

### Fund Objective

The objective of this portfolio is to provide investors with the steady growth of capital and income over the long term whilst minimizing downside risk. The manager aims to do this by investing in an actively managed balanced portfolio.

### Fund Strategy

The portfolio will consist of investment in a mix of equity, bond and property markets, and money market instruments. The Manager shall be permitted to invest on behalf of the portfolio in offshore investments as legislation permits. The portfolio will be managed in accordance with regulations governing pension funds.

### Fund Information

Ticker	EBFA
Portfolio Managers	Terence Craig & Jeleze Hattingh
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 7,818,613
Portfolio Launch Date*	02/11/2009
Fee Class Launch Date*	01/11/2009
Minimum Lump Sum Investment	R 10,000
Minimum Monthly Investment	R 500
Income Declaration Date	June & December
Income Pricing 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	3.42
Maximum Annual Advice Fee	0.00
Manager Annual Fee	1.71
Total Expense Ratio	3.10
Transaction Cost	0.46
Total Investment Charges	3.56
Performance Fee	N/A

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 is presented for the period 1 July 2014 to 30 June 2017.

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.

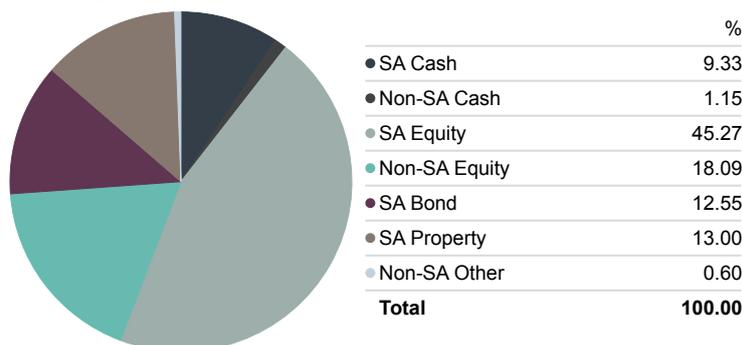
Performance fees are incentive fees earned by the manager for performance in excess of the benchmark. Performance fees form part of the cost structure of the fund and are included in the Total Expense Ratio. Please visit [www.sanlamunitrusts.co.za](http://www.sanlamunitrusts.co.za) for a detailed list of our funds that charge performance fees together with their calculation methodologies.

\*The Element Balanced Sanlam Collective Investments Fund transitioned to Sanlam Collective Investments (RF) (Pty) Ltd on 08 July 2017.

### Top Ten Holdings

	% of Portfolio
Element Global Equity A	20.02
Element Specialist Income B	13.40
CPV POWER PLANT NO 1 BOND SPV (RF) LTD 30/06/29 11%	3.82
AngloGold Ashanti Limited	3.60
Hospitality Property Fund Ltd Class B	2.96
THE STANDARD BANK OF SOUTH AFRICA LTD 10/04/23 8.4%	2.70
Investec Ltd Pref Share	2.47
BHP Billiton PLC	2.17
Reinet Investments SCA DR	2.11
Delta Property Fund	1.79

### Asset Allocation



### Annualised Performance (%)

	Fund	Benchmark
1 Year	28.86	12.45
3 Years	10.38	7.35
5 Years	9.05	9.99
Since Inception	8.52	10.56

### Cumulative Performance (%)

	Fund	Benchmark
1 Year	28.86	12.45
3 Years	34.47	23.72
5 Years	54.25	61.00
Since Inception	91.08	121.33

### Highest and Lowest Annual Returns

Time Period: Since Inception to 31/12/2016	
Highest Annual %	13.78
Lowest Annual %	-3.26

### Risk Statistics (3 Year Rolling)

Standard Deviation	11.07
Sharpe Ratio	0.33
Information Ratio	0.27
Maximum Drawdown	-8.05

### Distribution History (Cents Per Unit)

07/07/2017: 1.65 cpu	30/09/2016: 1.11 cpu	30/09/2015: 1.68 cpu
31/03/2017: 1.08 cpu	31/03/2016: 0.81 cpu	31/03/2015: 1.66 cpu

Administered by

### Risk Profile: Moderate Aggressive

Your primary aim is to achieve the required capital growth necessary to realise your long-term goals and objectives. You are prepared to tolerate fluctuations in your returns because you know that the longer-term picture is worth the short term pain, even if that means you lose money sometimes. While diversified across all the major asset classes, your portfolio will be tilted more towards equities because you know they offer the best long-term returns of all the asset classes and thus your wealth will grow over time.

### 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 smoothes 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 by investors to gauge the volatility expected of an investment.

### Portfolio Manager Comment

#### Quarterly Commentary

The Element Balanced SCI Fund realised a total return of 3.5% for the quarter to the end September 2017, underperforming its benchmark (ASISA Multi-Asset High Equity funds) return of 4.9% over this period. This performance brings the rolling one year total performance of the Fund to 22.3% (net of fees) – a material outperformance of its benchmark return of 7.3% over the same period.

The main contributors to the absolute performance of the Fund over the third quarter were our selected exposure to the General Mining and Construction sector. The fund's performance was negatively impacted by the sell-off in preference shares on the back of the interest rate cut, as well as continued pressure on one of the largest property holdings, Delta Property Fund, post the announcement of their potential dilutive BBBEE transaction.

### Portfolio Managers

#### Terence Craig

B Bus Sc (Hons), CA (SA), CFA

#### Jeleze Hattingh

M Sc (Business Mathematics and Information Science - Cum Laude), CFA, CMT

### Investment Manager Information

Element Investment Managers (Pty) Ltd

(FSP) License No. 663

Physical Address: 405 Manhattan Place, 130 Bree Street, Cape Town, 8000

Postal Address: P.O. Box 13, Cape Town, 8000

Tel: +27 (21) 426 1313

Email: [info@elementim.co.za](mailto:info@elementim.co.za)

Website: [www.elementim.co.za](http://www.elementim.co.za)

### Manager Information

Sanlam Collective Investments (RF) (Pty) Ltd

Physical Address: 2 Strand Road, Bellville, 7530

Postal Address: P.O. Box 30, Sanlamhof, Bellville, 7532

Tel: +27 (21) 916 1800

Email: [service@sanlaminvestments.co.za](mailto:service@sanlaminvestments.co.za)

Website: [www.sanlamunitrusts.co.za](http://www.sanlamunitrusts.co.za)

### Trustee Information

Standard Bank of South Africa Ltd

Tel: +27 (21) 441 4100

Email: [compliance-sanlam@standardbank.co.za](mailto:compliance-sanlam@standardbank.co.za)

### Additional Information

The Element Balanced Sanlam Collective Investments Fund had an associate Element Balanced ABIL Retention Fund for the period August 2014 – July 2016. The ABIL Retention Fund was closed in July 2016 and as such the above performance figures exclude its performance.

Benchmark figures quoted are the Average of the Prudential Variable Equity Category up to the end of December 2012 and the Average of the South African - Multi Asset - High Equity Category thereafter.

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 Element Investment Managers (Pty) Ltd, (FSP) Licence No. 663, 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](http://www.sanlamunittrustsmdd.co.za) and using our Effective Annual Cost (EAC) calculator. Alternatively, contact us at 0860 100 266.