

## Portfolio Manager Commentary

This month we delve into Perspective's definition of what makes a business 'Quality' in our approach to investing your savings.

To us, quality is an **intangible** attribute. It is a mindset in an individual, or it can be labeled an attitude. In a business context it is called a culture, or in more practical terms, it is just the way things are done.

We focus on searching for, investing in and spending almost all our time and energy on learning more about businesses with the intangible quality attributes that we respect and admire.

A few examples of the types of quality attributes we consider important are:

- An ability to **see** the wood for the trees.
- An ability to **accept** reality.
- An ability to **adapt** to reality.

We give preference to businesses with engrained attitudes that became part of the DNA of the organisation itself. This means it stands above any individuals in the business, including its leaders, and it transcends multiple generations of its people.

Businesses that possess these intangible quality attributes we seek cannot easily be placed into a neat little black & white box. It turned out, once we identified what we were looking for and we looked hard, they could be found in any country, business sector or industry and they can be of any size.

Bringing it all together, in the final reckoning, these intangible quality attributes must become **tangible** by delivering meaningful long-term growth in per share real-world business values.

We will only believe a business meets our definition of quality once we can **evidence** it.

Our work continues...

## Fund Asset Allocation

	% of Fund
ZAR Cash	43,1%
ZAR Equity	45,4%
ZAR Government Bonds	5,3%
ZAR Property Equity	1,9%
Offshore Cash	4,3%
Preference Shares	0,0%
Commodities	0,0%

## Top 10 Equity Holdings

	% of Fund
Sasol	5,1%
Discovery Holdings	3,1%
Remgro	3,1%
Hosken Consolidated Investments	2,8%
Omnia Holdings	2,8%
Wilson Bayly Holmes - Ovcon	2,7%
Anglogold Ashanti	2,2%
Sappi	2,1%
MTN Group	2,1%
Investec Bank	1,9%

## Fund Performance

N/A

## Income Distributions

March 2018

A1 class: 2,33cpu

## Fund Information

<b>Fund Manager</b>	Perspective Investment Management Daniel Malan and Sean Neethling
<b>ASISA Fund Classification</b>	SA – Multi Asset – High Equity
<b>Risk Profile</b>	Moderate
<b>Benchmark</b>	CPI + 5%
<b>Fund NAV</b>	ZAR 16,1mn
<b>ISIN</b>	ZAE000248605
<b>Fund Launch Date</b>	Monday, 04 September 2017
<b>Issue Date</b>	Thursday, 02 August 2018
<b>Income Distribution</b>	March
<b>Annual Management Fee</b>	1% exclusive of VAT
<b>Total Expense Ratio (TER)</b>	N/A
<b>Minimum Investment</b>	Lump Sum: R 10 000 / Monthly: R 500

## About the Fund Manager

**Perspective** is an investment management firm based in Cape Town, South Africa. The firm was founded in January 2017 and is designed to be an employee-owned and managed business focused on the principles of long-term investing on behalf of our clients. Our commitment is to establish a resilient enterprise that creates exceptional long-term value for all our current and future clients and stakeholders.

**Daniel Malan** B.Com, CFA

Daniel has 22 years of investment industry and business management experience across multiple asset classes and geographies.

**Sean Neethling** M.Com Finance

Sean has 16 years of relevant industry experience across listed and unlisted credit and fixed income markets.

## Investment Objective

The Fund aims to provide investors with long-term investment returns after costs at or above its benchmark of the South African inflation rate plus 5%.

## Investment Strategy

The Fund complies with Regulation 28 of the Pension Funds Act and may invest up to maximums of 75% in equities and 25% in offshore assets. The Fund will invest in a diversified range of equities, investment grade bonds, property and cash, but may also invest in preference shares, currencies and commodities when sensible opportunities present themselves.

The flexibility of this mandate empowers the fund managers to be more fully invested when a diversified selection of good assets are cheap and to be positioned defensively when good assets are very expensive or highly concentrated in a single sector.

## Suitability

The Fund is most suited to investors with an investment horizon of five to ten years seeking a combination of principal preservation, income generation and long-term capital growth.

## Tax Free Investment

Based on section 12T of the Income Tax Act this Fund qualifies as a tax-free investment account (“TFSA”). This allows South African individuals to qualify for no tax on distributions and / or capital gains while invested in the Fund. The current tax framework limits contributions to tax-free investments to R33 000 per tax year with the lifetime limit capped at R500 000. Any contributions exceeding these limits will be subject to tax. It is recommended that any investor considering investing in the Fund for specific tax purposes and requires explicit tax advice consult directly with a qualified tax professional. Perspective Investment Management (Pty) Ltd does not render financial advice but can recommend accredited professionals who are licenced to do so if required.

## What It Really Means

**Long-Term:** An investment period of five to ten years.

**ASISA:** Association for Saving & Investment South Africa.

**Moderate Risk:** The fund aims to maximise long-term capital growth and can invest up to 75% in equities, which provide the best opportunity for high returns but also carry the risk of temporary and / or permanent capital loss.

**CPI:** South African Consumer Price Index.

**Fund NAV:** The total amount of investor capital in the fund.

**ISIN:** The International Securities Identification Number is a code that uniquely identifies your fund.

**Issue Date:** The date that this MDD document is approved for publication.

**Annualised Performance:** Shows fund performance re-scaled to a 12-month period. The average return per year over the period.

**Highest and Lowest Return:** The highest and lowest return over a 12-month period since the inception of the fund.

**Total Expense ratio (“TER”):** The total cost to the investor from investing in the fund inclusive of audit, custody and trustee fees. Please note the Total Expense Ratio and Transaction Costs cannot be determined accurately because of the short life span of the Financial Product and the funds TER will be available after one year.

## Contact Details

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*The Management Company and Trustee are registered and approved under the Collective Investment Schemes Control Act (No.45 of 2002).  
Prescient is a member of the Association for Savings and Investments SA.*

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*Perspective Investment Management (Pty) Ltd is an authorised Financial Services Provider (FSP No. 47672) under the Financial Advisory and Intermediary Services Act (No.37 of 2002), to act in the capacity as investment manager. This information is not advice, as defined in the Financial Advisory and Intermediary Services Act (No.37 of 2002). Please be advised that there may be representatives acting under supervision.*

## Disclaimer

This portfolio operates as a white label fund under the Prescient Unit Trust Scheme, which is governed by the Collective Investment Schemes Control Act. Collective Investment Schemes in Securities (CIS) should be considered as medium to long-term investments. The value may go up as well as down and past performance is not necessarily a guide to future performance. CIS's are traded at the ruling price and can engage in scrip lending and borrowing. The collective investment scheme may borrow up to 10% of the market value of the portfolio to bridge insufficient liquidity. A schedule of fees, charges and maximum commissions is available on request from the Manager. There is no guarantee in respect of capital or returns in a portfolio. A CIS may be closed to new investors in order for it to be managed more efficiently in accordance with its mandate. CIS prices are calculated on a net asset basis, which is the total value of all the assets in the portfolio including any income accruals and less any permissible deductions (brokerage, STT, VAT, auditor's fees, bank charges, trustee and custodian fees and the annual management fee) from the portfolio divided by the number of participatory interests (units) in issue. Forward pricing is used.

The Fund's Total Expense Ratio (TER) reflects the percentage of the average Net Asset Value (NAV) of the portfolio that was incurred as charges, levies and fees related to the management of the portfolio. A higher TER does not necessarily imply a poor return, nor does a low TER imply a good return. The current TER cannot be regarded as an indication of future TER's. During the phase in period TER's do not include information gathered over a full year.

Transaction Costs (TC) is the percentage of the value of the Fund incurred as costs relating to the buying and selling of the Fund's underlying assets. Transaction costs are a necessary cost in administering the Fund and impacts Fund 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 Fund, investment decisions of the investment manager and the TER.

The Manager retains full legal responsibility for any third-party-named portfolio. Where foreign securities are included in a portfolio there may be potential constraints on liquidity and the repatriation of funds, macroeconomic risks, political risks, foreign exchange risks, tax risks, settlement risks; and potential limitations on the availability of market information. The investor acknowledges the inherent risk associated with the selected investments and that there are no guarantees.

Please note that all documents, notifications of deposit, investment, redemption and switch applications must be received by Prescient by or before 13:00 (SA), to be transacted at the net asset value price for that day. Where all required documentation is not received before the stated cut off time Prescient shall not be obliged to transact at the net asset value price as agreed to. Money market Funds are priced at 1pm. All other Funds are priced at either 3pm or 5pm depending on the nature of the Fund. Prices are published daily and are available on the Prescient website.

Performance has been calculated using net NAV to NAV numbers with income reinvested. The performance for each period shown reflects the return for investors who have been fully invested for that period. Individual investor performance may differ as a result of initial fees, the actual investment date, the date of reinvestments and dividend withholding tax. Full performance calculations are available from the manager on request.

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**For any additional information such as fund prices, brochures and application forms please go to [www.perspectiveim.co.za](http://www.perspectiveim.co.za).**

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