

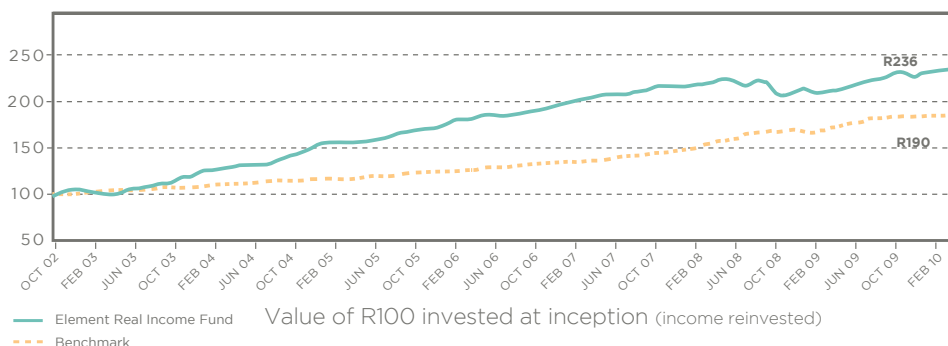
**FUND OBJECTIVE:**

The Element Real Income Fund is a domestic asset allocation fund which will provide investors with the opportunity to achieve moderate capital appreciation with a high level of income. The fund is actively managed and aims to achieve the highest sustainable income payout that is possible without eroding the fund's inflation adjusted capital base. The fund aims to grow this income and the underlying capital of the fund in line with inflation (CPI). The fund complies with the legislation governing retirement funds. 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:**

- Are nearing retirement or who have already retired
- Seek a reasonable income with some capital growth
- Are risk averse
- Require the preservation of capital over any rolling three year period

**TRACK RECORD**



**PERFORMANCE (Net of fees)**

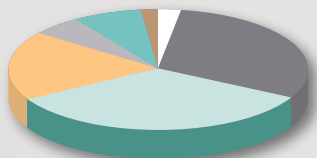
|                                 | Fund   | Benchmark |
|---------------------------------|--------|-----------|
| Since inception (un-annualised) | 136.4% | 90.2%     |
| Since inception (annualised)    | 12.3%  | 9.1%      |
| Last 12 months                  | 10.4%  | 8.3%      |
| 3 year (annualised)             | 4.7%   | 10.9%     |
| 5 year (annualised)             | 8.6%   | 9.8%      |

**RISK STATISTICS**

|                                    | Fund  | Benchmark |
|------------------------------------|-------|-----------|
| Maximum drawdown (since inception) | -7.6% | -1.2%     |
| 5 year Sortino Ratio               | 0.46  | 2.66      |
| 5 year volatility                  | 4.4%  | 2.5%      |

**ASSET ALLOCATION**

|                                    |     |
|------------------------------------|-----|
| MONEY MARKET INCL. CASH (< 1 YEAR) | 31% |
| FIXED INCOME AND BONDS (> 1 YEAR)  | 31% |
| FOREIGN CASH                       | 15% |
| NET EQUITY                         | 13% |
| PREF SHARES                        | 4%  |
| FOREIGN BONDS                      | 3%  |
| HEDGED EQUITY                      | 3%  |



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

| Index                    | Element Real Income Fund |
|--------------------------|--------------------------|
| FTSE/JSE All Share Index | 43%                      |
| RESOURCES                | 27%                      |
| INDUSTRIALS              | 36%                      |
| FINANCIALS               | 58%                      |
| FINANCIALS (Detailed)    | 21%                      |
| FINANCIALS (Detailed)    | 15%                      |

**INCOME DISTRIBUTION (Last 12 months)**

| Date         | Distribution (cpu) | Dividend (cpu) | Local Interest (cpu) | Foreign Interest (cpu) |
|--------------|--------------------|----------------|----------------------|------------------------|
| June 09      | 2.28               | 0.79           | 1.49                 | 0.00                   |
| September 09 | 1.61               | 0.54           | 1.07                 | 0.00                   |
| December 09  | 1.16               | 0.04           | 1.09                 | 0.03                   |
| March 10     | 1.71               | 0.21           | 1.41                 | 0.09                   |

The Element Real Income Fund declares a distribution quarterly.

**STATUTORY INFORMATION**

Figures quoted are from Element Investment Managers (Pty) Limited, for the period ended March 2010, for a lump sum investment, using Class A NAV-NAV prices with income distributions reinvested. Stats SA replaced CPI with CPI from January 2009. Benchmark figures quoted are CPI+3% up to December 2008 and CPI+3% thereafter. 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**

October 2002

**CURRENT SIZE**

R475 million

**NAV Price**

157.35 cents

**BENCHMARK**

CPI+3%

**FUND CLASSIFICATION**

Domestic Asset Allocation - Targeted Absolute and Real Return

**FUND INFORMATION**

Minimum lump sum / debit order  
R5 000 lump sum  
R500 debit order

Maximum initial advisor fee  
3.42% (incl. VAT)

Annual Management Fee  
1.37% (incl. VAT)

**TER**

1.46%\*

**TOP TEN SHARE HOLDINGS**  
(% of equities, excl. pref shares)

| SHARE        | % OF EQUITY |
|--------------|-------------|
| SASOL        | 6.2         |
| MTN GROUP    | 5.6         |
| BIDVEST      | 5.5         |
| TONGAAT      | 5.3         |
| MONDI LTD    | 5.3         |
| ANGLOGOLD    | 5.1         |
| ALTECH       | 4.7         |
| MEDI-CLINIC  | 4.4         |
| REINET       | 4.4         |
| HOWDEN       | 4.3         |
| <b>TOTAL</b> | <b>50.8</b> |

\*The Element Real Income Fund Class A has a Total Expense Ratio (TER) of 1.46% pa. This means 1.46% 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.