

MDD Issue Date: 2018/03/23

## Fund Objective

The portfolio's primary objective is to provide outperformance of its benchmark over a rolling 3 year period.

## Fund Strategy

The investable universe of the portfolio will be property securities, property collective investment schemes, property loan stock, Real Estate equity, fixed interest securities (including, but not limited to, bonds, corporate bonds, inflation linked bonds, convertible bonds, cash deposits and money market instruments), debentures, preference shares, non-equity securities, derivatives, and assets in liquid form. The minimum portfolio exposure to JSE listed property shares, property loan stock and property portfolios will be 33% of the portfolio's market value. The Manager may only include forward currency agreements, interest rate and exchange rate swap transactions for efficient portfolio management purposes.

## Fund Information

Ticker	AFICA
Portfolio Manager	Tom Barlow
ASISA Fund Classification	South African - Real Estate - General
Risk Profile	Aggressive
Benchmark	67% FTSE/JSE Listed Property Index & 33% Stefi
Fund Size	R 612 866 306
Portfolio Launch Date*	2013/11/01
Fee Class Launch Date*	2013/11/01
Minimum Lump Sum Investment	R 1 000 000
Minimum Monthly Investment	R 100 000
Income Declaration Date	March, June, September & December
Income Payment Date	1st business day of April, July, October & January
Portfolio Valuation Time	15:00
Transaction Cut Off Time	15:00
Daily Price Information	Local media
Repurchase Period	2-3 business days
<b>Fees (Incl. VAT)</b>	<b>A-Class (%)</b>
Maximum Initial Advice Fee	—
Maximum Annual Advice Fee	—
Manager Annual Fee	1.71
Total Expense Ratio	2.05
Transaction Cost	0.13
Total Investment Charges	2.18
Performance Fee	—
TER Measurement Period	01 October 2014 - 30 September 2017

Total Expense Ratio (TER) is the percentage value of the Financial Product that 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) is the percentage value of the Financial Product that 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) is the total percentage value of the Financial Product that was incurred as costs relating to the investment of the Financial Product. Performance fees are incentive fees earned by the manager for performance in excess of the benchmark.

Performance fees form part of the cost structure of the fund and are included in the Total Expense Ratio. Please visit [www.sanlamunitrusts.co.za](http://www.sanlamunitrusts.co.za) for a detailed list of our funds that charge performance fees together with their calculation methodologies.

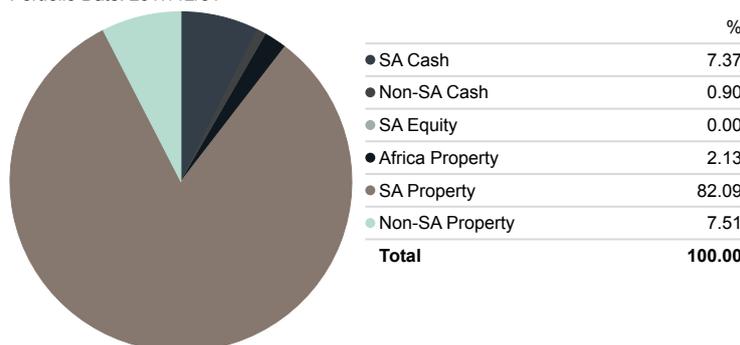
\*The Ampersand Sanlam Collective Investments Flexible Property Income Fund transitioned to Sanlam Collective Investments (RF) (Pty) Ltd on 01 July 2017.

## Top Ten Holdings

	(%)
Sesfikile BCI Property Fund	18.78
Nedgroup Property Fund	18.66
Absa Property Equity Fund	17.56
Growthpoint Properties Limited	3.69
Redefine Properties Limited	3.22
Cash	3.19
Arrowhead Prop Ltd	2.98
Fairvest Property Holdings Limited	2.81
Mas	2.67
Equities Property Fund Limited	2.65

## Asset Allocation

Portfolio Date: 2017/12/31



## Annualised Performance (%)

	Fund	Benchmark
1 Year	-2.13	-1.53
3 Years	2.78	3.14
Since Inception	9.41	8.16

## Cumulative Performance (%)

	Fund	Benchmark
1 Year	-2.13	-1.53
3 Years	8.58	9.71
Since Inception	47.58	40.38

## Highest and Lowest Annual Returns

Time Period: Since Inception to 2017/12/31

Highest Annual %	23.03
Lowest Annual %	8.24

## Risk Statistics (3 Year Rolling)

Standard Deviation	10.95
Sharpe Ratio	-0.50
Information Ratio	-0.04
Maximum Drawdown	-13.75

## Distribution History (Cents Per Unit)

2017/12/31	2.04 cpu	2016/12/31	2.02 cpu
2017/09/30	1.46 cpu	2016/09/30	1.35 cpu
2017/06/30	1.62 cpu		
2017/03/30	1.20 cpu		

Administered by

## Risk Profile

### Aggressive

You can afford to take on a higher level of risk (ie, will have a greater exposure to equities in your portfolio) because of your investment time horizon or your appetite for risk. You know that in taking the risk, you need to be patient if you want to achieve the results. So you are willing to invest for the long-term and are prepared to tolerate some volatility in the short term, in anticipation of the higher returns you expect to receive in five years or beyond.

## Glossary Terms

### Annualised Returns

Annualised return is the weighted average compound growth rate over the period measured.

### Asset Allocation

Asset allocation is the percentage holding in different asset classes (i.e. equities, bonds, property, etc.). It is used to determine the level of diversification in a portfolio.

### Capital Volatility

Volatility is a measure of 'risk' and refers to the extent to which the price of an investment or capital value fluctuates over a certain period of time. Funds with high volatility usually offer the potential for higher returns over the longer term than low volatility funds.

### Cumulative Returns

Cumulative return is the total growth experienced over the period measured.

### 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.

### Distributions

The income that is generated from an investment and given to investors through monthly, quarterly, biannual or annual distribution pay-outs.

### Diversification

This is a strategy designed to reduce risk within a portfolio by combining a variety of investments (or asset classes) such as equities, bonds, cash or property, which are unlikely to all move in the same direction at the same time. This is designed to reduce the risk (and protect against capital losses) within a portfolio. Diversification allows for more consistent performance under a wide range of economic conditions as it smoothes out the impact of negative market events. The positive performance of some investments or asset classes should neutralize the negative performance of others.

### Financial Instruments

Derivatives also known as financial instruments (such as a future, option, or warrants) whose value derives from and is dependent on the change in value of an underlying asset (such as a commodity, currency, or security) to protect against risk (capital losses).

### Fund Objective

The fund objective is the portfolio's core goal.

### Fund Strategy

The fund strategy is the way that the fund is managed to achieve the fund objective.

### Information Ratio

The Information Ratio measures the market risk-adjusted performance of an investment or portfolio. The greater a portfolio's Information Ratio, the better its risk-adjusted performance has been compared to the market in general.

### Collective Investment Schemes

Collective Investment Schemes (CIS) (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.

### LISP (Linked Investment Service Provider)

A Linked Investment Service Provider is a financial institution which packages, distributes and administers a broad range of unit trust investments.

### Market Capitalization

Market capitalization is the total value of the issued shares of a publicly traded company; it is calculated by multiplying the share price by the number of shares in issue.

### Maximum Drawdown

The maximum drawdown measures the highest peak to trough loss experienced by the fund.

### Participatory Interests

When you buy a unit trust, your money is pooled with that of many other investors. The total value of the pool of invested money in a unit trust fund is split into equal portions called participatory interests or units. When you invest your money in a unit trust, you buy a portion of the participatory interests in the total unit trust portfolio. Participatory interests are therefore the number of units that you have in a particular unit trust portfolio.

### Sharpe Ratio

The Sharpe Ratio measures total risk-adjusted performance of an investment or portfolio. It measures the amount of risk associated with the returns generated by the portfolio and indicates whether a portfolio's returns are due to excessive risk or not. The greater a portfolio's Sharpe ratio, the better its risk-adjusted performance has been (i.e. a higher return with a contained risk profile, where the portfolio manager is not taking excessive risk to achieve those returns).

### Standard Deviation

Standard deviation (also called monthly volatility) is a measure of how much returns on an investment change from month to month. It is typically used by investors to gauge the volatility expected of an investment.

## 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, 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 portfolio may invest in participatory interests of other unit trust portfolios. These underlying funds 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 Manager may borrow up to 10% the market value of the portfolio to bridge insufficient liquidity. The fund may from time to time invest in foreign instruments which could be accompanied by additional risks as well as potential limitations on the availability of market information. Investments in foreign instruments are also subject to fluctuations in exchange rates which may cause the value of the fund to go up or down. The fund may invest in financial instruments (derivatives) for efficient portfolio management purposes. The Manager has the right to close any portfolios to new investors to manage them more efficiently in accordance with their mandates. Management of the portfolio is outsourced to Ampersand Asset Management (Pty) Ltd, (FSP) Licence No. 33676, an Authorised Financial Services Provider under the Financial Advisory and Intermediary Services Act, 2002. Sanlam Collective Investments (RF) (Pty) Ltd retains full legal responsibility for the co-named portfolio. Standard Bank of South Africa Ltd is the appointed trustee of the Sanlam Collective Investments scheme. Sources of Performance and Risk Data: Morningstar Direct, INET BFA and Bloomberg. The risk free asset assumed for the calculation of Sharpe ratios: STEFI Composite Index. The highest and lowest 12-month returns are based on a calendar year period over 10 years or since inception where the performance history does not exist for 10 years. Obtain a personalised cost estimate before investing by visiting [www.sanlamunittrustsmdd.co.za](http://www.sanlamunittrustsmdd.co.za) and using our Effective Annual Cost (EAC) calculator. Alternatively, contact us at 0860 100 266.

### Investment Manager Information

Ampersand Asset Management (Pty) Ltd

(FSP) License No. 33676

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Email: [queries@ampersand.co.za](mailto:queries@ampersand.co.za)

Website: [www.ampersandam.co.za](http://www.ampersandam.co.za)

### Manager Information

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Email: [service@sanlaminvestments.com](mailto:service@sanlaminvestments.com)

Website: [www.sanlamunittrusts.co.za](http://www.sanlamunittrusts.co.za)

### Trustee Information

Standard Bank of South Africa Ltd

Tel: +27 (21) 441 4100

Email: [compliance-sanlam@standardbank.co.za](mailto:compliance-sanlam@standardbank.co.za)

## Portfolio Manager Comment

### Economic Market Overview

Tom Barlow  
CFA®, BCom (Economics)

Steinhoff International and the ANC Elective Conference was probably the most dominating news for the final quarter of 2017, yet there were many other story lines that also had an impact on broader markets.

The recent revelations around Steinhoff International were a stark reminder of the risks inherent to investing in equity assets. Although the final outcome has not been determined as yet, the initial fall out shook the investment fraternity to its core and it also highlighted structural risks and concerns within our industry. We purposefully designed and positioned our investment strategy in such a manner that our investors are protected against any meaningful structural risks and we are confident that this approach will continue to provide strong long term risk adjusted returns in the future.

The outcome of the ANC Elective Conference was one of the most eagerly anticipated events of this year and the speculation around the various outcomes were extremely diverse ranging from complete pessimism to ignorant euphoria. The actual result has had a marginal short term impact on assets (some positive and some not) but the long term implications of the leadership change is still unknown. We believe the uncertainty warrants a cautious approach and we will continue to monitor the situation to best position the portfolios to handle any eventuality. The portfolios remain robust in design and well diversified across geography, asset class and strategy.

Globally, the major narrative centred on the possible changes in Central Bank policy with the US FED and the ECB possibly reducing stimulus within the broader asset markets.

As expected, the US Federal Reserve raised rates for the third time in 2017 in December and Donald Trump also announced that Jerome Powell will lead the Fed when Yellen step down in February.

The European Central Bank announced in October that it will reduce its monthly quantitative easing purchase down to EUR 30 billion. This will start in January and last until September 2018.

For the first time since 2007, the Bank of England increased interest rates in November. Further rate rises are likely to be gradual and will be highly dependent on the outcome of the Brexit negotiations.

Many other Central Banks did however remain firmly committed to accommodative policies with the Swiss National Bank, the Bank of Japan and the People's Bank of China reiterating these views in the last quarter of 2017.

These and other accommodative strategies continue to support risk assets across the globe and could generate further strength in global equities. Emerging Markets (including South Africa) have benefitted from these policies over the past years and the most recent developments created more momentum.

The JSE All Share Index ended this quarter positive 7.44%. The All Bond Index generated 2.25% whereas the property index remained positive ending at 8.32%. The STeFi Composite generated a return of 1.76%

### Portfolio Activity

The Ampersand Sanlam Collective Investments Flexible Property Income Fund gained 3.21% for the quarter against the benchmark (33% cash, 67% SA Listed Property) performance of 6.13%. We remain comfortable with the balance and allocation of the portfolio.

### Position Going Forward

Our key positions across the portfolios have remained consistent for the majority of the past 12 months. We remain concerned with market valuations and risk, however structurally we need to retain growth assets in the portfolio to ensure we achieve our longer term objectives. Asset allocation and diversification therefore remain key to ensuring downside risk management while continuing to achieve our inflationbased returns.

Our aim is to provide our investors with diverse exposure across various different investment strategies, investment managers and assets. The result is a vigorous blend of exposures that should have a high probability of achieving our long term return objectives, while providing protection against short term swings and negative surprises, and reducing the overall risk our investors face.

We continue to focus our attention on consistently applying our philosophy and process to ensure we meet our investment objectives over the long term (a time horizon of at least 3 years, and longer for the more risk-orientated portfolios).

We urge investors to remain patient and committed to their chosen investment strategy as negative surprises are possible. We are continuously looking for ways to increase the certainty of cash flow while remaining cognisant of our longer term capital preservation objectives.

### Portfolio Manager