

Fund Objective

This is a portfolio with moderate aggressive risk qualities with a primary objective to deliver capital growth over the long term and where the asset allocation and stock selection is systematically managed using quantitative models. The manager focusses less on income generation, being a secondary goal to capital growth.

Fund Strategy

The portfolio will invest in a combination of equities, bond, money market instruments, listed property as well as international equities and fixed interest investments. The portfolio will be broadly diversified across asset classes. Active asset allocation and securities selection appropriate to the needs of moderate investors will be followed. The exposure to equities will not exceed 75%. This portfolio will be managed in accordance with regulations governing pension funds.

Fund Information

Ticker	NSCBF
Portfolio Manager	Thomas B Schlebusch & Stuart Gordon Reid
ASISA Fund Classification	South African - Multi Asset - High Equity
Risk Profile	Moderate Aggressive
Benchmark	ASISA Category Avg: SA - Multi Asset - High Equity
Fund Size	R 48,460,174
Portfolio Launch Date*	01/10/2017
Fee Class Launch Date*	01/10/2017
Minimum Lump Sum Investment	R 100,000
Minimum Monthly Investment	R 10,000
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	3.45
Maximum Annual Advice Fee	—
Manager Initial Fee	—
Manager Annual Fee	1.02
Total Expense Ratio	2.00
Transaction Cost	1.17
Total Investment Charges	3.17
Performance Fee	0.58
TER Measurement Period	01 October 2017 - 30 September 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. The TER and Transaction Costs cannot be determined accurately because of the short life span of the Financial Product.

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 fees are incentive fees earned by the manager for performance in excess of the benchmark. Performance Fee Benchmark: ASISA Category Average: South African - Multi Asset - High Equity, Sharing Ratio: 10%, Minimum Fee: 1.02%, Maximum Fee: 3.13%. All fees are inclusive of VAT. Example: If the fund performs in line with its performance fee benchmark, the fee will be 1.02%.

*NMRQL Sanlam Collective Investments Balanced Fund.

**These figures will become available once sufficient performance history has been met.

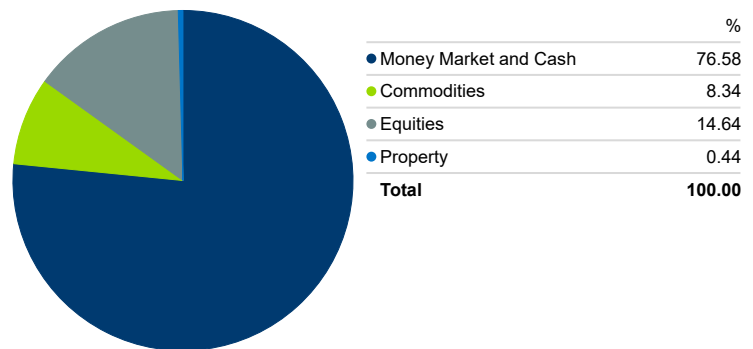
MDD Issue Date: 19/11/2018

Top Ten Holdings

	(%)
Absa NCD 27122018	15.42
T Bill 12122018	14.31
Absa NCD 14122018	11.07
Nedbank Group Ltd NCD 18042019	10.39
NewFunds GOVI ETF	7.73
Satrix S&P 500 Feeeder fund	6.10
Africagold EFT	4.08
Sygnia Itrix S&P 500 ETF	4.06
Kumba Iron Ore Ltd	3.36
Clicks Group Ltd	3.12

Asset Allocation

Portfolio Date: 30/09/2018



Annualised Performance (%)

	Fund	Benchmark	JSE ALSI J203T
1 Year	-3.96	-3.70	-8.38
3 Years	—	—	—
5 Years	—	—	—
Since Inception	-1.96	-0.28	-2.77

Cumulative Performance (%)

	Fund	Benchmark	JSE ALSI J203T
1 Year	-3.95	-3.69	-8.37
3 Years	—	—	—
5 Years	—	—	—
Since Inception	-2.11	-0.30	-2.98

Highest and Lowest Annual Returns**

Time Period: Since Inception to 31/12/2017

Highest Annual %	—
Lowest Annual %	—

Risk Statistics (3 Year Rolling)**

Standard Deviation	—
Sharpe Ratio	—
Information Ratio	—
Maximum Drawdown	—

Distribution History (Cents Per Unit)

30/06/2018 8.56 cpu

Administered by

Risk Profile

Moderate Aggressive

In this portfolio, capital growth is of primary importance and results in a higher allocation to equities. The portfolio may display capital fluctuations over the shorter term, however, volatility levels should be lower than a pure equity fund. While diversified across all the major asset classes, this portfolio is tilted more towards equities and other risky asset classes to ensure the best long-term returns of all the asset classes. Fixed income positions are minimized.

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 Volatility Volatility is a measure of 'risk' and refers to the extent to which the price of an investment or capital value fluctuates over a certain period of time. Funds with high volatility usually offer the potential for higher returns over the longer term than low volatility funds.

Cumulative Returns Cumulative return is the total growth experienced over the period measured. **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.

Distributions The income that is generated from an investment and given to investors through monthly, quarterly, bi-annual or annual distribution pay-outs.

Diversification This is a strategy designed to reduce risk within a portfolio by combining a variety of investments (or asset classes) such as equities, bonds, cash or property, which are unlikely to all move in the same direction at the same time. This is designed to reduce the risk (and protect against capital losses) within a portfolio. Diversification allows for more consistent performance under a wide range of economic conditions as it smooths out the impact of negative market events. The positive performance of some investments or asset classes should neutralize the negative performance of others.

Financial Instruments Derivatives also known as financial instruments (such as a future, option, or warrants) whose value derives from and is dependent on the change in value of an underlying asset (such as a commodity, currency, or security) to protect against risk (capital losses).

Fund Objective The fund objective is the portfolio's core goal.

Fund Strategy The fund strategy is the way that the fund is managed to achieve the fund objective.

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.

Collective Investment Schemes Collective Investment Schemes (CIS) (also called unit trusts) are portfolios of assets such as equities, bonds, cash and listed property, in which investors can buy units. They allow private investors to pool their money together into a single fund, thus spreading their risk across a range of investments, getting the benefit of professional fund management, and reducing their costs.

LISP (Linked Investment Service Provider) A Linked Investment Service Provider is a financial institution which packages, distributes and administers a broad range of unit trust investments.

Market Capitalization Market capitalization is the total value of the issued shares of a publicly traded company; it is calculated by multiplying the share price by the number of shares in issue.

Maximum Drawdown The maximum drawdown measures the highest peak to trough loss experienced by the fund.

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 ...

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 NMRQL Research (Pty) Ltd, (FSP) Licence No. 45782, 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

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NMRQL SCI Balanced - Fund Commentary

As at 30 September 2018

Q3 2018 continued to be characterized by SA and EM equity markets being heavily driven by sentiment around trade-wars between the USA and China. Recent concerns about Italian budget deficit levels and Brexit talks have further added to global "risk off" sentiment.

The South African market was characterized by an equity index that lost more than 3% of its value, a government bond market that gained around 80bpts, both amidst high levels of volatility and a currency (Rand) that lost more than 3% of its value against the dollar.

The JSE factor driven indices for value and growth both ended in negative territory with the value stocks index ending down around 2.7% and the growth stock index down around 4.1%. Further afield the S&P500 index rallied by almost 7.5% over the quarter, but with concerns rising about US interest rate hikes.

Notwithstanding, the NMRQL SCI Balanced fund ended the quarter comfortably in positive territory. This has been thanks to the implementation of several new algorithms that help guide our investment decisions. Our fund considers many different investment factors such as the traditional factor premia (growth, quality, value, profitability, dividends, momentum etc.) as well as a non-traditional set of "Machine Learning" premia. These are combined in a novel way in which we try to forecast what the factors will be that outperform going forward, using some proprietary models.

The NMRQL SCI Balanced fund also celebrates its one-year birthday this month. While the fund has outperformed the All Share equity index over the past 1-year we have fallen short of our peer group benchmark. The improvements we made in July of 2018 has had a positive effect on both our asset allocation (and by definition, diversification) and specifically on our stock selection (and by definition our diversification across equity stock drivers).

Our fund currently has an asset allocation of: 35% Equity Quality, 7% Equity Profitability, and around 18% to a blend of Value-Profitability-Growth-Quality and ML factors. We also have around 14% exposure to offshore equities, 8% in gold and the rest in NCD's and cash. We have also hedged out a small portion of our equity exposure using an index put structure.

We have also recently been asked why we trade using eCFD's as opposed to cash equities. Using CFD's creates the impression that our trading costs as reflected by the TIC are extremely high. This simply has to do with the way that the CIS regulations require our funds to reflect its trading costs. By using cash settled equities our trading costs would be higher than what the net effect is using eCFDs. Using cash settled equities we would incur brokerage, SST and Vat charges, whereas using eCFDs we only incur the brokerage charges. However, in the case of cash settled equities we give the counterparty the cash in return for the stock. In the case of the eCFD we buy the performance of the stock and have to pay a funding charge for that exposure. The upside is however that we still keep our cash on hand and can invest it at a slightly higher rate than the funding charge. Unfortunately, however, the CIS calculation does not allow us to offset the funding charge against the interest earned on the cash investments we have made. Even though the net position often ends up being positive for the fund, again resulting in a lower overall cost of trading for the fund. The performance of the underlying stock exposure is also the same regardless if we had implemented the trade using an eCFD or cash settled equity. While the above is quite simplistic, please feel free to contact us if you would like more information or have questions on this point.

Portfolio Managers

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