

### Fund Objective

The portfolio will aim to achieve a higher return than that of a traditional money market or pure income fund and focus on protection against capital loss for investors.

### Fund Strategy

The portfolio will invest in a combination of fixed income generating assets. The major contributor to long term out-performance should come from active duration management. To achieve a greater return than a conventional money market fund, the portfolio will invest in multi assets such as cash, government and corporate bonds, inflation-linked bonds, listed property and equities, both in South Africa and internationally. The portfolio will have a maximum exposure to equities of 10% and a maximum exposure of 25% to property. The portfolio will also invest in listed and unlisted financial instruments (derivatives) as allowed by the Act from time to time.

### Fund Information

Ticker	ASIIFA
Portfolio Manager	Tom Barlow
ASISA Fund Classification	South African - Multi Asset - Income
Risk Profile	Conservative
Benchmark	STeFI Call Rate
Fund Size	R 802 966 649
Portfolio Launch Date*	2018/06/01
Fee Class Launch Date*	2018/06/01
Minimum Lump Sum Investment	R 10 000
Minimum Monthly Investment	R 5 000
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

### Fees (Incl. VAT)

	A-Class (%)
Maximum Initial Advice Fee	3,45
Maximum Annual Advice Fee	1,15
Manager Annual Fee	0,57
Total Expense Ratio	1,06
Transaction Cost	0,03
Total Investment Charges	1,09
Performance Fee	—
TER Measurement Period	01 June 2018 - 31 March 2020

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.

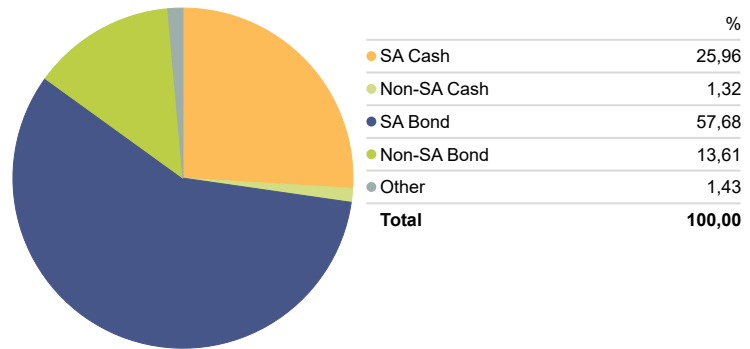
Performance fees are incentive fees earned by the manager for performance in excess of the benchmark. Performance fees form part of the cost structure of the fund and are included in the Total Expense Ratio. Please visit [www.sanlamunitrusts.co.za](http://www.sanlamunitrusts.co.za) for a detailed list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

### Top Holdings

	(%)
Miplan IP Enhanced Income Fund	19,12
Saffron SCI Opportunity Income Fund	18,96
Fairtree Flexible Income Plus Prescient Fund	18,95
BCI Income Plus Fund	18,92
USD/ZAR Currency Put Option	0,94
SOAF Bond 30092029	0,81
Absa Group Ltd Bond 20220916	0,58
Nedbank Ltd Bond 20082015	0,57
Liberty Group Ltd F/R 28022023	0,56
Investec Ltd Bond 07082020	0,52

### Asset Allocation

Portfolio Date: 2020/03/31



### Annualised Performance (%)

	Fund	Benchmark
1 Year	5,57	6,26
3 Years	—	—
5 Years	—	—
Since Inception	7,08	7,54

### Cumulative Performance (%)

	Fund	Benchmark
1 Year	5,57	6,26
3 Years	—	—
5 Years	—	—
Since Inception	7,08	7,54

### Highest and Lowest Annual Returns

Time Period: Since Inception to 2019/12/31

Highest Annual %	9,29
Lowest Annual %	9,29

### Risk Statistics (3 Year Rolling)

Standard Deviation	—
Sharpe Ratio	—
Information Ratio	—
Maximum Drawdown	—

### Distribution History (Cents Per Unit)

2020/03/31 18.22 cpu

### Risk Profile

#### Conservative

This portfolio suits the investor who is seeking stable income flows and aims to keep capital intact. This means that the portfolio is highly unlikely to experience negative returns, but equally will not experience excessive returns on the upside. The main sources of risk are credit risk, interest rate risk and liquidity risk. The portfolio is largely exposed to high quality corporates and banks with low interest rate risk. The portfolio is less volatile than traditional bond funds and is diversified across the income oriented asset classes such as cash, nominal bonds, inflation linked bonds and property.

### 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.

#### 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 on request 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 on request 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 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 fund may invest in financial instruments (derivatives) for efficient portfolio management purposes. Income funds derive their income primarily from interest-bearing instruments. The yield is a current and is calculated on a daily basis. 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  
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Website: [www.ampersandam.co.za](http://www.ampersandam.co.za)

#### Manager Information

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

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## Portfolio Manager Comment

As at 31 March 2020

### Economic Market overview

"The stock market is a device for transferring wealth from the impatient to the patient" – Warren Buffett.

This quote has probably never been more apt than the present, and yet it provides very little solace to investors that have been exposed to the rout we have experienced over the last few weeks and months.

2019 was a reasonable year for many asset classes but the new decade and year has brought with it a plague of uncertainty and concern that will be written about in history books for generations to come.

Financial markets experienced levels of distress not seen before and even though there are some comparisons with the market volatility seen during the Roaring 20's pre the full onslaught of the Great Depression, what we experienced during the first quarter of 2020 was severe when referencing any similar timeframe in history.

Every single asset class with any component of risk experienced negative returns and even perceived safe haven assets like physical gold lost value. The retreat was particularly severe in assets that offered liquidity as the often fear driven desire for "cash in the bank" became extreme – this resulted in liquid risk assets and markets being sold down even more.

South African assets were caught in the proverbial "perfect storm" as we have one of the most liquid stock markets in the Emerging Market Index. South Africa traditionally provides higher real yields than many other fixed income environments on the globe and we also have one of the most dynamic derivative markets and banking systems in the world, which allowed many global speculators to express "risk off" views that impacted all our markets negatively while providing some perceived short term protection.

This scenario was further compounded by the Moody's Credit Ratings Downgrade but this event had a marginal impact in comparison to the Covid-19 pandemic. Undoubtedly, every one of our clients and investors have been impacted by this pandemic in some way or form. The long-term effects are however impossible to definitively estimate or predict. What we do know at this point is that Covid-19 will probably change the manner in which we live our lives – the travel industry, office life and how we do our shopping are perhaps obvious examples of these pending changes.

In response to these probable changes we can report that we have reduced the overall risk in our portfolios while retaining a significant exposure to assets that provide inflation protection over the medium to long term. Our portfolios remain invested across different geographies, currencies, asset classes and strategies to provide the highest probability of protection. The quarterly negative returns experienced however have been material and challenging especially in light of the subdued return profile over the previous 3 years or so.

We however continue to urge investors to remain patient and committed to their specific financial plan as this is the roadmap that ultimately produces the arrival at the required destination. We cannot over-emphasize the need for financial discipline and the minimization of emotional decision making at this time.

### Position going forward

We have increased our cash holdings at the expense of listed property in the international and domestic portfolios. This is based on expected reduced economic activity over the course of the next 24 months and the potential change in the nature of how consumers engage in future. We will continue to monitor this position to determine an optimum long-term weighting in an ever-changing economic environment. We have furthermore reduced international equity to just below benchmark weighting and therefore further increased USD cash reserves for a similar reason as above.

We have seen a dramatic change in the valuation of SA Government Bonds. The domestic 10 year government bond is trading around 11,7% up from 8,8% a few months ago. This is a very attractive long-term yield with reasonable certainty relative to many other asset classes (including local property).

We are aware that domestic equities were cheap prior to COVID-19 given our economic slump in SA over the last 5 years. They have become even cheaper based on historical norms. We have started engaging with selective managers to understand what opportunities may exist post a stabilisation in markets.

We cannot make accurate projections at this time. We are unsure of the economic outcome of current events. However, as we have stated before, history over many centuries has shown that diversification is the only strategy that survives consistently through unquantifiable events. We therefore remain disciplined to this principle across all our portfolios within their designated risk profiles – again this will not change.

In conclusion we recognise that the last 3 months have been severely challenging and although we believe the portfolios are well diversified, we realise that many investors may find it psychologically extreme to withstand the recent onslaught. We remain available if you would like to discuss the portfolio positioning and structure in more detail and we wish you all strength in these challenging times. Ultimately, while we understand the need for

patience in the short term, we are excited by the opportunities that will no doubt become available in this changing investment landscape.

### Portfolio Manager

Tom Barlow  
CFA®, BCom (Economics)