

## 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 Cape Town, South Africa
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	R236.6 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	31 Dec 2018: A1: 4.61 cpu, A2: 6.26 cpu 30 Jun 2018: A1: 5.92 cpu, A2: 7.57 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.sanlamunittrusts.co.za">www.sanlamunittrusts.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.sanlamunittrusts.co.za">www.sanlamunittrusts.co.za</a>

## FUND COMMENTARY

Naspers has been a core holding for Stonehage Fleming Equity Management clients since the inception of the business in 2011. Likewise since the launch of the Stonehage Fleming SCI Equity fund in 2016, Naspers has been the largest equity position. On 25 March 2019 Naspers announced their intention to list 'Newco' on the Euronext Amsterdam (with a secondary listing on the JSE). Newco will effectively assume full ownership of all of Naspers's current operations and investments (excluding SA assets News24 and Takealot). Naspers will in turn own 75% of Newco with the remaining 25% distributed to existing Naspers shareholders via a new share issue in Newco.

In simplistic terms: for every R100 currently invested in Naspers by a shareholder – the new transaction will entail R75 of value in Naspers and R25 in Newco. Naspers have stated that shareholders will be able to choose more shares in Naspers instead of Newco ('subject to certain limits'). The transaction is expected to conclude 'no earlier than H2 2019' and will see a reduction in Naspers current weighting in the major JSE Indices of up to 25% of the current weighting.

Naspers are attempting to address the stubborn discount that Naspers currently trades at relative to net asset value (NAV) by addressing one of the reasons consistently raised by management; Naspers' dominant weighting in JSE indices and resulting concentration issues for investors.

Newco is expected to be eligible for inclusion in major global indices such as Eurostoxx 50 and MSCI Developed Markets. Newco will initially attract passive flows from global index trackers but it remains uncertain what level of interest Newco will receive from global active managers. The ultimate success (or lack thereof) of this transaction will be dictated by what level of discount investors now deem appropriate for both Newco and Naspers going forward and whether there is a reason for these to close.

ANNUALISED PERFORMANCE (%)*	CLASS A1	CLASS A2	BENCHMARK
1 Year	1.45	1.86	3.90
3 Years	-	-	-
5 Years	-	-	-
Since Inception	-1.99	-1.59	6.08

\*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
Stonehage Fleming Global Best Ideas	20.4
Naspers	18.9
Remgro	7.5
AB Inbev	6.4
Firststrand	5.8
Compagnie Fin Richemont	5.3
British American Tobacco	5.1
Discovery	5.0
Mondi	4.2
Bidcorp	4.0

ASSET ALLOCATION	% OF FUND
SA Equity	72.7
SA Cash	7.0
International Assets	20.4

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

SECTOR EXPOSURE	% OF FUND
Consumer Services	24.8
Consumer Goods	16.8
Basic Materials	11.2
International Assets	20.4
Financials	10.8
Industrials	7.5
Healthcare	1.7
Cash	7.0

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)	1.24%	0.84%
Transaction Costs (TC)	0.45%	0.45%
Total Investment Charges (TIC)	1.69%	1.29%

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 LISPs which levy their own fees. Total Expense Ratio (TER) | PERIOD: 1 June 2016 to 31 March 2019.

Total Expense Ratio (TER) | 1.24% (A1 class) and 0.84% (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) | 0.45% 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) | 1.69% (A1 class) and 1.29% (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.