

# Flagship IP Prudential Variable Fund

Minimum Disclosure Document - 31 March 2020



**FUND MANAGER** Paul Floquet CA(SA), CFA

NAV 202.2c

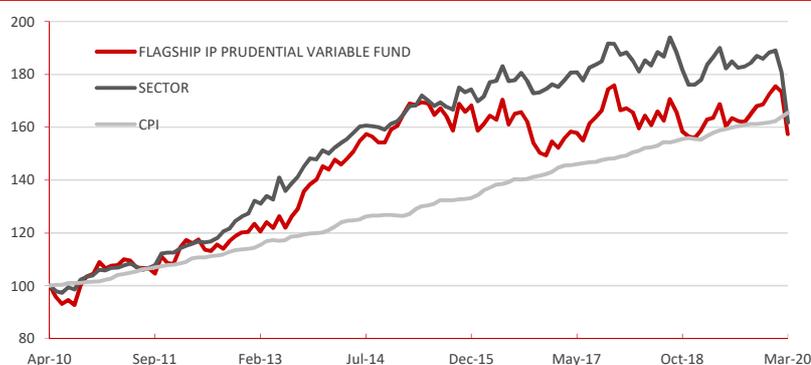
Launch date 19 April 2010  
 Fund size R165.9m  
 NAV - A Class 202.2c  
 Benchmark Sector Average [Multi Asset - High Equity Index]  
 Fund Classification Multi Asset - High Equity

No. of participatory interests 82 023 659  
 Minimum investment R 5 000  
 Base currency ZAR  
 Mar'20 income decl. [CLASS A] 0.78cpu  
 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



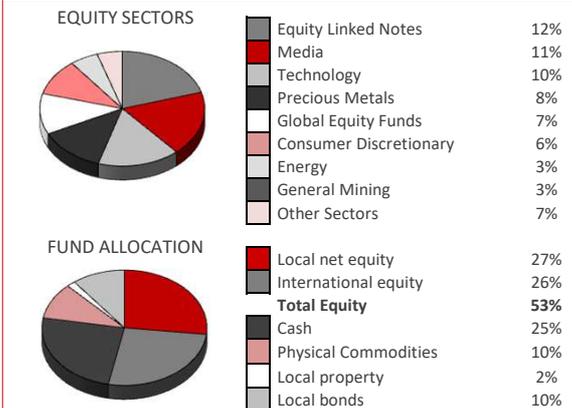
## FUND EXPOSURES

<b>Domestic Direct Equity</b>	<b>33.7%</b>
Naspers	7.7%
Astral	3.5%
Prosus	3.4%
Sasol	3.4%
Sibanye Stillwater	3.1%
Other domestic holdings	12.6%
<b>International Direct Equity</b>	<b>10.7%</b>
Tencent	4.2%
Microsoft	2.2%
Amazon	2.1%
Netflix	1.2%
Alibaba	1.0%
<b>Capital Protected Exchange Traded Notes</b>	<b>12.3%</b>
Eurostoxx Protected ETN	7.7%
S&P500 Digital Plus ESP	4.6%
<b>Domestic Balanced Funds</b>	<b>3.8%</b>
Old Mutual Dynamic Floor Fund	3.8%
<b>International Balanced Funds</b>	<b>7.4%</b>
Flagship International Flexible	3.9%
Orbis Global Equity Fund	3.5%
<b>Property</b>	<b>1.5%</b>
Sirius Real Estate	1.5%
<b>Physical Commodities</b>	<b>10.1%</b>
Palladium	5.3%
Gold	4.8%
<b>Domestic Cash, Bonds, and Strategic Income</b>	<b>17.9%</b>
<b>International Cash</b>	<b>2.6%</b>
<b>TOTAL</b>	<b>100.0%</b>

## PERFORMANCE AND RISK

Performance (net of fees)	Fund	Benchmark	Inflation
Since inception	57.4%	61.8%	63.6%
Since inception (annualised)	4.7%	4.9%	5.1%
10 Years (annualised)			
7 Years (annualised)	3.5%	2.7%	4.9%
5 Years (annualised)	-1.3%	-0.8%	4.9%
3 Years (annualised)	0.3%	-3.1%	4.1%
1 Year	-3.7%	-13.3%	3.8%
Year-to-date	-8.8%	-14.1%	1.2%
<b>Risk Measures (since inception)</b>			
Annualised monthly volatility	11.19	8.50	
Sharpe ratio	0.04	0.05	
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	

## ASSET ALLOCATION



## ANNUAL FUND PERFORMANCE

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

## FEES

	1 Year	3 Year
<b>Total Expense Ratio (incl. VAT)</b>	2.55%	2.41%
<b>Fund management fee (excl. VAT)</b>	1.75%	1.75%
<b>VAT on fund management fee</b>	0.26%	0.26%
<b>Fund expenses (incl. VAT)</b>	0.54%	0.40%
<b>Transaction Costs (incl. VAT)</b>	0.21%	0.34%
<b>Total Investment Charge (incl. VAT)</b>	<b>2.76%</b>	<b>2.75%</b>

## FUND COMMENTARY - MARCH 2020

March proved to be an extremely volatile and challenging month. Although the fund's performance of -9.2% was ahead of its benchmark (-10.5%) and the JSE Allshare (-12.8%), the defensive positioning of the fund failed to materially protect returns. The fund's 12% holding in South African bonds fell 9.7% as the virus's impact on an already structurally incapacitated economy will be significant and the untimely Moody's downgrade will merely add to the pain. On top of this, the holdings in our capital protected ETN's performed poorly, in line with the indices they are linked to (the Eurostoxx and S&P respectively), as the ultimate protection these products provide will only materialise as they near maturity. The fund's relative performance over longer time periods remains pleasing. As required by legislation, we confirm that the fund has adhered to its policy objective and strategy.

## MARKET COMMENTARY

### International

March was a dramatically volatile month across global markets. As the coronavirus pandemic continued to gather pace, countries around the world have taken unprecedented steps to curb its spread, including the lockdown of entire populations and the shuttering of businesses.

These steps leave no business untouched. Leisure, travel and apparel sectors were hit hardest, but the slowdown will ultimately impact all sectors to varying degrees. As we enter April, millions of people worldwide have lost their jobs and are dependent on governments for support. Businesses are in cash preservation mode.

The world's stock markets predictably sold off. The MSCI All Country World Index began the month of March at 512 points, and fell 25.1% in a record-breaking 16 trading days (by March 23) before recovering to end the month down 13.7%. If taken from the peak reached on Feb 12, the index fell 33.9% from peak to trough.

This is some of the most extreme volatility we've seen in 15 years. The selloff has brought an end to the 236% cumulative rise in the MSCI ACWI since March 2009; and today the index is back at a level not seen since April 2017.

Encouragingly, the fiscal and monetary response has been swift. The US Federal

Reserve cut interest rates by 150 basis points to near zero and immediately ran through its entire 2008 crisis handbook of asset buying programs. Governments around the world have implemented support measures, and financial institutions have offered forbearance on loans outstanding.

### South Africa

Bad news abounded over the month: the country began its 21 day lockdown on the 26<sup>th</sup> of March, and the sovereign was predictably cut to junk status by Moody's on midnight of the 27<sup>th</sup>. The country's finances remain vulnerable, and there is reason to believe the IMF and/or World Bank may be approached to fund required government expenditure aimed at softening the impact of the economic slowdown.

The FTSE/JSE All Share Index started the year at around the 57 000 level. By March 19 the down turn was so extreme that it was trading below 38 000 points (-33.5%). It ended March down -22.1% for the year. On top of this, the ZAR weakened 13.9% vs the USD.

The outlook for SA equities is dim. Although valuations are 'optically' cheap, the recovery of earnings is dependent on the execution of government policy which up to this point has been absent.

## 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](mailto: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](http://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](mailto: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](mailto: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](mailto: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 January 2017 to 31 December 2019 2.41% of the value of the fund was incurred as expenses relating to the administration of the fund. 0.34% of the value of the fund was incurred as costs relating to the buying and selling of the assets underlying the fund. Therefore, 2.75% 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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