

### 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?

This is a global-only portfolio and invests in equities (all industries, sectors and capitalisation sizes) listed in global equity markets. The Fund provides investors with access to opportunities in global equity markets, while aiming to deliver high capital growth over the long-term.

The Fund's objective is to outperform the global equity benchmark, the MSCI AC IMI World Index, over the long-term.

### Risk profile



### What are the investment guidelines?

The STANLIB Multi-Manager Global Equity Feeder Fund is a feeder fund into the STANLIB Multi-Manager Global Equity Fund, a multi-managed fund which blends skilled and experienced active global equity managers from around the world, with Smart Beta.

Maximum foreign exposure: 100% of the portfolio.

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

\*The Fund invests in a single foreign-domiciled fund, giving the investor access through a rand-denominated fund, without the need to convert currencies. The returns quoted are based on the rand investment.

### 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



**Kent Grobbelaar**  
Head of Portfolio Management (UK)  
BCom(Hons), ICMQ,  
FAUT, IMC



**Renate Potgieter**  
Portfolio Manager  
BSc(Hons), CFA

### How do we select managers?

STANLIB Multi-Manager (Pty) Ltd follows a rigorous and disciplined offshore manager research and selection process that starts by analysing the asset class 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 and Smart Beta alternatives 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
Arrowstreet Capital	Team-based (CIO: Peter Rathjens)	13.0%
Hosking Partners	Multi-councillor (Mandate manager: Jeremy Hosking)	13.0%
Sands	Team-based (Head: Sunil Thakor)	13.0%
Sanders	Team-based (Head: Lew Sanders)	13.0%
Veritas	Andrew Headley	13.0%
Alliance Bernstein	Josh Lisser	35.0%

### 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 Global Equity Feeder Fund should be considered a medium to long-term investment. The Fund 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 Fund. The value of units (participatory interests) 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 only invests in foreign securities, and fluctuations or movements in exchange rates may therefore cause the value of underlying investments to go up or down. The Fund is also exposed to macroeconomic, political, tax, settlement and illiquidity risks that may be different to similar investments in the South African market. 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. A schedule of fees, charges and maximum commissions is available upon request from STANLIB Collective Investments (RF) Pty Limited (the Manco). Commission 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 and can engage in borrowing and scrip lending. Forward pricing is used which means Fund valuations are calculated and released at 12h30 (UK time) each business day using the prior day close of market prices. Your instructions are therefore processed at prices that are not yet determined when your instructions are received. Instructions must reach the Management Company before 14h30 (UK time) to ensure next day value.

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 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. 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.

The Fund is a feeder fund that invests in an underlying roll-up fund. A roll-up fund does not regularly distribute dividends or interest because income is used to buy additional shares. This Fund would therefore not usually pay distributions to investors.

### 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.

### 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.

## Investment Description

The Fund adopts a multi-managed approach to investing and blends different skilled and experienced active equity managers and strategies (with some passive and risk-premium strategies).

This is a global-only ZAR denominated portfolio and invests in equities (all industries and sectors, and all capitalisations sizes) listed in global equity markets. The Fund aims to deliver investors with high capital growth over the long-term. The Fund's objective is to outperform its global equity benchmark over the long-term.

## Suitable Investors

- Who wish to diversify single manager risk
- Who are looking to add exposure to global equity markets
- Who understand that the high exposure to growth assets and foreign currency exposure comes with higher volatility
- Who understand that the Fund may underperform the market significantly in the short term in pursuit of long-term gains
- Who typically have an investment horizon of at least seven years

## Risk Rating



■ Defensive assets ■ Growth assets

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

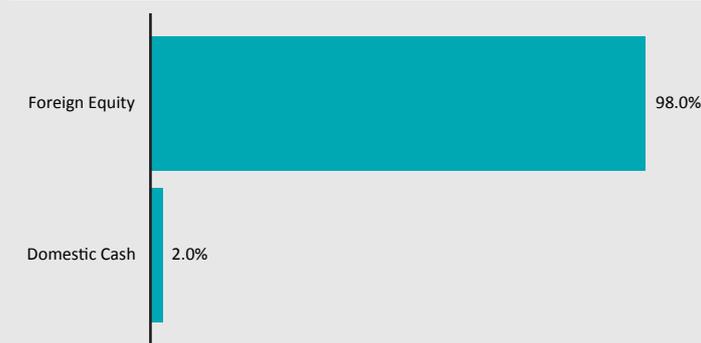
## Annualised Performance (%)

	1 Year	3 Years	5 Years	10 Years
Class A	13.80	13.12	13.72	11.57
Class B1	14.56	13.67	14.26	12.15
Benchmark	14.47	14.02	16.00	14.12
Sector Average	11.50	11.91	13.61	12.13

## Underlying Fund Managers

AB  
 Arrowstreet Capital  
 Hosking Partners  
 Sanders Capital  
 Sands Capital Management  
 Veritas Asset Management

## Physical See Through Asset Allocation %



Allocations less than 1% will not be shown.

## Income Distribution

	Declared in last 12 months	Declared during 2018
Class A	0.00 cpu	0.00 cpu
Class B1	0.00 cpu	0.00 cpu

## Portfolio Facts

**Portfolio Manager(s)** Renate Potgieter and Kent Grobbelaar  
**Portfolio Size (NAV)** R 1102 million  
**Sector** Global Equity General  
**Income Distribution** Fund feeds into roll-up fund, which does not distribute income.  
**Income Declaration** N/A  
**Benchmark** MSCI AC World Index IMI 95%; STeFI Composite Index 5%

**Class A**  
**Launch Date** 08 Sep 2000  
**Minimum Investment**  
 Lump Sum R5,000  
 Debit Order Per Month R500  
**ISIN No.** ZAE000025821  
**JSE Code** LIMA

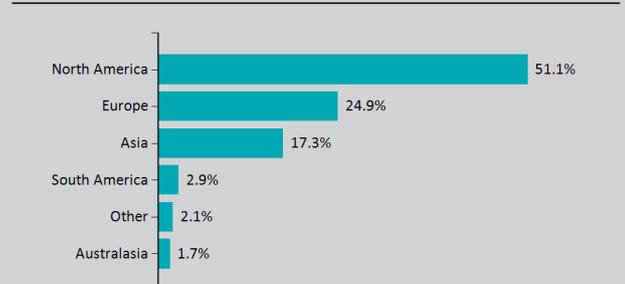
	Class A		Class B1	
	1 Year	3 Year	1 Year	3 Year
Advisor Fee <sup>1</sup>	0.50	0.50	0.00	0.00
Management Fee	0.40	0.40	0.65	0.65
Underlying Fund Fees	0.80	0.80	0.80	0.80
Underlying Performance Fees	0.00	0.00	0.00	0.00
Other <sup>2</sup>	0.04	0.07	-0.22	-0.09
VAT	0.26	0.26	0.19	0.20
<b>Total Expense Ratio (TER)<sup>3</sup></b>	<b>2.00</b>	<b>2.03</b>	<b>1.42</b>	<b>1.56</b>
<b>Transactional Costs (inc. VAT)<sup>4</sup></b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Total Investment Charges</b>	<b>2.00</b>	<b>2.03</b>	<b>1.42</b>	<b>1.56</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 30 June 2018
- <sup>4</sup> Transaction Costs include: brokerage, Securities Transfer Tax [STT], STRATE, Levies and VAT.

## Cumulative Returns - Last 5 Years



## Geographic allocation



## FUND INFORMATION TO BE CONSIDERED BEFORE INVESTING

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COMPLIANCE NO: 752B62

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### Market overview

Emerging markets (EM) lagged developed markets (DM) for the second consecutive quarter in 2018 as the global trade war between the United States and China continued to dominate headlines. The US intensified tariffs on Chinese imports, adding 10% on a further \$200 billion worth of goods. After the increase, President Trump highlighted that he stood ready to increase the basket of goods should China retaliate. His message fell on deaf ears as China swiftly countered with 5% to 10% increases on \$60 billion worth of US imports.

Despite the tussle between the two economic giants, the US economy remains strong. This is visible in the rally of the US dollar; their robust labour market and the 7.7% quarterly return from the S&P 500 at a time when DM only gained 5.1%. These positive developments gave the Fed room to hike interest rates in September from 2.0% to 2.3%.

Unfortunately, the higher DM interest rates and stronger US dollar do not bode well for EM assets and not surprisingly; most countries saw their currencies lose value. EM equities lost 1% for the quarter in US dollars. Year-to-date, this translates to a loss of 7.5%, which is way below the 5.8% return from DM over the same period. The higher oil price helped contain some of the poor performance as oil-producing countries such as Russia, Brazil and the UAE returned 6.6%, 6.2% and 3.1% respectively. Real yields remain high in most countries and in recognition of this and other dynamics, foreign investors have ploughed \$13 billion into EM bonds this year and \$21.7 billion into equity markets.

South Africa fared worse than its EM peers as signs of poor economic growth surfaced during the quarter, as well as consensus economic growth expectations reducing. This sent the rand from R13.73 to the US dollar at the start of the quarter, to R14.14 by the end of September.

Looking at financial markets, DM rose during the quarter, primarily driven by US market strength and dollar strength coupled with trade tensions, pulled EMs into the red. As a result of these divergent returns, global equities as a whole gained 3.8% in US dollar terms. A weaker rand provided a further 3.0% boost to offshore rand returns.

### Asset class performance and risk statistics

Asset class	Q3 2018	1 year	3 years p.a.	5 years p.a.
FTSE/JSE ALSI	-2.2%	3.4%	6.7%	8.0%
Financials	2.8%	8.1%	4.6%	10.9%
Resources	5.2%	27.1%	15.7%	1.0%
Industrials	-7.8%	-7.7%	2.5%	7.7%
FTSE/JSE Capped SWIX	-1.7%	0.4%	4.5%	7.4%
Bonds ALBI	0.8%	7.1%	7.8%	7.2%
Cash STeFI Composite	1.8%	7.3%	7.3%	6.8%
All Property Index (ALPI)	-1.5%	-14.0%	-3.5%	6.1%

Risk statistics since launch	
Lowest rolling 12-month return	-40.3% (12 months ended March 2003)
Highest rolling 12-month return	48.5% (12 months ended December 2013)
	<b>Fund*</b> <b>Benchmark</b>
Maximum drawdown	-43.3% -35.3%
Portfolio volatility	16.3% 14.0%

Source: STANLIB Multi-Manager.

### Portfolio review

The STANLIB Multi-Manager Global Equity Feeder Fund returned a strong 8.5% return over the quarter. This performance was driven by the underlying fund outperforming the benchmark by more than 1% and as mentioned above, the rand's 3% depreciation added to the absolute returns. The outperformance over the quarter is pleasing given that the Fund's overweight to EMs would have weighed on returns. Sector positioning, however, contributed, especially the overweight exposure to technology.

Looking to the underlying managers, Veritas had a great quarter, outperforming their benchmark by more than 3%. Having been a large detractor in the recent past, healthcare stock selection came through strongly for Veritas. This strong quarter reverses their losses, bringing their 12-month performance marginally ahead of the benchmark.

Sanders also had a good quarter, which is pleasing given that the value style underperformed. Sector allocation, particularly from the technology sector, contributed most to their outperformance. This positioning is reflective of their pragmatic approach to value. As with Veritas, Sanders' healthcare exposure also contributed.

Sands' large overweight to technology contributed over the quarter, resulting in strong alpha. The AB mandate detracted as a result of value underperforming, which is in line with our expectations.

### Portfolio positioning and outlook

The economic outlook has not changed much since last quarter. We expect trade wars to continue dominating headlines and this could weigh heavily on EM sentiment. The Fed remains on track with interest rate hikes and could possibly raise rates once more this year. In addition, we view the increased market volatility coupled with markets becoming less directional, as an opportunity for active managers. The global and SA environment remains highly uncertain; hence we continue to emphasize the importance of a long-term focus when making investment decisions.

### Portfolio managers



**Kent Grobbelaar**  
Head of Portfolio Management (UK)  
BCom(Hons), ICMQ, FAUT, IMC



**Renate Potgieter**  
Portfolio Manager  
BSc(Hons), CFA