

### STANLIB Multi-Manager (Pty) Ltd

STANLIB Multi-Manager (Pty) Ltd was established in 1999 and is the centre of excellence for multi-managed solutions within STANLIB. The investment team, led by Chief Investment Officer Joao Frasco, consists of an experienced team with a diverse set of investment skills. We have offices in Johannesburg and London, and currently have mandates in excess of R150 billion under stewardship.

#### What is the Fund's objective?

The Fund's seeks to generate a reasonably high level of income and moderate capital growth. Given that it has around 60% exposure to listed property, with the balance exposed to fixed interest securities, it will be a more conservative Fund than a fully invested property portfolio. Through time, the Fund is designed to provide most of the upside of listed property with significantly less volatility.

#### Risk profile



■ Income assets ■ Growth assets

#### What are the investment guidelines?

This is a diversified income portfolio with a strong bias to listed property shares. It invests only in domestically listed property shares, as well as other high-yielding income producing assets such as bonds and money market instruments.

The Fund has a mandated property range of 40% - 85%, although it is likely to always remain above 50%. Minimum exposure to non-equity securities is 15% of the portfolio; the maximum is 60%. The Fund may not have any direct foreign exposure, although indirect foreign exposure is obtained through the offshore property holdings of local listed property shares.

The Fund complies with provisions of the Collective Investment Schemes Control Act, No. 45 of 2002 and the Regulations thereto, as amended from time to time.

#### How is the Fund managed?

The Fund is designed to deliver superior investment returns more consistently than through a single asset manager or mandate. Our approach allows investors' to outsource the fund/manager selection decision, which includes the ongoing due diligence of managers and construction of portfolios, to meet pre-defined objectives over time.

#### The Portfolio Managers dedicated to the Fund



**Richo Venter**  
Portfolio Manager  
BCom(Hons)  
(cum laude), CFA



**Jennifer Henry**  
Head of Portfolio  
Management:  
Retail Clients  
BCom(Hons), CFA, FRM

#### How do we select managers?

STANLIB Multi-Manager (Pty) Ltd follows a rigorous and disciplined manager research and selection process that starts by analyzing the sector for which the portfolio is being built, and determining the key drivers of outperformance.

The manager research team conducts thorough quantitative and qualitative analyses, culminating in an extensive investment due diligence to identify those managers that have the skill and ability to outperform. This results in the production of high conviction buy/hold/sell lists, as well as mandate performance expectations under different environments, defining events and sell triggers/disciplines.

The portfolio management team then constructs a framework for blending managers into the portfolio that targets the key areas of outperformance and promotes diversification. We only entrust our client's assets to the highest quality managers, who are then selected into this framework to provide the portfolio with exposure to these sources of market outperformance over the long term.

Passive alternative are considered in the process and where used, these help to lower portfolio costs.

On a regular basis the portfolio is reviewed to ensure it is delivering on its long term objectives. From time to time changes are made to improve the structure and or risk return profile of the portfolio.

#### Who are the underlying managers/funds?

The portfolio construction currently includes the following managers/funds:

Underlying managers	Portfolio managers	Strategic allocation
Coronation Fund Managers	Mark le Roux	30%
STANLIB Asset Management (Active)	Keillen Ndlovu	30%
STANLIB Asset Management (Passive)	Lebo Pule	25%
Catalyst		7.5%
BlackRock (Alternative Beta)		7.5%

#### How do we approach risk management in the Fund?

Risk management is a fundamental component of our investment philosophy and process and is therefore approached holistically. It permeates every part of our investment process, requiring participation and accountability from all individuals involved in the process.

As a multi-manager, our risk management process begins at the time of portfolio specification and design, because by the time securities are included in the portfolio by the underlying managers, one has already accepted the risks and has limited ability to mitigate them. Our process then moves to manager research and portfolio construction, where we seek to know the managers intimately and construct a portfolio to behave in line with our broader investment objectives.

"Risks Inherent in our Funds" is a document that classifies the sources of risk associated with the management of our Funds. It can be obtained from the website [www.stanlibmultimanager.com](http://www.stanlibmultimanager.com).

### Information to be considered before investing

The STANLIB Multi-Manager Flexible Property Fund should be considered a medium to long-term investment. The value of units (participatory interest) may go down as well as up and past performance is not necessarily a guide to future performance. General market risks include a change in interest rates and economic conditions, share price volatility and a decline in property values. The Fund is traded at ruling prices using forward pricing, and can engage in borrowing of up to 10% of the market value of the portfolio to bridge insufficient liquidity as a result of the redemption of units and may engage in scrip lending. A schedule of fees, charges and maximum commissions is available upon request from STANLIB Collective Investments (RF) Pty Limited (the Manco). Commissions and incentives may be paid and if so, would be included in the overall costs of the Fund. Liberty is a full member of the Association for Savings and Investments South Africa (ASISA). The Manco is a member of the Liberty Group of Companies.

### Unit price – how it works

Collective Investment Schemes (i.e. “Unit Trusts”) are traded at ruling prices set on every trading day. Forward pricing is used which means Fund valuations take place at approximately 15h00 each business day, and your instructions are therefore processed at prices that are not yet determined when your instructions are received. Instructions must reach the Management Company before 13h00 to ensure same day value. The 13h00 cut-off time only applies to investments and switches. Repurchases will receive the price of the same day if received prior to 15h00. The money market funds are valued at 12h00. The funds of funds and feeder funds are valued at 24h00 and 17h00.

The payment of withdrawals may be delayed in extraordinary circumstances, when the Manco with the consent of the Fund trustees deems this to be in the interest of all Fund investors. These circumstances may include periods when significant underlying markets suspend trading which will prevent accurate valuation of the instruments held in the Fund. When the suspension of trading relates to only certain assets held by the Fund, these assets may be side-pocketed. This process allows normal liquidity on the assets that can be valued, but will delay liquidity on the affected portion of the Fund. If the Fund is faced with excessive withdrawals, the affected withdrawals may be ring-fenced, which is the separation and delayed sale of the assets reflecting the interest of the liquidity seeking investors. It ensures that the sale of a large number of units will not force the Manco to sell the underlying investments in a manner that may have a negative impact on remaining investors of the Fund.

### Performance information on the monthly factsheet

Performance is calculated by STANLIB Multi-Manager (Pty) Ltd as at month end for a lump sum investment using net asset value (NAV) prices with income reinvestments done on the ex-dividend date. All underlying price and distribution data is sourced from Morningstar. Performance figures are quoted after the deduction of all costs including manager fees, and trading costs incurred within the Fund. Note that individual investor performance may differ as a result of the actual investment date, the date of reinvestment of distributions and dividend withholding tax, where applicable. Annualised performance figures represent the weighted average compound growth rate over the performance period measured. Past investment returns are not indicative of future returns and no guarantee is provided with respect to capital or return of the Fund.

### Total Expense Ratio (TER) and Transaction Costs (TC) = Total Investment Charge (TIC)

The TER is calculated as a percentage of the average net asset value of the portfolio incurred as charges, levies and fees in the management of the portfolio for a rolling 36-month period to the previous quarter end (December, March, June and September). This includes the TER charged by any underlying fund(s) held as part of this Fund. A high TER does not necessarily imply a poor return nor does a low TER imply a good return. The current TER should not be regarded as an indication of future TER's – expenses vary and the performance fee component can fluctuate over time.

Transaction costs are a necessary cost in managing a fund and impacts the fund's return. They should not be considered in isolation as returns may be impacted by many other factors over time including market returns, the type of fund, the investment decisions of the investment manager and the TER. The sum of the TER and Transaction Costs is shown as the Total Investment Charge (TIC).

### Management fee

The Fund charges a fixed annual management fee (i.e. fee class) as a percentage of the assets under management, to ensure a simple and understandable fee structure. The Fund invests primarily in segregated mandates but may also invest in other unit trusts i.e. “Underlying Fund Fees”, which are included in the Total Expense Ratio (TER).

### Underlying performance fees

**STANLIB Multi-Manager (Pty) Ltd does not earn any performance fees.** In addition to earning fixed fees, the underlying manager(s)/fund(s) may also earn performance-based fees if they outperform a specific benchmark. The performance-fee methodology of the underlying manager(s) / fund(s) is incorporated in their respective mandates. You can obtain more information on the underlying performance fee methodologies on the website [www.stanlibmultimanager.com](http://www.stanlibmultimanager.com).

The annual management fee is accrued daily and performance fees are accrued monthly – both paid on a monthly basis (with the exception of some performance fees which are paid annually).

### STANLIB Multi-Manager (Pty) Ltd does not provide financial advice

STANLIB Multi-Manager (Pty) Ltd is an authorised Financial Services Provider licenced under the Financial Advisory and Intermediary Services Act, 37 of 2002. FSP licence No.26/10/763. This information does not constitute financial advice as contemplated in terms of the Financial Advisory and Intermediary Services Act. Independent financial advice should always be sought before making an investment decision.

If you appoint an adviser, advice fees are contracted directly between you and the adviser. We will facilitate the collection of advice fees (including initial advice fees up to a maximum of 3.00%) only upon receiving your instruction. You may cancel the instruction to facilitate the payment of advice fees at any time.

### Where can I find additional information?

Additional information such as brochures, application forms and annual or quarterly reports, can be obtained from the websites: [www.stanlib.com](http://www.stanlib.com) / [www.stanlibmultimanager.com](http://www.stanlibmultimanager.com).

The prices of Funds are calculated and published on each working day. These prices are also available on the websites and in South African printed news media.

# STANLIB Multi-Manager Flexible Property Fund

As at 31.01.2019

# STANLIB

## Investment Description

The Fund is a diversified income property portfolio. It will be invested in domestically listed property shares, as well as other high-yielding income producing assets (namely bonds and money market instruments); with the flexibility to adjust the property weight according to market conditions.

It aims to generate a reasonably high level of income and moderate capital growth. Given that it has around 50% to 70% exposure to listed property, with the balance exposed to fixed interest securities, it will be a more conservative Fund than a fully invested property portfolio. Through time, the Fund is designed to provide most of the upside of listed property with less volatility.

## Suitable Investors

- Who wish to diversify single manager risk
- Who are seeking a steady long-term income stream and moderate capital growth
- Who are not concerned about short-term capital fluctuations from the capital component of the Fund (both the property shares and longer maturity bonds)
- Who typically have an investment horizon of at least three years

## Risk Rating



■ Income assets ■ Growth assets

Please refer to the "Information to consider before investing" section on page 2 for further risk information.

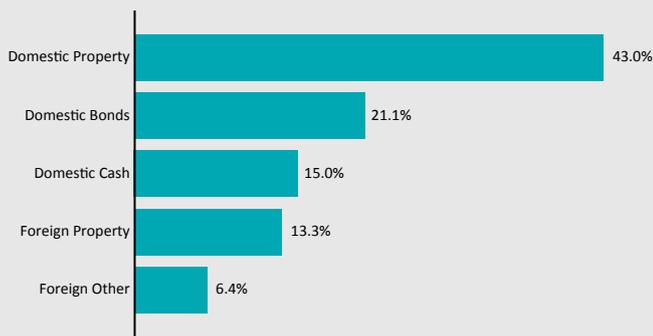
## Annualised Performance (%)

	1 Year	3 Years	5 Years	10 Years
Class A	-5.69	2.53	6.51	10.52
Class B1	-5.37	2.88	6.87	10.90
Benchmark	-13.41	1.25	8.20	12.69
Sector Average	-2.84	3.20	4.72	9.65

## Underlying Fund Managers

BlackRock iShares  
Catalyst Fund Managers  
Coronation Fund Managers  
STANLIB Asset Management (Active)  
STANLIB Asset Management (Passive)

## Physical See Through Asset Allocation %



## Income Distribution

	Declared in last 12 months	Declared during 2019
Class B1	15.53 cpu	0.00 cpu
Class B1	16.32 cpu	0.00 cpu

## Portfolio Facts

**Portfolio Manager(s)** Richo Venter and Jennifer Henry  
**Portfolio Size (NAV)** R 1163 million  
**Sector** South African Multi-Asset Flexible  
**Income Distribution** Net revenue is calculated on a daily basis and distributed quarterly.  
**Income Declaration** 31 March, 30 June, 30 September & 31 December  
**Benchmark** 45% FTSE/JSE All Property Index (ALPI); 40% BESA All Bond Index 1-3 Years; 15% FTSE EPRA/ NAREIT Global REIT Index

**Class A**  
**Launch Date** 24 Dec 2004

**Minimum Investment**  
 Lump Sum R5,000  
 Debit Order Per Month R500

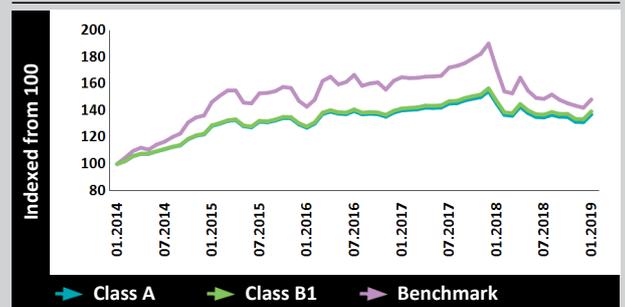
**ISIN No.** ZAE000060661

**JSE Code** SMCI

	Class A		Class B1	
	1 Year	3 Year	1 Year	3 Year
Adviser Fee <sup>1</sup>	0.30	0.30	0.00	0.00
Management Fee	1.00	1.00	1.00	1.00
Underlying Fund Fees	0.01	0.01	0.01	0.01
Underlying Performance Fees	0.00	0.00	0.00	0.00
Other <sup>2</sup>	0.00	0.00	0.01	0.00
VAT	0.20	0.20	0.15	0.15
<b>Total Expense Ratio (TER)<sup>3</sup></b>	<b>1.51</b>	<b>1.50</b>	<b>1.17</b>	<b>1.16</b>
<b>Transactional Costs (inc. VAT)<sup>4</sup></b>	<b>0.03</b>	<b>0.03</b>	<b>0.03</b>	<b>0.03</b>
<b>Total Investment Charges</b>	<b>1.54</b>	<b>1.53</b>	<b>1.20</b>	<b>1.19</b>

- <sup>1</sup> The A Class includes an ongoing adviser fee, which will be charged in addition to a maximum 3% upfront fee
- <sup>2</sup> Other includes: bank charges, custody fees, sundry income, audit & trustee fees
- <sup>3</sup> The TER is a measure of the actual expenses incurred by the Fund over a 1 and 3-year period (annualised) ending 31 December 2018
- <sup>4</sup> Transaction Costs include: brokerage, Securities Transfer Tax [STT], STRATE, Levies and VAT.

## Cumulative Returns - Last 5 Years



## Top 10 Equity Holdings

Ishares Global Reit ETF	7.41%
Catalyst Global Real Estate Fund	6.88%
Growthpoint Properties Ltd	6.35%
Nepi Rockcastle Plc	5.77%
Redefine Properties Ltd	5.25%
Fortress Fund A	4.05%
Hyprop Investments Ltd	2.13%
Resilient Property Income Fund Ltd	1.87%
Capital and Counties Properties Plc	1.67%
Vukile Property Fund Ltd	1.66%

## FUND INFORMATION TO BE CONSIDERED BEFORE INVESTING

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**TRUSTEES** Standard Chartered Bank, 4 Sandown Valley Crescent, Sandton, 2196

**Contact Details - STANLIB COLLECTIVE INVESTMENTS (RF) PTY LIMITED**

T 0860 123 003 W stanlib.com and/or stanlibmultimanager.com

Published on: 6 March 2019

### Market overview

After pleasing performance in 2017, 2018 was a dreadful year for listed property. The asset class retreated just over 25%, reminding investors that listed property is not a risk-free asset class. Various factors contributed to this performance including the fall in the Resilient stable following allegations of accounting irregularities and fraud, political and policy uncertainty, weak economic growth, negative SA fundamentals and concerns around Brexit. In addition, online shopping continues to place pressure on many brick and mortar retailers. Cash returned 6.5% for the year and SA bonds – as measured by the All Bond Index – returned 7.7%.

### Asset class performance and risk statistics

Asset class	Q4 2018	1 year	3 years p.a.	5 years p.a.
FTSE/JSE ALSI	-4.9%	-8.5%	4.3%	5.8%
Financials	-2.1%	-8.8%	5.1%	8.9%
Resources	-4.5%	15.7%	22.3%	-0.3%
Industrials	-6.5%	-17.6%	-1.9%	4.9%
FTSE/JSE Capped SWIX	-3.8%	-10.9%	3.0%	5.3%
Bonds ALBI	2.7%	7.7%	11.1%	7.7%
Cash STeFI Composite	1.8%	7.2%	7.4%	6.9%
All Property Index (ALPI)	-6.2%	-25.0%	-5.0%	4.2%

Risk statistics since launch		
Lowest rolling 12-month return	-14.6% (12 months ended June 2008)	
Highest rolling 12-month return	46.8% (12 months ended March 2006)	
	Fund <sup>1</sup>	Benchmark
Maximum drawdown	-21.0%	-31.9%
Portfolio volatility	10.6%	15.7%

Source: STANLIB Multi-Manager.

### Portfolio review

The Fund's strategic blend between property and fixed interest assets aims to protect investors from extreme volatility and drawdowns in the property market, while participating in the majority of the potential performance upside. During the year the SAPY Index was down 25.0%, while the Fund lost 14.8%. Over the past 10 years the Fund delivered 10.2% per annum.

During November and December we invested into global property. Going forward, our strategic global allocation will be 15% of the Fund, benchmarked against the FTSE EPRA/NAREIT Global REIT Index. We believe this global allocation will provide improved diversification by accessing a large universe of global property shares. Historically, the Fund gained global exposure through counters, such as Intu and Capco, that have primarily been exposed to the UK and eastern Europe. Going forward, investors will have access to a much broader universe of global property counters.

We have split this 15% global strategic position between a passive global property exchange traded fund and Catalyst's Global Property Fund. Catalyst is one of the top SA listed property asset managers, with a reputable track record in managing a global property fund. Catalyst's fund has a bias towards property companies with high quality assets.

STANLIB and Coronation continue to manage flexible property mandates for the Fund, which allows them to allocate between property and shorter-dated fixed interest assets, providing a buffer against severe property drawdowns such as that seen in 2018. Both these managers manage a strategic allocation of 30% of the Fund. The residual allocation of the Fund is managed passively to track the SA All Property Index.

### Portfolio positioning and outlook

The Fund retains exposure to property shares at roughly 60%, of which 15% will be in global. The residual consists mainly of short duration income assets and bonds. Despite the poor performance of 2018, SA property remains the best performing local asset class over the 15 years to December 2018. The big question is how does the market react to the de-rating of listed property – does it see it as a buying opportunity off a low base? Or does it feel the weak fundamentals and mid-term outlook are still not sufficiently discounted in current share prices? Regardless of the short-term impact, we believe property provides pockets of great opportunity for patient investors willing to invest for the long-term.

**Duration** – a measure of the sensitivity of the price of a fixed-income investment to a change in interest rates. Duration is expressed as a number of years.

### Portfolio managers



**Richo Venter**  
Portfolio Manager  
BCom(Hons)  
(cum laude), CFA



**Jennifer Henry**  
Head of Portfolio  
Management:  
Retail Clients  
BCom(Hons), CFA, FRM