

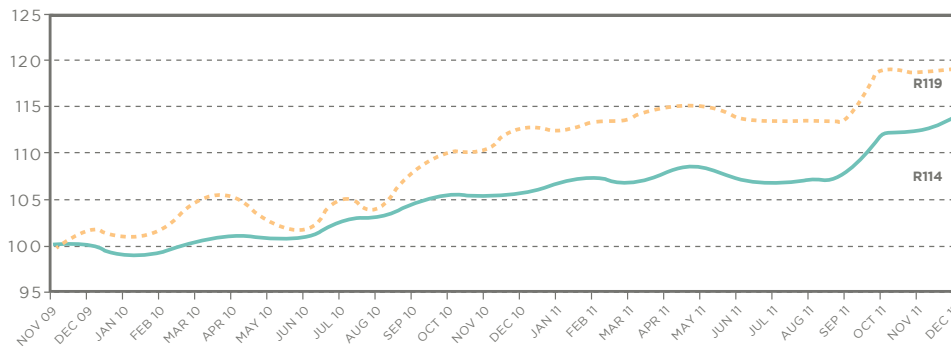
**FUND OBJECTIVE:**

The Element Balanced Fund aims to provide investors with a steady growth of capital and income over the long term while minimising downside risk. The manager aims to do this by investing in an actively managed balanced portfolio. The portfolio complies with the legislation governing retirement funds i.e. Regulation 28 of the Pension Funds Act (Act 24 of 1956). Element Investment Managers signed the United Nations Principles for Responsible Investment (PRI) in May 2006. In signing the PRI, we have committed to adopt and implement them where consistent with our fiduciary responsibilities. We believe that this improves our ability to meet commitments to investors as well as better align our investment activities with the broader interests of society. Element Investment Managers is the first South African investment manager to sign the PRI.

**SUITABLE FOR INVESTORS WHO:**

- Have a moderate risk profile with a medium- to long-term investment time horizon
- Wish to save for their retirement
- Wish to delegate the asset allocation function to an experienced investment management team

**TRACK RECORD**



Value of R100 invested at inception (income reinvested)

**PERFORMANCE (Net of fees)**

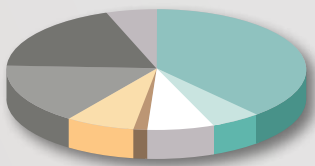
|                                 | Fund  | Benchmark |
|---------------------------------|-------|-----------|
| Since inception (un-annualised) | 13.7% | 18.9%     |
| Since inception (annualised)    | 6.3%  | 8.7%      |
| Last 12 months                  | 7.7%  | 5.8%      |

**RISK STATISTICS**

|                                    | Fund  | Benchmark |
|------------------------------------|-------|-----------|
| Maximum drawdown (since inception) | -1.7% | -3.1%     |

**ASSET ALLOCATION**

|                 |     |                         |     |
|-----------------|-----|-------------------------|-----|
| Net Equity      | 43% | Inflation-linked Bonds  | 5%  |
| Hedged Equity   | 4%  | Money Market incl. Cash | 22% |
| Listed Property | 3%  | Foreign Equity          | 18% |
| Nominal Bonds   | 1%  | Foreign Income          | 4%  |



**SECTOR ALLOCATION (% of equities, excl. pref shares)**

| Index                    | Fund | Benchmark |
|--------------------------|------|-----------|
| FTSE/JSE All Share Index | 4%   | 7%        |
| REAL ESTATE              | 39%  | 28%       |
| RESOURCES                | 41%  | 39%       |
| INDUSTRIALS              | 16%  | 26%       |
| FINANCIALS               |      |           |

**INCOME DISTRIBUTION (Last 12 months)**

| Date         | Distribution (cpu) | Dividend (cpu) | Local Interest (cpu) | Foreign Interest (cpu) |
|--------------|--------------------|----------------|----------------------|------------------------|
| March 11     | 0.59               | 0.22           | 0.34                 | 0.03                   |
| September 11 | 0.94               | 0.35           | 0.52                 | 0.07                   |

The Element Balanced Fund declares a distribution half yearly.

**STATUTORY INFORMATION**

Figures quoted are from Element Investment Managers (Pty) Limited, for the period ended December 2011, for a lump sum investment, using NAV-NAV with income distributions reinvested. Collective Investment Schemes in Securities (CIS) are generally medium- to long-term investments. The value of participatory interests may go down as well as up and past performance is not necessarily a guide to the future. CIS prices are calculated on a Net Asset Value (NAV) basis, which is the total value of all assets in the portfolio, including any income accrual and less all permissible deductions from the portfolio. CIS are traded at ruling prices and can engage in borrowing and scrip lending. Different classes of participatory interests apply to this portfolio and are subject to different fees and charges. A schedule of fees and charges and maximum commissions is available on request from the company/scheme. Commission and incentives may be paid and if so, would be included in the overall costs. Fluctuations or movements in exchange rates may cause the value of underlying international investments to go up or down. This portfolio is valued daily at 15h00 and forward pricing is used. The portfolio may be closed. Element Unit Trusts Limited is a full member of the Association for Savings & Investment SA (ASISA).

**CONTACT DETAILS**

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**PORTFOLIO MANAGERS**

Terence Craig  
Matthew Kreeve

**LAUNCH DATE**

November 2009

**CURRENT SIZE**

R87 million

**NAV PRICE**

109.58 cents

**BENCHMARK**

Average total return of the Prudential Variable Equity category

**FUND CLASSIFICATION**

Domestic Asset Allocation  
Prudential Variable Equity

**FUND INFORMATION**

**Minimum Investment**

R5 000 lump sum  
R500 debit order

**Maximum initial advisor fee**

3.42% (incl. VAT)

**Annual management fee**

1.71% (incl. VAT)

**TER**

1.83%\*

**TOP TEN SHARE HOLDINGS**

(% of equities, excl. pref shares)

| SHARE          | % OF EQUITY |
|----------------|-------------|
| OLD MUTUAL PLC | 6.9         |
| ANGLOGOLD      | 6.8         |
| MTN GROUP      | 6.6         |
| SASOL          | 5.9         |
| GRAND PARADE   | 5.1         |
| ANGLOS         | 4.8         |
| TONGAAT        | 4.8         |
| GOLD FIELDS    | 4.6         |
| REINET         | 4.6         |
| NAMPAK         | 3.6         |
| <b>TOTAL</b>   | <b>53.7</b> |

\*The Element Balanced Fund Class A has a Total Expense Ratio (TER) of 1.83% pa. This means 1.83% of the average Net Asset Value of the portfolio was incurred as charges, levies and fees. 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 TERs.