



MDD Issue Date: 2018/05/23

Fund Objective

The objective of the Capricorn Sanlam Collective Investments Equity Fund 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 predominantly in equities across all sectors of the JSE Securities Exchange of South Africa. The portfolio shall also invest in assets in liquid form and other permissible assets allowed by the Act. The portfolio shall be allowed to invest in listed and unlisted financial instruments (derivatives) as permitted by the Act from time to time in order to achieve its investment objective. The fund may at any time hold a maximum of 30% in offshore assets and may also invest in participatory interests of underlying unit trust portfolios.

Why Choose This Fund?

- The fund is managed by an award winning investment boutique.
- The structure of the fund allows for maximum exposure to equities, through a robust investment process to choose quality companies, management teams and business models.
- While being cognisant of the JSE All Share benchmark, the fund invests in the team's best equity ideas, aiming to outperform the benchmark over time.
- The fund has a strong focus on risk adjusted returns over the medium to long term.

Fund Information

Ticker	CSEB1
Portfolio Manager	Matthew Auerbach
ASISA Fund Classification	South African - Equity - General
Risk Profile	Aggressive
Benchmark	FTSE/JSE Shareholder Weighted All Share Index
Fund Size	R 227 354 742
Portfolio Launch Date*	2016/07/01
Fee Class Launch Date*	2016/07/01
Minimum Lump Sum Investment	R 100 000
Minimum Monthly Investment	—
Income Declaration Date	June & December
Income Payment Date	1st business day of July & 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	—
Maximum Annual Advice Fee	—
Manager Annual Fee	1.03
Total Expense Ratio	2.25
Transaction Cost	1.69
Total Investment Charges	3.94
Performance Fee	
TER Measurement Period	01 July 2016 - 31 March 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.

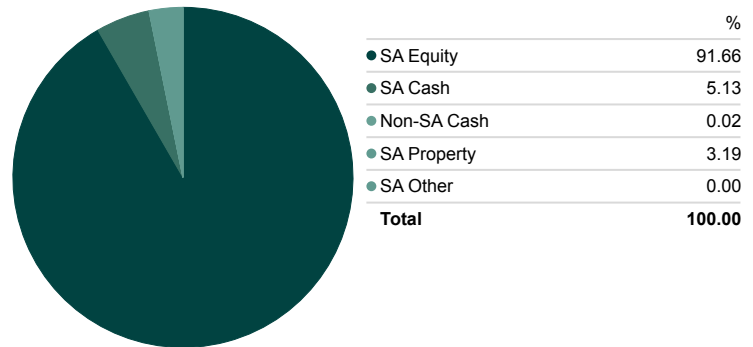
Manager Performance Fee - Performance fee benchmark: FTSE/JSE Shareholder Weighted All Share Index + 2%; Minimum Fee 1.03%; Maximum Fee 2.87%. All fees are inclusive of VAT.

Top Ten Holdings

	(%)
Naspers Limited	19.43
The Foschini Group Limited	4.69
Firststrand Limited	4.45
Mr Price Group Limited	4.29
Standard Bank Group Limited	4.25
BHP Billiton Plc	3.84
Sanlam	3.75
Barclays Africa Group Limited	3.33
British American Tobacco Plc	3.25
Bidvest Group Limited	3.11

Asset Allocation

Portfolio Date: 2018/03/31



Annualised Performance (%)

	Fund	Benchmark
1 Year	9.64	9.66
Since Inception	3.98	7.51

Cumulative Performance (%)

	Fund	Benchmark
1 Year	9.64	9.66
Since Inception	7.40	14.15

Highest and Lowest Annual Returns

Time Period: Since Inception to 2017/12/31

Highest Annual %	17.88
Lowest Annual %	17.88

Risk Statistics (3 Year Rolling)

Standard Deviation

Sharpe Ratio

Information Ratio

Maximum Drawdown

Distribution History (Cents Per Unit)

2017/12/31	7.96 cpu
2017/06/30	5.11 cpu



Risk Profile

Aggressive

You can afford to take on a higher level of risk (i.e., have a greater exposure to equities) because of your investment time horizon and/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 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).

Liquidity

The ability to easily turn assets or investments into cash.

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.

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.

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 Capricorn Fund Managers (Pty) Ltd, (FSP) Licence No. 863, 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 and using our Effective Annual Cost (EAC) calculator. Alternatively, contact us at 0860 100 266.

Investment Manager Information

Capricorn Fund Managers (Pty) Ltd
(FSP) License No. 863
Physical Address: Capricorn House, 32 Impala Road,, Chislehurst 2196, South Africa
Postal Address: Capricorn House, 32 Impala Road,, Chislehurst 2196, South Africa
Tel: +27 (11) 666 0700
Email: info@capricornfundmanagers.com
Website: www.capricornfundmanagers.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
Website: www.sanlamunittrusts.co.za

Trustee Information

Standard Bank of South Africa Ltd
Tel: +27 (21) 441 4100
Email: compliance-sanlam@standardbank.co.za



Portfolio Manager Comment

South Africa went through a rapid period of transformation in the first quarter of 2018 which included a change of President, a cabinet reshuffle, SA avoided a credit rating downgrade and the cherry on the top was a 25bp rate cut at the end of the quarter. Capricorn's Equity Fund significantly outperformed its benchmark by 4.3% through a volatile period. The largest gainers in our fund were the banks, retail and property sectors while Naspers, Rand Hedges and commodities underperformed in Q1.

A trade war between the US and China has kicked off with global equity markets feeling the pinch. The JSE All Share Index is down 6.8% year to date, with most sectors giving back gains from the "Ramaphoria effect". The banks and insurance stocks which rallied hard post Ramaphosa's win are back at pre-December 2017 levels and present a buying opportunity in our view. The retailers have held onto gains as we have seen a welcome positive change in credit legislation, and the likelihood of credit expanding once again in South Africa.

The largest equity contributors to performance in the Q1 were:

The Foschini Group (TFG) – Foschini was the largest gainer in our portfolio in Q1. Post a change in credit legislation which allows customers to be granted credit without a formal salary statement, Foschini's high credit to cash sales ratio stands to gain significantly versus its competitors. We continue to hold Foschini as our preferred retail exposure.

- Massmart Holdings (MSM) - The operator of Game, Makro, Cambridge Foods and Builders Warehouse stands to gain significantly from improving consumer sentiment. Post Massmart's "Rampahoria" gains we have since trimmed our position as we now await the company to deliver on expected earnings growth.
- Standard Bank (SBK) – Standard Bank's results surprised the market after announcing mid-teen earnings growth, improving ROE's while raising its guidance and also a lower cost to income ratio. In constant currency, SBK's Africa operations grew closer to 30% which is a positive tailwind when currencies stabilise in its African operations.

The largest equity detractors from performance in Q1 were:

- Naspers (NPN) – The overall technology space has not traded well in Q1, with most US tech stocks also selling off in the quarter. Tencent traded sideways in the period as Chinese internet stocks also felt the pressure of the US selloff. Notably Naspers sold 2% of its holding in Tencent (now 31.2%) for R10bn which will be utilised in its growth businesses. Naspers remains core to our portfolio and we believe further monetisation of Tencent's 900 million subscribers will drive the share price higher.
- Exxaro (EXX) – Exxaro sold off aggressively post its results as the market reacted negatively to the lower than expected dividend payout, while also waiting longer for the second tranche of Tronox's sale of shares to be paid out. Additionally management guidance for higher capex ahead concerns investors.
- Blue Label Telecoms (BLU) – The continued uncertainty around Cell C's turnaround continues to dampen the BLU share price. Effectively the R5.5bn purchase of 45% of Cell C has not been given any value in BLU's share price. BLU can however realise some of this value when Cell C lists in 2019, which we believe will create value as a BLU shareholder.

Market outlook

Post the All Share falling 6.8% in the first quarter we believe that key sectors are at attractive levels to start buying once again. Post the "Rampahoria effect" South Africa has experienced a healthy pull back which was triggered by international markets. We believe that from here forward investors will be looking for earnings delivery and exposure in early cycle sectors. Accordingly we believe that banks, retail and SA Industrial sectors present the best risk/reward payoff while insurance, food producers and small cap sectors will be the mid-cycle plays to keep an eye on. Globally we think the trade war between the US and China cools with both parties willing to sit down and discuss policy in order to not derail global synchronized growth. With our key catalysts for Rand strength out the way we have re-introduced attractive Rand Hedges into our portfolio that have sold off previously (British American Tobacco and Sasol).

Best of luck for the second quarter.

Kind Regards
The Capricorn Team

Portfolio Managers

Matthew Auerbach

M.Comm, CA (SA), CFA

Seten Naidoo

B.Bus SCI (Fin. Hons)