Minimum Disclosure Document
(Fund Fact Sheet)

Sanlam Select Optimised Equity Fund

October 2019

Fund Objective

This is a pure equity fund diversified across all sectors of the JSE. The fund aims to achieve maximum capital growth above the benchmark over the medium to long-term by investing in companies that are undervalued relative to realistic growth prospects. This fund is suitable for investors who can withstand potential capital volatility in the shorter term.

Fund Strategy

The "Optimised" approach refers to the investment style which will incorporate global best techniques in the investment risk management framework. These risk budgeting methods may be quantitatively implemented however the selection process is still based on fundamental research. The Fund aims to consistently add incremental alpha above the FTSE/JSE Shareholder Weighted Index. The Fund may hold offshore equity. The investment manager will also be allowed to invest in listed and unlisted financial Instruments as allowed by the Act from time to time in order to achieve its investment objective.

Why choose this fund?

This Fund gives you active exposure to the South African Equity market. The small Assets Under Management (AUM) of the manager means that the manager is very nimble and able to execute ideas quickly and react speedily to changes in market conditions. Strong risk management capability should allow for well balanced portfolio construction in order to produce stable benchmark beating returns. Over a medium to long term time horizon the Fund should produce good real returns significantly above inflation.

Fund Information

ASISA Fund Classification	South African Equity General
Risk Profile	Aggressive
Benchmark	FTSE JSE Shareholder Weighted All Share Index
Fee Class Launch date*	01 September 2014
Portfolio Launch date	01 April 2003
Minimum investment	LISP minimums apply
Portfolio Size	R 436 million
Bi-annual Distributions	30/06/19: 0.00 cents per unit 31/12/18: 77.29 cents per unit
Income decl. dates	30/06 | 31/12
Income price dates	1st working day in January and July
Portfolio valuation time	15:00
Transaction cut off time	15:00
Daily price information	The local newspaper and www.sanlamunittrusts.co.za
Repurchase period	3 working days

Fees (Incl. VAT)	LISP-class (%)
Advice initial fee (max.)	Neg.
Manager initial fee (max.)	0.00
Advice annual fee (max.)	Neg.
Manager annual fee (max.)	1.15
Total Expense Ratio (TER)	1.18

Advice fee | Any advice fee is negotiable between the client and their financial advisor. An annual advice fee negotiated is paid via a repurchase of units from the investor.

Obtain a personalised cost estimate before investing by visiting www.sanlamunittrustsmdd.co.za and using our Effective Annual Cost (EAC) calculator. Alternatively, contact us at0860 100 266.

This fund is available via certain LISPS (Linked Investment Service Providers), which levy their own fees.

TOTAL EXPENSE RATIOS
PERIOD: 01 October 2016 to 30 September 2019

Total Expense Ratio (TER) | 1.18% of the value of the Financial Product 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. Inclusive in the TER of 1.18%, a performance fee of 0.03% of the net asset value of the class of Financial Product was recovered.

Transaction Cost (TC) | 0.76% of the value of the Financial Product 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) | 1.94% of the value of the Financial Product was incurred as costs relating to the investment of the Financial Product.

Top 10 Holdings

Top 10	% of Equity
Naspers	7.81
Anglo American	6.45
British American Tobacco Plc	5.73
Standard Bank Group Limited	4.99
Prosus	4.22
Firstrand Limited	4.00
Sanlam	3.41
ABSA Group Limited	3.24
MTN Group Limited	3.14
Spar group	2.94

Performance (Annualised) as at 31 Oct 2019 on a rolling monthly basis*

LISP-class	Fund (%)	Benchmark (%)
1 Year	8.26	9.53
3 Year	4.24	4.52
5 Year	4.48	4.54
Since inception	4.26	4.45

An annualised rate of return is the average rate of return per year, measured over a period either longer or shorter than one year, such as a month, or two years, annualised for comparison with a one-year return.

Performance (Cumulative) as at 31 Oct 2019 on a rolling monthly basis*

LISP-class	Fund (%)	Benchmark (%)
1 Year	8.26	9.53
3 Year	13.27	14.19
5 Year	24.47	24.84
Since inception	24.02	25.25

Cumulative return is the aggregate return of the portfolio for a specified period.

*Significant changes to this fund came into effect from 01 September 2014 and all performance figures are calculated from this date and not the original fund launch date.

Risk statistics: 3 years to 31 Oct 2019

Std Deviation (Ann)	10.62
Sharpe Ratio (Ann)	-0.30

Actual highest and lowest annual returns*

Highest Annual %	17.39
Lowest Annual %	-9.60

*Performance figures sourced from Morningstar.

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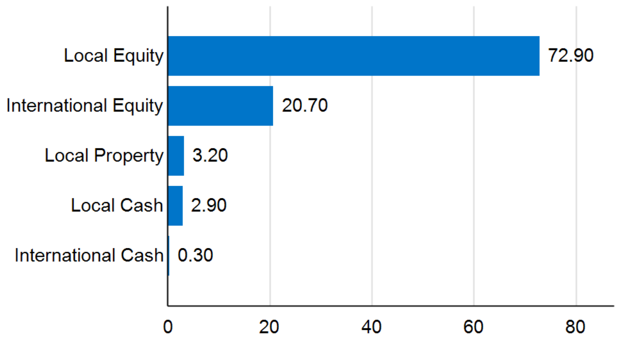
Asset Allocation



Investment Manager Monthly Commentary

MSCI Emerging Markets (EM) outperformed MSCI Developed Markets in October for the first time since January, delivering a US Dollar total return gain of 4.2% vs. 2.6%. MSCI Frontier Markets underperformed, posting a Dollar total return of just 0.8%.

Within the MSCI World regions, the Pacific and European regions recorded total return gains of 4.2% and 3.2% respectively, while North America underperformed with a total return gain of 1.8%.

Within MSCI EM, the Asia and Latin America regions each gained 4.5% in October, while the Europe, Middle East and Africa (EMEA) region returned 2.8% with MSCI South Africa returning 3.2% over the month.

Health Care was the best performing equity sector within both the developed and emerging markets in October. Energy was the second-best performer within MSCI EM, but the worst within MSCI World.

Within MSCI South Africa, Materials, Health Care and Consumer Staples were the top performing equity sectors in October. The only negative total returns came from Consumer Discretionary, dragged down by the poor performance from Naspers.

On the macro front, the US Federal Reserve (Fed) was more or less 'Goldilocks' (appropriately balanced and flexible giving some soft forward guidance), while China's economy seems to stabilise and the Central Committee of the Communist Party in China strengthened its commitment for further opening of its economy.

The US Dollar fell to its lowest level since July, breaking its 200-day moving average for the first time since June. In 2017, the Dollar broke its 200-day average and fell over 10% triggering a significant rally in emerging markets. South Africa's Rand ended the month flat against the Dollar, while trading in a 5.5% trading range.

In commodities, oil moved c.4% higher, while gold was up c.1%. The real price action was in platinum group metals, where rhodium and palladium saw prices squeezing c.7% higher over the month (c.9% from bottom to top), while platinum saw a c.2% increase.

SA domestic macro trends remain lacklustre with the latest retail sales and car registration numbers hobbling around 0% year-on-year (y/y). SA food price inflation (CPI) has picked up (to 3.8% y/y for September, after troughing at 2.3% y/y in February) but the hit to corporate margins has kept headline inflation in check. Weakness in building plans passed relative to a high rate of buildings completed (see slide 24) is indicative of a further downturn in construction output and employment. The highly anticipated Medium-Term Budget Policy Statement did not offer an optimistic outlook, highlighting further deteriorating state finances, while remaining light on detail around restructuring of state-owned enterprises, in particular Eskom.

On the back of the above, the SA equity market (FTSE/JSE All Share Index [ALSI]) delivered a positive Rand total return of 3.1% in October. Mid-caps outperformed with a total return gain of 7.2%, while Large Caps and Small Caps only managed return gains of 2.4% and 1.7% respectively. The FTSE/JSE SA Listed Property Index (SAPY) returned a positive 1.9%, while the FTSE/JSE All Bond Index (ALBI) posted a negative total return in October, albeit only 0.3%.

Both SA Resources (+7.3%) and SA Financials (+3.6%) outperformed in October, but SA Industrials lagged with a total return gain of just 0.3%.

Within SA Resources, the top performance came from Gold Mining and Platinum with total return gains of 22% and 16.7% respectively as a cyclical value rally took place, underpinned by a global 'risk-on' environment and a 'position squeeze'. Solid performance came from the gold miners across the board (Sibanye +38.9%, Gold Fields +22.1%, Harmony +20.8%, AngloGold +16.3%), while Anglo American Platinum (+23.5%) and Northam (+22.7%) were the top platinum performers. Industrial Metals (-2.2%) was the only sector to record negative returns in October.

Within SA Financials, General Financials (+6%), Real Estate Development & Services (+5.7%) and Life Insurance (+5.1%) posted solid total returns over the month, with smaller returns coming from Equity Investments (+3.5%), Banks (+2.5%) and REITs (+1.8%). Non-life Insurance was the only negative performer, shedding 3.9% in October.

Of the major SA Industrials, the top performers were Pharmaceuticals (+19.2%), Food & Drug Retailers (+10.2%), Media (+6.8%), Personal Goods (+6.3%) and Health Care Equipment (+5.8%). Meanwhile, Beverages (-11.8%), Software & Computers (-6.1%), Travel & Leisure (-5.1%) and Tobacco (-4.1%), were the worst performers within SA Industrials.

Year to date, the ALSI has posted a total return gain of 10.4% vs. 8.1% for the ALBI and 3.2% for the SAPY. Cash has posted a year-to-date total return gain of 6.1%. Within equities, SA Resources (+21.2%) have outperformed SA Industrials (+9.3%) and Financials (+1.4%).

Following solid outperformance in the preceding months, the Optimised Equity Fund underperformed the benchmark in October. This, as a market leadership narrowed substantially, with the top eight stocks of the FTSE/JSE Shareholder

Weighted All Share Index (SWIX) essentially representing the benchmark's entire points gain for the month. That means that the remaining approximately 155 stocks contributed zero points gain in sum, essentially counteracting any diversification of the portfolio beyond those eight stocks. Contributors during the month included the structural underweight position in Naspers in the portfolio as well as overweight positions in Anglo American plc, Apple, Mediclinic and Harmony, with an underweight position in BHP also helping.

Detractors included underweight positions in select precious metal names like Sibanye, Anglo American Platinum and Gold Fields, underweight positions in Aspen and Bidcorp as well as overweight positions in some of the dual-listed stocks, namely British American Tobacco and Anheuser-Busch InBev (AB InBev). While many of the underweight positions in the precious metal names were based on high valuations or ESG risks we are not comfortable taking, recent volatility has allowed the fund to add exposure to Anglo American Platinum and Northam at cheaper valuations. AB InBev fell sharply on the back of weaker than expected third-quarter numbers, however, we are comfortable with the position, as management laid out plans for a recovery and on the back of its current valuations, which put the stock on a c.30% discount to its peers. In all, and notwithstanding short-term volatility across various sectors, factors and styles, we are comfortable with the positioning of the fund and anticipate continued good performance.

Looking ahead, what a difference a month makes. At the time of writing, the Fed delivered its third cut in rates, continuing to stimulate the short end of the curve, while the US and China are reportedly close to a 'Phase 1' deal. In addition, Brexit has been pushed out again to 31 January 2020, while 'progress has been made' towards avoiding a trade war between the US and Europe's auto industry. The aforementioned could well lead to a potential risk-on year-end rally, however, risks remain, not the least due to the unpredictable nature of politics in the form of US-China trade negotiations, Brexit or the consequences of a potential impeachment of the US president.

Here in SA, the macro environment remains challenging, with consumers under duress and political and economic reforms slow and fraught with high implementation risk.

That said, SA equity valuations, even including Naspers, using MSCI SA multiples (on 12-month forward consensus) are trading on a par with MSCI Emerging Markets (EM) for the first time in eight years. Ex Naspers, calculations show that MSCI SA is trading on 10.6x, equivalent to a 12% discount to MSCI EM. The sector valuations breakdown shows that all the SA domestic sectors trade at discounts to their EM peers with the exception of food and drug retailers.

So, given a seemingly more benign global environment where green shoots are slowly unfolding, central banks remain accommodative, 'mini trade deals' are being done, and as less uncertainty leads to better growth outcomes, SA could become a beneficiary, despite its domestic woes.

In the eyes of some market commentators, South Africa would benefit disproportionately from a US-China trade deal in November given its exposure to the global cycle. Global risk-on tactically supports the thirst for (cyclical) yield, the

Rand (where foreign investors are currently short), bonds and domestic assets. However, current de-globalisation, structural rigidities, Eskom, rising twin deficits, the seeming reluctance of political will to reform, soft industrial commodities and rising volatility are long-term realities.

With the above backdrop in mind the fund will continue to seek a balanced exposure to achieve optimal risk-adjusted returns for its investors, taking advantage of opportunities in markets, both in SA and globally, while trying to mitigate the potential risks that arise from the world we currently live in.

Appointed Investment Manager

Sentio Capital Management (Pty) Ltd

Investment Manager Disclaimer

The management of investments are outsourced to Sentio Capital Management (Pty) Ltd, FSP 33843, an authorised Financial Services Provider under the Financial Advisory and Intermediary Services Act, 2002.

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Risk Profile (Aggressive)

This is an aggressively managed, high-risk portfolio that aims to deliver capital growth over the long term (greater than 5 years). It is designed to substantially outperform the markets and therefore carries a long-term investment horizon (5 years and upwards). The portfolio will be diversified across all major asset classes with significant exposure to equities, and may include offshore equities. There may be some capital volatility in the short term, although higher returns may be expected from five years or beyond.

Trustee Information

Standard Bank of South Africa Ltd

Tel no.: 021 441 4100
E-mail: Compliance-SANLAM@standardbank.co.za

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 performance is not necessarily a guide to future performance, 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 other unit trust portfolios which levy their own fees, and may result is 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 fund may from time to time invest in foreign countries and therefore it may have risks regarding liquidity, the repatriation of funds, political and macroeconomic situations, foreign exchange, tax, settlement, and the availability of information. The Manager has the right to close any portfolios to new investors to manage them more efficiently in accordance with their mandates. A copy of the Performance fee Frequently Asked Questions can be obtained from our website: www.sanlaminvestments.com. The portfolio management of all the portfolios is outsourced to financial services providers authorized in terms of the Financial Advisory and Intermediary Services Act, 2002. Standard Bank of South Africa Ltd is the appointed trustee of the Sanlam Collective Investments Scheme.

Glossary Terms

Collective Investment Schemes (CIS)
Collective Investment Schemes (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.

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 or quarterly distribution payouts.

Equities
Equities are shares that represent an institution's or individual's ownership in a listed company. These shares are also the "vehicle" through which they are able to "share" in the profits made by that company. As the company grows, and the expectation of improved profits increases, the market price of the share will increase which translates into a capital gain for the shareholder. Similarly, negative sentiment about the company will result in the share price falling.

Shares / equities are usually considered to have the potential for the highest return of all the investment classes but also have the highest level of risk i.e. share investments have the most volatile returns over the short term. An investment in equities should be viewed with a 7 to 10 year horizon.

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 based investments. Any investment made through these products gives an investor a single point of entry into a selection of different investments.

Pure equity fund
This is a fund that invests primarily in higher-risk asset classes such as equities (stocks or shares) and aims to achieve aggressive capital growth over the long term. This type of fund will experience volatility in the short term.

Total Expense Ratio (TER)
This is the total costs associated with managing and operating an investment (excluding administration, financial planning and servicing fees). These costs consist primarily of management fees and additional expenses such as trading fees, legal fees, auditor fees and other operational expenses. The total cost of the fund is divided by the fund's total assets under management to arrive at a percentage amount, which represents the TER.