

# Baobab Sanlam Collective Investments Flexible Fund

## Minimum Disclosure Document

As of 30/09/2024



# BAOBAB

INVESTMENT MANAGEMENT

MDD Issue Date: 17/10/2024

### Fund Objective

The objective of this portfolio is to provide capital growth over the medium to long term. The portfolio aims to achieve a return of at least 5% above CPI per annum measured over rolling 3 year periods. This portfolio aims to limit downside risk over the medium to long term, but investors must be able to withstand capital volatility in the short term.

### Fund Strategy

The portfolio will adopt a flexible approach and the asset class exposure will be varied depending on opportunities in the market. The portfolio will invest in a range of asset classes including equities, bonds, money market instruments, listed property as well as international equities and fixed interest investments. Each instrument will be selected on a bottom-up basis and based on its individual risk/reward status, and ability to deliver on the long term objective of the fund. The Investment manager will also be allowed to invest in listed and unlisted financial instruments (derivatives) and CIS portfolios from time to time as allowed by the Act in order to achieve its investment objectives.

### Fund Information

Ticker	CCSFB1
ISIN	ZAE000256962
Portfolio Manager	Sandy Le Roux
ASISA Fund Classification	South African - Multi Asset - Flexible
Risk Profile	Moderate Aggressive
Benchmark	CPI + 5%
Fund Size	R 180,764,481
Portfolio Launch Date*	01/05/2018
Fee Class Launch Date*	01/05/2018
Minimum Lump Sum Investment	R 1,000,000
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 & www.sanlamunitrusts.co.za
Repurchase Period	2-3 business days

### Fees (Incl. VAT)

### B1-Class (%)

Maximum Initial Advice Fee	3.45
Maximum Annual Advice Fee	1.15
Manager Annual Fee	1.61
Total Expense Ratio	1.75
Transaction Cost	0.32
Total Investment Charges	2.07
Performance Fee	—
TER Measurement Period	01 July 2021 - 30 June 2024

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.

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.

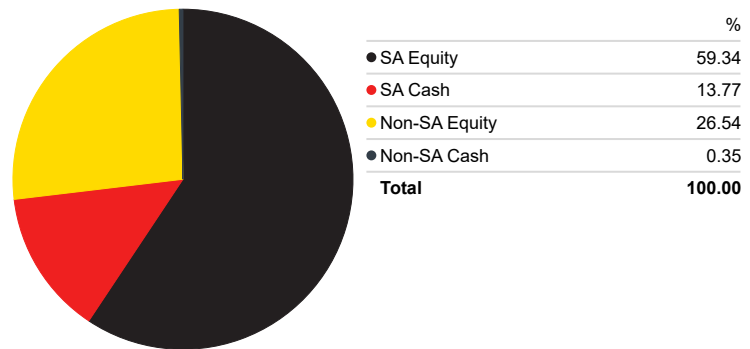
Effective 1 October 2024, Sanlam Collective Investments will charge a monthly administration fee of R20 excluding VAT on retail investors whose total investment value is less than R50,000.

### Top Ten Holdings

	(%)
KAL Group	5.38
Raubex Group Ltd	4.65
CA Sales Holdings Ltd	4.56
Bollore SA	3.82
Master Drilling Group Ltd	3.54
Hosken Consolidated Investments Ltd	3.52
Wilson Bayly Holmes-Ovcon Ltd	3.20
Aveng Ltd	3.05
Pan African Resources Plc	3.01
Bell Equipment Ltd	2.92

### Asset Allocation

Portfolio Date: 30/09/2024



### Annualised Performance (%)

	Fund	Benchmark
1 Year	19.13	8.94
3 Years	12.30	10.59
5 Years	15.06	9.94
Since Inception	11.04	9.77

### Cumulative Performance (%)

	Fund	Benchmark
1 Year	19.13	8.94
3 Years	41.64	35.25
5 Years	101.72	60.62
Since Inception	95.85	81.95

### Highest and Lowest Annual Returns

Time Period: Since Inception to 31/12/2023

Highest Annual %	37.60
Lowest Annual %	0.40

### Risk Statistics (3 Year Rolling)

Standard Deviation	8.04
Sharpe Ratio	0.66
Information Ratio	0.18
Maximum Drawdown	-3.83

### Distribution History (Cents Per Unit)

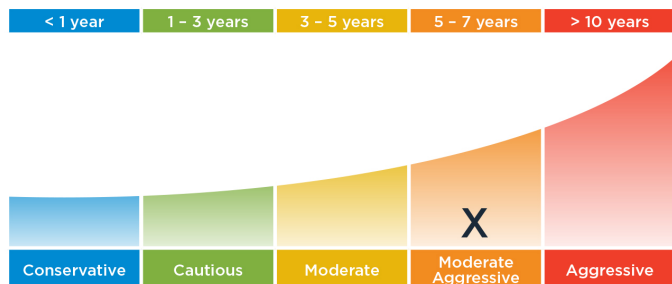
30/06/2024	3.36 cpu	31/12/2023	8.56 cpu	30/06/2023	18.70 cpu	31/12/2022	18.47 cpu
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Administered by





### Risk/Return Profile



### 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.

#### Distributions

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

#### 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.

#### Liquidity

The ability to easily turn assets or investments into cash.

#### 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.

#### 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.

#### Maximum Drawdown

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

#### 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.

#### Money Market Instruments

A money market instrument is a low risk, highly liquid, short-term (one year or less) debt instrument, issued by financial institutions or governments, that tend to have lower returns than high-risk investments.

#### 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.

#### Regulation 28

Regulation 28 of the Pension Funds Act sets out prudent investment limits on certain asset classes in investment funds. It applies specifically to investments in Retirement Annuities and Preservation Funds. The allowed maximum exposures to certain asset classes is: 75% for equities, 25% for property, 45% for foreign (offshore) assets.

#### Risk-adjusted returns

Risk-adjusted return refines an investment's return by measuring how much risk is involved in producing that return, which is generally expressed as a number or rating.

#### 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.

### Additional Information

\*The Baobab Sanlam Collective Investments Flexible Fund renamed from the Counterpoint Private Capital Sanlam Collective Investments Flexible Fund effective 15 November 2018.

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 on request 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 on request 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 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 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 Baobab Investment Management (Pty) Ltd, (FSP) Licence No. 47808, 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 on 0860 100 266.

#### Investment Manager Information

Baobab Investment Management (Pty) Ltd  
(FSP) License No. 47808

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#### Manager Information

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Email: [service@sanlaminvestments.com](mailto:service@sanlaminvestments.com)

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

#### Trustee Information

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



### Portfolio Manager Comment

#### As at 30 September 2024

The Baobab SCI Flexible Fund had a very good quarter, appreciating by 8.4% and bringing the year to date gains to 16.2%. The returns were largely driven by a strong rerating in domestic equities as a result of improved sentiment after the implementation of the Government of National Unity (GNU).

A standout performer has been the engineering and construction sector as investors anticipate renewed focus on infrastructure spend under the GNU. Raubex has appreciated by 90% since the beginning of the year, with WBHO not too far behind. We think the share prices of both have gotten a bit ahead of themselves in the short-term, but the earnings outlook for both is very good. Other notable contributors include Spar, the JSE, Aveng and CA Sales Holdings, all of which have benefitted from improved sentiment in recent months. Bell Equipment has been the beneficiary of a family-led buyout offer, an offer that has since been declined by shareholders as being opportunistic.

Despite the significant improvement in sentiment, we remain very constructive about the long-term opportunity for select local equities. We will make the most of our size and flexibility to take full advantage of this multi-year opportunity.

Despite significantly reducing our global exposure, it has been a net detractor given the strong gains in domestic equities and the currency. We remain excited about the long-term opportunity set for select international equities which enhances both the quality and return profile of the fund. We continue to use any weakness to add to the Bollere galaxy of companies, providing heavily discounted exposure to a world class asset in Universal Music Group. Bollere now has a very large cash position, providing very strong downside protection at a time when so many global companies trade at such stretched valuations. We have also used weakness in the energy sector to add to our basket of Canadian oil and gas companies, a group that trades at very depressed valuations.

Despite our constructive view of the opportunity set for bottom up stock selection, we have been looking to selectively book profit and increase the cash weighting. We are very comfortable with the companies we own, but less comfortable with the growing levels of complacency amongst global investors. Having a slightly higher cash weighting provides us greater flexibility and optionality should the global environment ever become less benign.

#### Portfolio Manager

Sandy Le Roux