

## Fund Objective

The objective of the portfolio is to provide above average long-term capital growth by investing in global equities which the Investment Manager has identified as being undervalued and as offering above average growth potential. This fund is a feeder fund which invests only in the Sanlam Investment Management Global Best Ideas Fund, managed by Sanlam Asset Management (Ireland). The portfolio may also hold ancillary liquid assets including cash and or money market instruments.

## Fund Strategy

The Investment Manager seeks to achieve the objective of the fund by investing in undiscovered or neglected global equities that the Investment Manager has identified as being undervalued and offering above average growth potential over time.

## Why Choose This Fund?

- The fund invests in undervalued equity stocks, the research focus being on undiscovered or neglected stocks.
- The fund employs an active stock-picking investment process.
- It is a Rand denominated fund. No foreign exchange tax clearance is required.

## Fund Information

Ticker	SIGA1
Portfolio Manager	Pierre Marais
ASISA Fund Classification	Global - Equity - General
Risk Profile	Aggressive
Benchmark	MSCI World Index
Fund Size	R 540 969 072
Portfolio Launch Date	2007/02/26
Fee Class Launch Date	2007/07/02
Minimum Lump Sum Investment	R 10 000
Minimum Monthly Investment	R 500
Income Declaration Date	December
Income Pricing Date	1st business day of January
Portfolio Valuation Time	15:00
Transaction Cut Off Time	15:00
Daily Price Information	Local media
Repurchase Period	3 business days

## Fees (Incl. VAT)

	A1-Class (%)
Maximum Initial Advice Fee	3.31
Maximum Annual Advice Fee	1.15
Manager Annual Fee	1.14
TER	2.07
TC	0.16
TIC	2.23
TER Measurement Period	01 July 2015 - 30 June 2018

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.

\*Denker Sanlam Collective Investments Global Equity Feeder Fund

MDD Issue Date:

2018/11/22

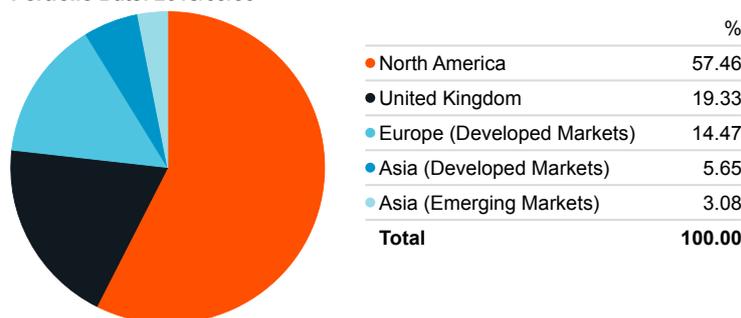
## Top Ten Holdings

Portfolio Date	2018/09/30
Microsoft	5.46
Cisco	4.95
Apple	4.28
Becton Dickinson & Co.	4.08
Medtronic Inc	3.70
JP Morgan	3.27
Oracle	3.19
Royal Dutch Shell	2.88
Unilever	2.55
Verizon	2.51

These are the top holdings of the offshore fund in which this feeder fund invests.

## Asset Allocation

Portfolio Date: 2018/09/30



## Annualised Performance (%)

	Fund	Benchmark
1 Year	-0.57	6.20
3 Years	6.34	10.98
5 Years	10.10	16.09
10 Years	11.74	15.22
Since Inception	5.13	11.85

## Cumulative Performance (%)

	Fund	Benchmark
1 Year	-0.57	6.20
3 Years	20.27	36.70
5 Years	61.81	110.89
10 Years	203.45	312.31
Since Inception	76.31	255.80

## Highest and Lowest Annual Returns

Time Period: 2009/01/01 to 2017/12/31

Highest Annual %	39.25
Lowest Annual %	-10.15

## Risk Statistics (3 Year Rolling)

Standard Deviation	19.32
Sharpe Ratio	0.04
Information Ratio	-0.81
Maximum Drawdown	-16.42

## Distribution History (Cents Per Unit)

2017/12/31	0.00 cpu	2015/12/31	0.00 cpu
2016/12/31	0.00 cpu	2014/12/31	0.00 cpu

Administered by

### Risk Profile

#### Aggressive

This is an aggressively managed, high-risk portfolio that aims to deliver capital growth over the long term (greater than 5 years). It is designed to substantially outperform the markets and therefore carries a long-term investment horizon (5 years and upwards). The portfolio will be diversified across all major asset classes with significant exposure to equities, and may include offshore equities. There may be some capital volatility in the short term, although higher returns may be expected from five years or beyond.

### Risk Considerations

- The fund is focused on investment in global listed companies; accordingly the performance of the fund is directly linked to the performance of the global equity markets.
- Investing in international companies means the currency exchange rate fluctuations will have an impact on the fund's investment performance.
- As the SA Rand can be a volatile currency, this could lead to significant fluctuations in the rand value of this fund.

### Glossary Terms

#### Active Stock-picking Process

This is when asset managers actively and tactically vary their stock selections based on economic and market data, and fundamental valuations, etc. This should lessen an investor's exposure to declining markets and helps preserve capital.

#### 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 Growth

Capital growth is the profit made on an investment, measured by the increase in its market value over the invested amount or cost price. It is also called capital appreciation.

#### Distributions

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

#### 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.

#### Feeder Fund

A feeder fund is a South African-based fund that feeds exclusively into its primary foreign-based fund. It allows investors easy access to investing in an offshore fund, eliminating complicated tax and other implications. The shares of the feeder fund represent shares in the primary fund (called a master fund).

#### 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.

#### 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 based investments. Any investment made through these products gives an investor a single point of entry into a selection of different investments.

#### Maximum Drawdown

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

#### Money Market Instruments

A money market instrument is a low risk, highly liquid, short-term (one year or less) debt instrument, issued by financial institutions or governments, that tend to have lower returns than high-risk investments.

#### 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.

#### Undervalued Equity Stocks/ Investing in Neglected Global Equities

This is a strategy of selecting shares that trade for less than their intrinsic values. Value investors actively seek stocks that they believe the market has undervalued. They believe the market overreacts to good and bad news, resulting in stock price movements that do not correspond with the company's actual long-term fundamentals. The result is an opportunity for value investors to profit by buying when the price is deflated.

### 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. A feeder fund is a portfolio that invests in a single portfolio of a collective investment scheme, which levies its own charges and which could result in a higher fee structure for the feeder fund. 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 Denker Capital (Pty) Ltd, (FSP) Licence No. 47075, 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.

#### Denker Capital (Pty) Ltd

(FSP) License No. 47075  
Physical Address: 6th Floor, The Edge, 3 Howick Close Tyger Falls, Bellville 7530  
Postal Address: PO Box: Private Bag X8, Tyger Valley 7536  
Tel: +27 (21) 950 2603  
Email: [service@denkercapital.com](mailto:service@denkercapital.com)  
Website: [www.denkercapital.com](http://www.denkercapital.com)

#### Manager Information

Sanlam Collective Investments (RF) (Pty) Ltd  
Physical Address: 2 Strand Road, Bellville, 7530  
Postal Address: P.O. Box 30, Sanlamhof, Bellville, 7532  
Tel: +27 (21) 916 1800  
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 Quarterly Comment

#### Quarter to September 2018

At one point towards the end of the quarter, the MSCI World Index had just about made up all of the gains of the January 2018 high (~7% in US dollars) which were given back subsequently. A minor correction in the last days of the quarter trimmed returns back to just better than 5%, with the fund slightly behind this figure.

The standout sector in the period was healthcare, which bounced 12% after lagging the index substantially in the previous two quarters of 2018. This was on the back of belligerent remarks from the White House about the high cost structure of the industry and renewed fears about a broad swathe of patent expiries. The fund benefited somewhat from this rebound with Medtronic up 16%, Novartis up 14% and Roche up 10%.

The fund's best sector contribution came from information technology where Apple (+22%), Oracle (+17%), Microsoft (+16%), Cisco (+14%) and the fund's overweight stance compared to the benchmark helped to boost performance. Other performance benefits in the period came from the fund's lack of exposure to the materials sector which had negative returns, as well as good stock picking in the energy space such as owning Total (+8%) and avoiding US oil services businesses such as Halliburton (-10%).

Performance detractors came from the consumer discretionary area, where homebuilder (and 2017 best performer) NVR Inc. sank 17% on softer US housing data, while Amazon, which the fund does not hold, continued its inexorable rise (+18%). The fund's UK-based homebuilder Taylor Wimpey also fell 5% in the three months. Fortunately we sold online retail trading platform IG Holdings in mid-August, prior to a sharp drop in the company's share price in September which was caused by a disappointing trading update and the surprise departure of its CEO.

From a geographic perspective, the US has been the best performing market of size this year by far. Despite a valuation-driven consensus preference at the start of 2018 for European equity assets over US ones, the latter has steamed ahead in the nine months to date by 11% compared to -2% for MSCI Europe. The US economy has remained in rebound mode, with tax-driven tailwinds. For the quarter, MSCI US returned 7%, while the fund's holdings in the US produced just under 10% - benefiting from good stock picking (mostly via the technology holdings included above, but also from strong rebounds in the fund's previously unfairly maligned mortgage insurers Essent Group and MGIC Investment Corporation which both rose 24%). Much of this benefit, however, was neutralised by the fund's UK-based investments which did poorly (-1.5%), along with most UK domestic equities suffering from rising Brexit fears and uncertainty (MSCI UK: -1.8%). This is starkly illustrated by Howden Joinery which retreated 14% in the quarter and which, despite solid fundamentals, is now trading close to its panic-driven rating low in the immediate post-Brexit period of late 2016.

Based on current consensus expectations the fund offers a more attractive valuation than the overall market (forward PE: 12.9x vs. 15.5x and dividend yield: 2.6% vs. 2.3%), while producing a better return (ROE: 23% vs. 18%) and better profitability (operating margin: 23% vs. 19%). The fund has an active share of 88%.

#### Portfolio Manager

Pierre Marais  
Ph.D, MBA