Sanlam Investment Management

BALANCED FUND

Sanlam Wealthsmiths

The fund aim is to deliver the best of both worlds

WE DO THIS BY: 1. ENHANCING RETURNS

- Drawing on the multi-specialist expertise available across the Sanlam Investments business.
- Ensuring portfolio managers have more time to focus on enhanced growth opportunities, managing risk and fund strategy.
- Implementing enhanced growth strategies in-house, via specialist teams at a very low cost.

WE DO THIS BY: 2. MANAGING RISK

- Investing in derivative skills and dedicating research to protection strategies.
- Assessing protection as part of every investment decision.
- Adjusting the quantity of protection based on market valuation.

FUND STRATEGY

1 **Enhance returns** in every component within the portfolio.

2 Implement strategies to **reduce drawdown risk** without introducing excessive opportunity cost.

PORTFOLIO MANAGERS

FREDERICK WHITE
Head: Balanced Funds SIM
Experience: 24 years
B.Eng, M.Eng, MBA, CFA

RALPH THOMAS
Portfolio Manager:
Balanced Funds SIM
Experience: 14 years
B.Bus Sci (Finance); MBA

MULTI-ASSET TEAM

Decision making is enhanced through active and continuous cooperation with other multi-asset teams.

The team is supported by a comprehensive research base and systems with dedicated teams specialising in a variety of investment areas such as, asset allocation, macroeconomics, equity research and more.

IN A WORLD WHERE PEOPLE ARE LIVING LONGER THAN THEIR MONEY THE **SIM BALANCED FUND AIMS TO GROW CAPITAL AND MANAGE DRAWDOWN RISK.**

4 KEY BENEFITS

OF INVESTING IN THE FUND BASED ON PAST PERFORMANCE.

- **DIVERSIFIED** ACROSS ALL MAJOR ASSET CLASSES.
- HIGHLY EXPERIENCED AND QUALIFIED TEAM. **NO KEY MAN RISK**.
- **REDUCED DRAWDOWN RISK** THROUGH A WELL RESEARCHED STRATEGY AND A DEDICATED DERIVATIVE MANAGER.
- **INPUT FROM SIM SPECIALIST TEAMS** ACROSS ALL ASSET CLASSES AND INVESTMENT DECISIONS.

WHY SHOULD YOU INVEST IN THE SIM BALANCED FUND?

- OFFERS GOOD EXPOSURE TO **GROWTH ASSETS**.
- AIMS TO DELIVER **COMPETITIVE PERFORMANCE** WITH SOME DOWNSIDE PROTECTION.
- FUND MANAGERS ARE PERSONALLY INVESTED IN THE FUND, FOCUSSED ON **ENSURING SUSTAINABILITY AND SUCCESSION**.
- THE FUND IS **WELL PRICED**.

SIM Balanced Fund principles for managing returns

Diversified portfolio: Operates across all asset classes.

Specialist skills: Utilise all that Sanlam Investments has to offer.

Continuous improvement: Portfolio managers drive improvement of all strategies and products used.

Return oriented: Constant focus on enhancing returns from every investment.

Risk management: Avoid portions of large drawdown and avoid losing those gains through opportunity cost.

Investments

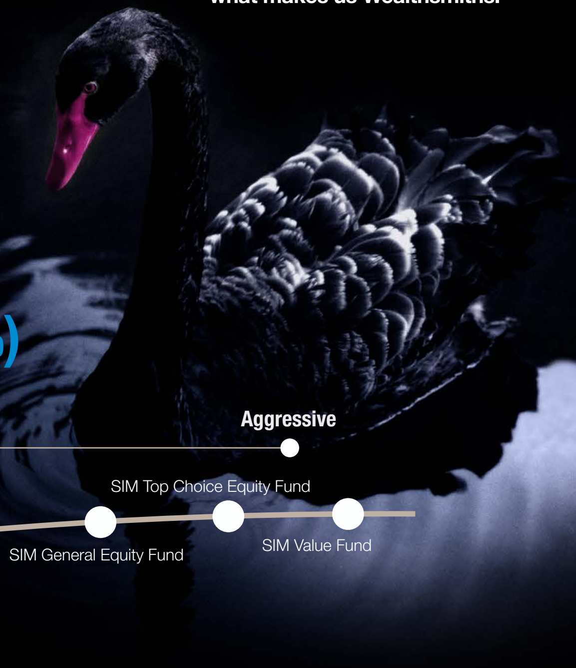
SIM Balanced Fund details

Fund Category:	SA Multi Asset High Equity
Investable Assets:	Local and Offshore Cash, Bonds, Property, Equity
Risk Profile:	Moderately Aggressive
Inception Date:	01 Feb 1995
Max Equity:	75% (Regulation 28 Compliant)
Benchmark:	SA Multi Asset High Equity Average

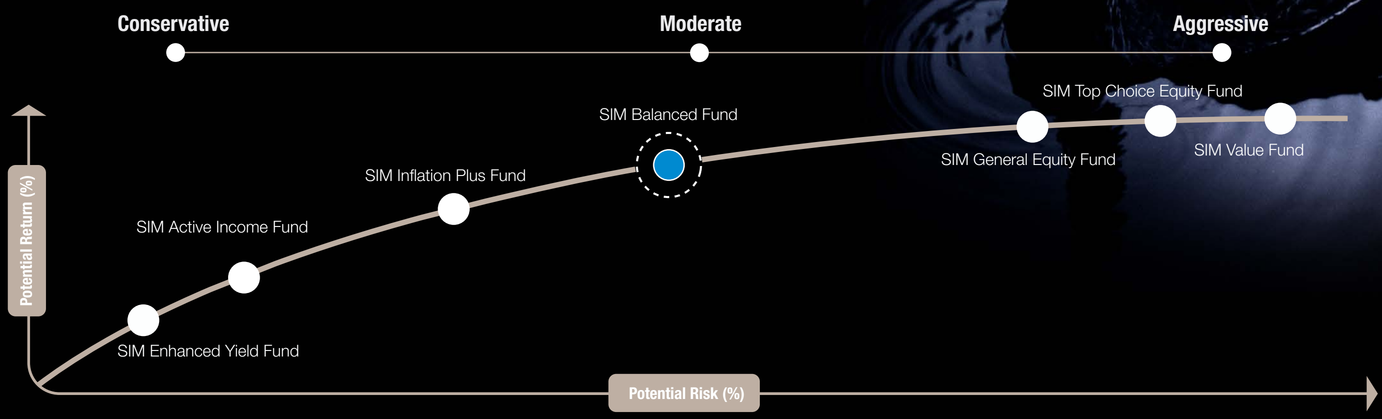
Source: Sanlam Investments October 2017

Bold & Cautious

There is a time to be bold and a time to be cautious. Knowing when to be which is what makes us Wealthsmiths.



Sanlam Investment Management
Core Fund Range Potential Risk/Return (%)



Source: Sanlam Investments October 2017

Sanlam Investments awards

Our business is built on a legacy of trust, which is why at Sanlam Investments we're driven to deliver results.

2010
Investment Week
Fund Manager of the Year (Category: Financials), Kokkie Kooyman

2011
Investment Week
Fund Manager of the Year (Category: Financials), Kokkie Kooyman

2012
Raging Bull Award
Sanlam Investment Management Global Best Ideas Feeder Fund
Morning Star Award
Sanlam Investment Management Global Financial Fund
Investment Week
Fund Manager of the Year (Category: Financials), Kokkie Kooyman

2013
Lipper Award (UK) 2013
Sanlam Global Financial Fund (USD)
Investment Week
Fund Manager of the Year (Category: Financials), Kokkie Kooyman

2014
Raging Bull Award Certificate
Sanlam Investment Management Industrial Fund
HedgeNews Africa Awards 2014
Blue Ink Fixed Income Arbitrage Fund

2015
Raging Bull
Sanlam Investment Management Enhanced Yield Fund
Loerie Award
Top Brand 2015
Intellidex Top Private Banks and Wealth Manager Survey (2nd year running)
Top Wealth Manager in SA

2016
Raging Bull
Sanlam Investment Management Small Cap Fund
Raging Bull
Sanlam Investment Management Industrial Fund
Raging Bull
Sanlam Global Balanced Fund of Funds
Raging Bull
Sanlam Global Cautious Fund of Funds
Raging Bull
Sanlam Global Bond Fund
ABSIP Financial Services Sector Awards
Multi Asset Fund Manager of the Year, Natasha Narsingh
Best African FinTech Company 2016 SatrixNow & EasyEquities
2016 African Fintech Awards
Imbasa Yegolide Award
Equities' Manager of the Year

2017
Raging Bull
Sanlam Investment Management Enhanced Yield Fund
Raging Bull
Sanlam Investment Management Small Cap Fund
Raging Bull
Sanlam International Investment Partners India Opportunities Fund

2018
City of London Wealth Management Awards
Sanlam Global High Quality Fund
Thomson Lipper Awards
Sanlam Global High Quality Fund: Long Only Equity Fund – Long Term Performance
Private Asset Managers Awards
High Net Worth Proposition: High Growth Portfolio Performance Award
Financial Express Awards
Sanlam Strategic Bond Fund: Best Fund, Strategic Bond Fund
Investment Week
Fund Manager of the Year
(Category: Strategic Bond, Fund: Sanlam Strategic Bond Fund), Craig Veysey
Investment Week
Fund Manager of the Year
(Category: Absolute Return-Multi Asset, Fund: Sanlam FOUR Multi-Strategy Fund), Mike Pinggera
Raging Bull
SIM Enhanced Yield Fund
Raging Bull
Sanlam Global Property Fund