock picking and asset allocation.

This portfolio may have a maximum effective equity exposure (including international equity) of up to 40% and a maximum effective property exposure (including international property) of up to 25% of the market value of the portfolio. Total allowable offshore exposure is 30%. Due to the lower exposure to equities in the portfolio, lower levels of volatility can be expected.

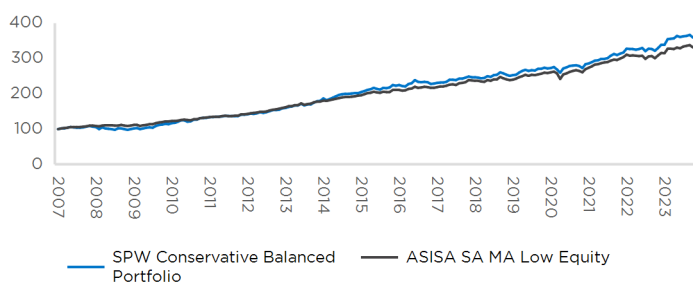
YOUR PERSONAL BALANCED PORTFOLIO

The SPW Conservative Balanced Portfolio is constructed by the investment team based on an intensive and rigorous investment process. The model portfolio acts as a guide to your portfolio manager in customising your personal portfolio to suit your individual requirements. It is important to note that the performance of your portfolio may vary depending on the level of deviation from the model portfolio and the fees charged.

WHY SELECT A PERSONAL PORTFOLIO

A personal portfolio is suitable to more discerning investors who might have unique factors to consider during the investment process. With a personal portfolio, your investment can be tailored to your unique requirements. You will have the benefit of more direct access to your portfolio manager. Your portfolio will not be affected by the cash investment and withdrawals of other investors.

PERFORMANCE NET OF FEES¹



Percentage Returns	Portfolio	Benchmark	Active
10 Yrs (Annualised)	7.61%	6.80%	0.81%
5 Yrs (Annualised)	8.28%	7.61%	0.67%
3 Yrs (Annualised)	9.68%	8.47%	1.21%
Past 12 Months	10.49%	9.05%	1.44%
YTD	10.58%	9.32%	1.26%

PORTFOLIO INFORMATION

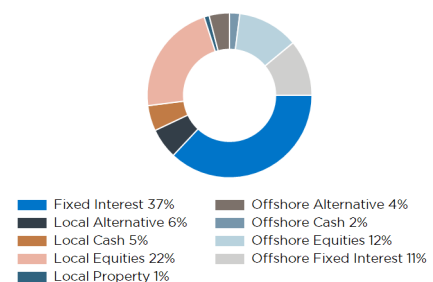
Risk rating	Cautious
Inception date	December 2004
Minimum investment	R1 million
Benchmark	Average peer group performance of low equity multi-asset collective investment schemes in South Africa
Management company	Sanlam Private Wealth
Portfolio manager	Renier De Bruyn
Initial fees	Nil
Annual management	Fee sliding scale (refer to mandate)

TOP 5 HOLDINGS

(Please note your portfolio might vary from this)

Prosus NV	2.94%
British American Tobacco PLC	1.86%
Standard Bank Group Ltd	1.72%
Absa Group Ltd	1.41%
Anglo American PLC	1.39%

ASSET ALLOCATION EXPOSURE



¹The net of fee calculation assumes a 1.15% annual management charge and total trading costs of 1% (both inclusive of VAT) on the value of actual portfolio turnover.



ABOUT THE PORTFOLIO MANAGER

Renier de Bruyn, BCom (Hons), CFA

Renier joined Sanlam Private Wealth in 2010 as an investment analyst. He was appointed as Head of Asset Allocation in 2023 after co-managing the multi-asset portfolios with the Chief Investment Officer since 2021. Renier holds a BCom Honours in Financial Analysis from the University of Stellenbosch, and an Advanced Postgraduate Diploma in Financial Planning. He is a CFA charterholder.

QUARTERLY PORTFOLIO MANAGER'S COMMENTS

The third quarter of 2023 was a weak period for most markets. This was driven mainly by the realisation by market participants that central bank interest rates would likely have to remain higher for longer than previously expected. A sharp rise in oil prices as Saudia Arabia and Russia extended their production cuts deteriorated the inflation outlook, while a growing focus on persistent budget deficits, including a US credit rating downgrade by Fitch, put further upward pressure on real interest rates.

This provided the backdrop for weaker equity as well as bond prices - not a great environment for multi-asset portfolios. Developed market equities, as measured by the MSCI World Index, declined 3.5% in US dollar terms, while global bonds fell 3.6%. Rate-sensitive sectors such as consumer staples (-6.3%), global listed property (-6.1%) and technology (-6.0%) underperformed. The energy sector was the standout performer benefitting from the higher oil price, rising 11.5% during the quarter.

The US dollar strengthened against most major currencies - the US Dollar Index gained 3.2% during the quarter. This was supported by the rise in real yields, putting pressure on the gold price, which fell 4.9%.

South African equities, as measured by the FTSE/JSE All Share Index, declined 3.5% in rand terms over the quarter. Gold and platinum mining shares were particularly weak while Sasol gained on the higher oil price. Bonds had another negative quarter as yields continued their relentless march higher - the FTSE/JSE All Bond Index lost 0.3%. Cash returned 2.1% while local listed property lost 1.0%. The rand ended the quarter broadly unchanged from the previous one versus the US dollar.

The SPW Conservative Balanced portfolio delivered a return of 12.0% for the 12 months to the end of September, outperforming the peer group average by 153 basis points. Outperformance was driven by active asset allocation and alpha from local equity selection. The one-year performance has put the portfolio on the 83rd percentile against competitors. The portfolio achieved an 84th percentile position versus peers over 10 years. During the quarter we increased the diversification of the portfolio by adding exposure to select South African hedge funds and AngloGold Ashanti.

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 organisations, charitable institutions and similar entities with investable assets of more than R1 million.

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MANDATORY DISCLOSURE

Participation in the SPW Conservative Balanced Portfolio is a medium- to long-term investment. The value of this portfolio is subject to fluctuation and past performance is not necessarily a guide to its future performance. Calculations are based on a lump sum investment with gross income reinvested on the ex-dividend date. All performance figures are net of fees and costs. Actual investment performance will differ based on the fees applicable, the actual investment date and the date of reinvestment of income. A schedule of fees and maximum commissions is available from the manager. Sanlam Private Wealth (Pty) Ltd, registration number 2000/023234/07, is a member of the Johannesburg Stock Exchange, a licensed Financial Services Provider (FSP 37473) and a Registered Credit Provider (NCRCP1867).

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