

Flagship IP Prudential Variable Fund

Minimum Disclosure Document - 31 January 2020



FLAGSHIP
ASSET MANAGEMENT

FUND MANAGER Paul Floquet CA(SA), CFA

NAV 225.5c

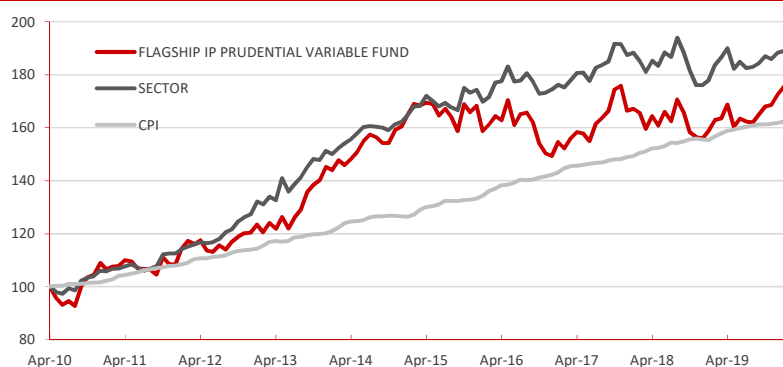
Launch date 19 April 2010
Fund size R185.8m
NAV - A Class 225.5c
Benchmark Sector Average [Multi Asset - High Equity Index]
Fund Classification Multi Asset - High Equity

No. of participatory interests 82 384 648
Minimum investment R 5 000
Base currency ZAR
Mar'19 income decl. [CLASS A] 0.79cpu
Sep'19 income decl. [CLASS A] 1.01cpu

FUND OBJECTIVE

The objective of the Flagship IP Prudential Variable Fund is to seek steady growth of both capital and income through investments in a broad range of asset classes in a balanced manner. This Regulation 28 managed fund is classified as South African - Multi Asset - High Equity and aims to maximize returns over the medium to long term utilising flexible asset allocation strategies taking active decisions in accordance with current and projected economic and market conditions. The fund invests in equities, bonds, property and money market and is restricted to maximum limits in accordance with prudential regulations which, inter alia, provide that equity, held both locally and abroad, will not exceed 75% of the fund and offshore investment is restricted to 30% of the fund. Out-performance is targeted through aggressive asset allocation and focused stock selection based on in-house proprietary models and extensive internal and external research. The portfolio uses financial instruments only to the extent permitted by legislation.

PERFORMANCE CHART



PERFORMANCE AND RISK

Performance (net of fees)	Fund	Benchmark	Inflation
Since inception	75.6%	89.1%	61.2%
Since inception (annualised)	5.9%	6.7%	5.1%
10 Years (annualised)			
7 Years (annualised)	5.2%	5.3%	5.1%
5 Years (annualised)	1.3%	2.8%	5.0%
3 Years (annualised)	4.3%	2.4%	4.3%
1 Year	10.5%	6.3%	3.8%
Year-to-date	1.7%	0.4%	3.8%

Risk Measures (since inception)	Fund	Benchmark
Annualised monthly volatility	9.93	6.87
Sharpe ratio	0.06	0.09
Maximum drawdown	-14.5%	-10.4%
Lowest actual annual return	+1.9%	19 April 2012 to 18 April 2013
Highest actual annual return	+22.4%	19 April 2013 to 18 April 2014

ANNUAL FUND PERFORMANCE

	2011	2012	2013	2014	2015	2016	2017	2018	2019
Fund	-0.5%	11.1%	20.7%	10.5%	4.9%	-11.3%	11.6%	-6.3%	10.7%
Sector	6.2%	13.1%	18.8%	7.2%	7.5%	-0.1%	7.5%	-6.0%	6.9%

FUND COMMENTARY - JANUARY 2020

The fund generated a positive 1.7% return over the month, comfortably outperforming the JSE's 1.8% fall and the benchmark's 0.4% return. The one year return (+10.5%) continues to outperform the fund's sector average benchmark (+6.3%). On the equity side we made only modest adjustments to our holdings, but on asset allocation we held our holding in SA property and switched the proceeds into attractively priced South African bonds.

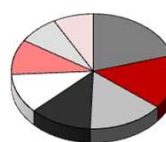
As required by legislation, we confirm that the fund has adhered to its policy objective and strategy.

FUND EXPOSURES

Domestic Direct Equity	35.3%
Naspers	6.6%
Sibanye Gold	3.4%
Prosus	2.9%
Astral	2.1%
Comair	2.1%
Other domestic holdings	18.2%
International Direct Equity	8.8%
Tencent	3.2%
Amazon	2.1%
Other international holdings	3.5%
Capital Protected Exchange Traded Notes	12.9%
Eurostoxx Protected ETN	8.4%
S&P500 Digital Plus ESP	4.5%
Domestic Balanced Funds	11.3%
Old Mutual Dynamic Floor Fund	4.8%
Allan Gray Stable Fund	3.3%
Prudential Balanced Fund	3.2%
International Balanced Funds	9.9%
Flagship International Flexible	3.5%
Orbis Global Equity Fund	3.3%
Orbis Global Balanced Fund	3.1%
Property	4.4%
Coronation Property Fund	2.8%
Sirius Real Estate	1.6%
Physical Commodities	4.5%
Palladium	4.5%
Gold	0.0%
Domestic Cash, Bonds, and Strategic Income	11.2%
International Cash	1.7%
TOTAL	100.0%

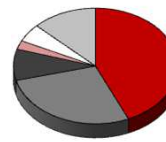
ASSET ALLOCATION

EQUITY SECTORS



Equity Linked Notes	13%
Media	10%
Precious Metals	9%
Global Equity Funds	8%
Technology	7%
Domestic Equity Funds	6%
Property	5%
Consumer Discretionary	5%
Other Sectors	13%

FUND ALLOCATION



Local net equity	43%
International equity	28%
Total Equity	71%
Local cash	9%
International cash	2%
Local property	5%
Local bonds	13%

FEES

	1 Year	3 Year
Total Expense Ratio (incl. VAT)	2.54%	2.35%
Fund management fee (excl. VAT)	1.75%	1.75%
VAT on fund management fee	0.26%	0.26%
Fund expenses (incl. VAT)	0.53%	0.34%
Transaction Costs (incl. VAT)	0.22%	0.41%
Total Investment Charge (incl. VAT)	2.76%	2.76%

MARKET COMMENTARY

International

2020 has started eventfully: US and Iranian tensions flared with the killing of Qassim Soleimani; the Coronavirus outbreak in China has shaken confidence; and Britain has (finally) exited the European Union. Markets sputtered, with the oil price down 15% in January, its biggest monthly move since 1991. Global stock market volatility edged higher, and the MSCI ACWI index returned -1.1% after being nearly 2.5% up at one point.

Equity valuations, as measured by the PE ratio, continue to reflect optimism in the future. We enter the year with the historical S&P 500 PE ratio standing at 24.3x (versus its long term average of 15.8x) and the cyclically adjusted PE ratio standing at 30.8x (against its long-term average of 16.7x). It has been higher on only 3 occasions in the past century. Our crystal ball is no more prescient than anyone else's, but we are certain that this level of valuation will not persist indefinitely.

We continue to find the quality, growth prospects and, most importantly, the valuation of our fund holdings much more appealing than that of the 2,800

stocks that comprise the MSCI All Country World Index. As 2020 evolves we will take comfort knowing our valuation-based approach will allow us to adapt to changing market environments, economic conditions, political leanings and leadership. Despite all these variables, most businesses have a value that can be determined with careful consideration, and the mispricing of global stock markets will continue to afford us opportunities to buy and sell businesses at appropriate levels.

South Africa

Local equities weakened, with the JSE All Share Index ending down 1.7% for the month. The Rand shed nearly 7% in January, bringing its 12 month return to -11%. Despite poor macroeconomic and political news flow, high real interest rates have continued to provide support for South African bonds, with real yields of nearly 6%. The local economy continues to suffer, with confidence indicators at multi-year lows.

Risk Considerations and Important Information

- Collective Investment Schemes in Securities (unit trusts) are generally medium to long term investments.
- The value of participatory interests (units) may go down as well as up and past performance is not necessarily a guide to the future. The manager does not provide any guarantee either with respect to the capital or the return of a portfolio.
- Unit trusts are traded at ruling prices and can engage in scrip lending subject to the limits and conditions imposed by the Act.
- The manager may borrow up to 10% of the market value of the collective investment scheme portfolio to ensure liquidity.
- Unit trust prices are calculated on a net asset value basis, which is the total value of all assets in the portfolio including any income accruals and less any permissible deductions (brokerage, Uncertificated Securities Tax, VAT, auditor's fees, bank charges, trustee and custodian fees and the annual management fee) from the portfolio, divided by the number of units in issue.
- A schedule of fees, charges and maximum commissions is available on request. Commission and incentives may be paid, and if so, are included in the overall costs.
- The unit trust portfolios are priced daily at 15h00 (quarter end 17h00), using forward pricing. Dealing cut-off time is 14h30 daily.
- Units will be repurchased by the manager at the ruling price calculated in accordance with the requirements of the Act and the relevant deeds and paid to the investor only. Subject to occurrences beyond the control of Flagship Asset Management (FAM), transaction requests received by FAM before 14h30 will be actioned at that day's price. Monies from the repurchase of units will not be paid to third party bank accounts.
- FAM reserves the right to repurchase unit balances with a market value less than the minimum monthly investment amount and close the investment account. Investors will be notified beforehand should this be contemplated.
- Portfolio performance is calculated on a NAV to NAV basis and does not take any initial fees into account. Figures quoted are from Reuters and Moneymate for a lump sum using NAV-NAV prices with income distributions reinvested. Income is reinvested on the ex-dividend date. Actual investment performance will differ based on the initial fees applicable, the actual investment date and the date of reinvestment of income. Investment performance calculations are available for verification upon request.
- Income distributions for the fund occur bi-annually on 31 March and 30 September.
- Annualised returns are period returns re-scaled to a period of 1 year. This allows investors to compare returns of different assets that they have owned for different lengths of time. Actual annual figures are available to investors upon request.
- SARS requires us to pay over Dividend Withholding Tax (DWT) on your behalf where applicable. We will deduct this tax before we pay any dividends to you or reinvest into your account. Unless we receive information from you indicating otherwise, we will be obliged to withhold the default DWT of 20%.
- The EAC is a standard industry measure which has been introduced to allow you to compare the charges you incur and their impact on the investment returns over specific periods. Please visit <http://www.ipmc.co.za/effectiveannual-cost> to address the EAC illustrator. You can request an EAC calculation from clientservices@ipmc.co.za or call us on 021 673-1340
- Fund prices are published daily and available in newspapers countrywide, as well as on our website, www.flagshipsa.com. Also available on our website is additional information on the unit trust portfolio, including our Application Form. FAM reserves the right to only process instructions that are submitted on FAM standard transaction forms.
- Flagship Asset Management (Pty) Ltd is an authorised financial services provider (FSP 577). Trustees / custodians for the scheme are Standard Bank of South Africa Ltd – contact compliance-IP@standardbank.co.za. IP Management Company Reg. No. 2007/01760/07 is the authorised manager of the scheme – contact 021 673 1340 or clientservice@ipmc.co.za. IP Management Company (RF) (Pty) Ltd is a member of the Association for Savings & Investment SA (ASISA).
- The Manager retains full legal responsibility of the Fund, regardless of co-naming arrangements.
- Additional information including the annual report of the Manager and detailed holdings of the portfolio as at the last quarter end are available, free of charge, from info@flagshipsa.com.
- A statement of changes in the composition of the portfolio during the reporting period is available on request.
- Complaints should be in writing and clearly marked for the attention of the Compliance Officer and should be mailed to Private Bag X21, Constantia, 7848.

Investment Policy

The Flagship IP Prudential Variable Fund is to be a domestic, asset-allocation, prudential variable portfolio. The primary objective of the fund is to seek steady but stable growth of both capital and income through investments in a broad range of asset classes in a balanced manner. In order to achieve its objective, the investments normally to be included will comprise a combination of securities in the equity, bond, property and money markets. The portfolio will have an equity exposure (including international equity) between 0% and 75% at all times. Investments to be included in the Flagship IP Prudential Variable Fund will comprise a combination of securities and assets in liquid form which are considered consistent with the portfolio's primary objective and that the Act or the Registrar may from time to time allow, all to be acquired at fair market value. The portfolio may also include participatory interests or any other form of participation in portfolios of collective investment schemes registered in South Africa or operated in territories with a regulatory environment which is to the satisfaction of the Manager and the Trustee and as legislation permits. Nothing contained in the investment policy shall preclude the manager from varying the ratio of the aforementioned securities relative to each other (except as required by the Act), or the assets themselves, to maximise capital growth and investment potential, should changing economic factors or market conditions so demand. Provided also that nothing contained in the investment policy shall preclude the Manager from retaining cash in the portfolio and / or placing cash on deposit in terms of the deed. Provided further that the Manager shall ensure that the portfolio includes securities and assets in liquid form, of at least the aggregate value required, from time to time, by the Act. The Manager will be permitted to invest on behalf of the portfolio in offshore investments as legislation permits. The Manager will be permitted to invest on behalf of the portfolio in financial instruments as legislation permits. The portfolio will be managed so as to comply with prudential requirements with which a pension fund investment strategy must comply in terms of applicable legislation. For the purpose of this portfolio, the manager shall reserve the right to close the portfolio to new investors on a date determined by the manager. This will be done in order to be able to manage the fund in accordance with its mandate. The manager may, once a portfolio has been closed, open that portfolio again to new investors on a date determined by the manager.

TER and Transaction Costs

From 1 October 2016 to 30 September 2019 2.35% of the value of the fund was incurred as expenses relating to the administration of the fund. 0.41% of the value of the fund was incurred as costs relating to the buying and selling of the assets underlying the fund. Therefore, 2.76% of the value of the fund was incurred as costs relating to the investment of the fund. 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 Costs are a necessary cost in administering the fund and impacts fund 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 fund, the investment decisions of the investment manager and the TER.

Fund Risk Profile

- The fund managers seek to reduce risk by investing in a range of assets diversified across sectors and geographies, with the flexibility to vary exposures as market circumstances dictate.



- Shares are potentially volatile investments and there is a risk of capital loss over the short term.
- Foreign securities may have additional material risks, depending on the specific risks affecting that country, such as: potential constraints on liquidity and the repatriation of funds; macroeconomic risks; political risks; foreign exchange risks; tax risks; settlement risks; and potential limitations on the availability of market information.
- Fluctuations or movements in exchange rates may cause the value of underlying international investments to go up or down.

Flagship Asset Management (Pty) Limited

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