

## OUR FUNDAMENTAL QUALITY PILLARS - IDENTIFYING BEST OF BREED BUSINESSES



### FUND OBJECTIVE

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 shall be the same as the risk associated with SA equities as an asset class. Volatility of capital can occur over the short-term.

### FUND STRATEGY

The portfolio shall invest in assets in liquid form and in securities across all sectors of the JSE Securities Exchange of South Africa as well as international exchanges and other permissible assets allowed by the Act. The portfolio shall be allowed to invest in listed and unlisted financial instruments (derivatives) as allowed by the Act from time to time in order to achieve its investment objective, and shall be permitted to invest in offshore investments as legislation permits. This portfolio will invest predominantly in equities. Apart from the above, the portfolio may also invest in participatory interests of portfolios of collective investment schemes registered in the Republic of South Africa or of participatory interests in collective investment schemes.

The fund will be managed with a high conviction approach, typically holding no more than 20 positions at any time. In line with the investment manager's investment philosophy and process, the holdings will be concentrated in selected JSE Top 50 companies with the buy-to-hold management approach encouraging minimal portfolio turnover.

### INVESTMENT MANAGER INFORMATION

Manager	Stonehage Fleming Investment Management (South Africa) Pty Ltd
FSP Number	42847
Address	First Floor North Block, Waterway House 3 Dock Road, Victoria & Alfred Waterfront
Website	<a href="http://www.stonehagefleminginvestments.com">www.stonehagefleminginvestments.com</a>
Contact number	+27 21 446 2100
Email address	<a href="mailto:jp.duplessis@stonehagefleming.com">jp.duplessis@stonehagefleming.com</a>

Stonehage Fleming Investment Management is the specialist investment division of the Stonehage Fleming Group. Stonehage Fleming is one of the world's leading independently owned family offices with 11 offices situated in 8 global jurisdictions. The fund is managed by Jean-Pierre du Plessis, a director of Stonehage Fleming Investment Management (South Africa). Jean-Pierre has over 15 years experience in equity markets and joined the Group in 2011 to help establish the Group's onshore direct equity offering.

### HOW WE INVEST

- Fundamental, bottom-up research process
- Seek to identify exceptional businesses with a durable competitive advantage and sustainable long-term growth prospects
- Focus on quality of management, return on invested capital, free cash flow generation, balance sheet strength and ability to create value
- Predominantly larger capitalisation businesses with a global orientation, also consider exceptional medium-sized businesses
- Low touch, high conviction concentrated portfolio
- Buy to hold and disciplined selling
- No benchmark orientation, no active trading, no leverage, no hedging

### FUND INFORMATION

Portfolio manager	Jean-Pierre du Plessis, B.Bus.Sci.(Hons) UCT
ASISA fund classification	South African – Equity – General
Portfolio launch date	1 June 2016
Fee class launch date	1 June 2016
Portfolio size	R309.4 million
Benchmark	JSE All Share Index (Total Return) (J203T)
Risk profile	Aggressive, the fund is not suitable for investors with a time horizon under 5 years or looking to preserve capital.
Income declaration dates	30 June and 31 December
Last two distributions	30 Jun 2018: A1: 5.92 cpu, A2: 7.57 cpu 31 Dec 2017: A1: 5.43 cpu, A2: 7.33 cpu
Income payment dates	1 <sup>st</sup> working day in January and July
Portfolio valuation time	3pm
Transaction cut-off	3pm
Repurchase period	3 working days
Availability of daily pricing information	Local newspapers <a href="http://www.sanlamunitrusts.co.za">www.sanlamunitrusts.co.za</a>
Investment manager	Stonehage Fleming Investment Management (South Africa) (Pty) Ltd
Trustee	Standard Bank of South Africa Ltd Tel: +27 21 441 4100, <a href="mailto:compliance-sanlam@standardbank.co.za">compliance-sanlam@standardbank.co.za</a>
Management company	Sanlam Collective Investments (RF)(Pty)Ltd 2 Strand Road, Bellville 7530 PO Box 30, Sanlamhof 7532 Tel: +27 21 916 1800, <a href="mailto:service@sanlaminvestments.com">service@sanlaminvestments.com</a> <a href="http://www.sanlamunitrusts.co.za">www.sanlamunitrusts.co.za</a>

## FUND COMMENTARY

Discovery has ten year track record of NAV growth totalling 610% and total return to shareholders of 585%. The business has retained the majority of earnings and sustained high returns on the ever larger capital base, making it one of the most effective compounders of wealth on the JSE and the market leader amongst South African Medical Schemes with a growing 56% share.

Vitality is a franchise which is growing in value rapidly. The incentivisation approach attracts clients and provides improvement to clients lives through greater health and mortality rates, lowers client expenses through lower medical costs, the benefits of which ultimately accrue to the insurer's bottom line due to lower payout and higher growth. Vitality is innovative on a global basis. Vitality Group's integrated insurance premiums are up 45% over 12 integrated insurance markets. PingAn Health, the joint venture between Discovery and Asian insurance giant PingAn is one example of the growth prospects for the Vitality franchise. Ping An Health is the fastest growing health insurer in China, writing 200,000 policies a month, with new business up 70%. Discovery Insure is finally profitable, but it took seven years and almost R1bn of operating losses to get to this point.

Discovery has sustainable long-term growth prospects, considered the best amongst local insurers. These exist across the Vitality franchise, PingAn Health and the platform in South Africa. Discovery has built a superior technology platform and have demonstrated both repeatability and scalability of their growth generating ventures. Significant investment into technology is expected to increase competitiveness of business going forward. The recent acquisition in India is expected to provide a further platform for growth.

Discovery's shared-value insurance model is growing the competitive advantage of the group from year to year. The businesses performance in 2018 again demonstrated this, and we are seeing the effective application of the model to new business segments and new markets around the world. Discovery helps customers change their behaviour positively, adding value to their lives both through lower expenses and greater personal 'vitality'. The current application of the model is across health, life, motor insurance, banking and investments. The change in behaviour which they effect lowers the level of claims which enable the insurer to share more value with the customer, through greater incentives, loyalty programs and cheaper premiums. The better the deal becomes for the customer, the higher the customer retention and the greater new business growth for Discovery. This self-re-enforcing model has resulted in sustained high returns on embedded value and a high compound growth of embedded value. Discovery's growing competitive advantage over their peers positions them well to continue compounding shareholder value in years to come.

ANNUALISED PERFORMANCE (%)*	CLASS A1	CLASS A2	BENCHMARK
1 Year	7.83	8.26	6.88
3 Years	-	-	-
5 Years	-	-	-
Since Inception	0.30	0.70	6.74

\*3 and 5 year figures will become available once sufficient performance history has been met.

ACTUAL HIGHEST AND LOWEST ANNUAL FIGURES FOR ROLLING 10 YEARS (%)*	CLASS A1	CLASS A2
Highest Annual (2017/2018)	-4.14	-3.76
Lowest Annual (2016/2017)	-6.06	-5.68

\*The lowest and highest 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 exist for 10 years.

TOP 10 HOLDINGS	% OF FUND
Naspers	15.6
Stonehage Fleming Global Best Ideas	14.2
Remgro	8.4
AB Inbev	7.4
British American Tobacco	7.2
Mondi	6.6
BHP Billiton	6.1
Compagnie Financiere Richemont	5.5
Discovery	5.4
FirstRand	5.2

ASSET ALLOCATION	% OF FUND
SA Equity	84.6
SA Cash	1.2
International Assets	14.2

Values may not add up to 100% due to rounding.

SECTOR EXPOSURE	% OF FUND
Consumer Services	20.0
Consumer Goods	20.1
Basic Materials	17.2
International Assets	14.2
Healthcare	8.3
Financials	10.6
Industrials	8.4
Cash	1.2

Values may not add up to 100% due to rounding.

FEES (INCL. VAT)	CLASS A1	CLASS A2
Minimum Investment	R1,000,000	R30,000,000
Advice Initial Fee (max.)	N/A	N/A
Advice Annual Fee (max.)	N/A	N/A
Investment Manager Initial Fee	N/A	N/A
Investment Manager Annual Fee	1.15%	0.74%
Performance Fee	None	None
Total Expense Ratio (TER)	1.23%	0.83%
Transaction Costs (TC)	0.57%	0.57%
Total Investment Charges (TIC)	1.80%	1.40%

Advice fees are negotiable between the client and their advisor. Annual advice fees are paid through a repurchase of units from the investor.

The fund is available through certain LSPs which levy their own fees. Total Expense Ratio (TER) | PERIOD: 1 June 2016 to 30 June 2018. Total Expense Ratio (TER) | 1.23% (A1 class) and 0.83% (A2 class) 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) | 0.57% 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 (TIC = TER + TC) | 1.80% (A1 class) and 1.40% (A2 class) of the value of the Financial Product was incurred as costs relating to the investment of the Financial Product.

Disclosed performance information is calculated after all fees and costs deducted.

## GLOSSARY

### DERIVATIVES

An arrangement or product (such as a future, option, or warrant) whose value derives from and is dependent on the value of an underlying asset, such as a commodity, currency, or security.

## ADDITIONAL INFORMATION

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. 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, 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. The fund manager may borrow up to 10% of the market value of the portfolio to bridge insufficient liquidity. Performance is based on NAV to NAV calculations with income reinvestments done on the ex-div date. Lump sum investment performances are quoted. Source: Money Mate. 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 Manager has the right to close any portfolios to new investors to manage them more efficiently in accordance with their mandates. The portfolio management of all the portfolios are outsourced to financial services providers authorized in terms of the Financial Advisory and Intermediary Services Act, 2002. Manager Information:

Sanlam Collective Investments (RF) (Pty) Ltd (Sanlam Collective Investments)

PO Box 30	Sanlam Head Office
Sanlam	2 Strand Rd
7532	Bellville
	7530

The Manager retains full legal responsibility for the co-named portfolio. Stonehage Fleming Investment Management (South Africa) (Pty) Ltd is responsible for the management of the investments held in the Fund.

The management of investments are outsourced to Stonehage Fleming Investment Management (South Africa) (Pty) Ltd, FSP 42847 an authorized Financial Services Provider under the Financial Advisory and Intermediary Services Act, 2002.

Standard Bank of South Africa Ltd is the appointed trustee of the Sanlam Collective Investments Scheme.