

# Flagship IP Flexible Value Fund

Minimum Disclosure Document - 31 March 2024



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## FUND MANAGER

Niall Brown

NAV 6 217.2c

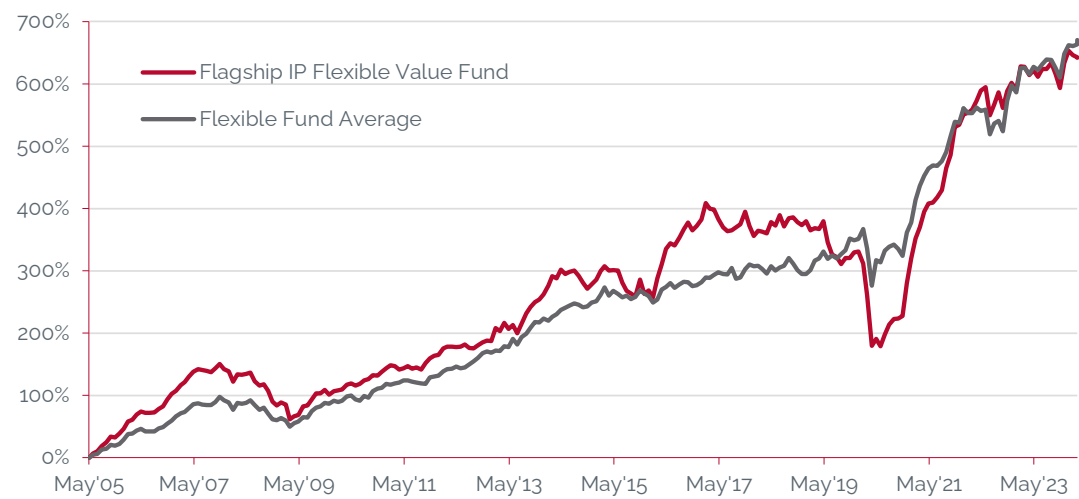
|               |                                        |
|---------------|----------------------------------------|
| Launch date   | 04 May 2005                            |
| Fund size     | R396m                                  |
| NAV - A Class | 6 217.2c                               |
| Sector        | South African - Multi Asset - Flexible |
| Benchmark     | Multi-Asset Flexible Sector Average    |

|                                |           |
|--------------------------------|-----------|
| No. of participatory interests | 6 339 330 |
| Minimum lump sum investment    | R 10 000  |
| Base currency                  | ZAR       |
| Income declaration - Mar '24   | 131.29cpu |
| Dealing                        | Daily     |

## FUND OBJECTIVE

The Flagship IP Flexible Value Fund aims to outperform both the JSE All Share Index and competing funds over the medium to long term. We rely on fundamental research to identify investments which are trading at a discount to their intrinsic value and to determine which asset classes are the most attractive. The fund will typically have a very different equity profile from that of the All Share Index. Risk is reduced through the fund's value oriented approach.

## PERFORMANCE CHART



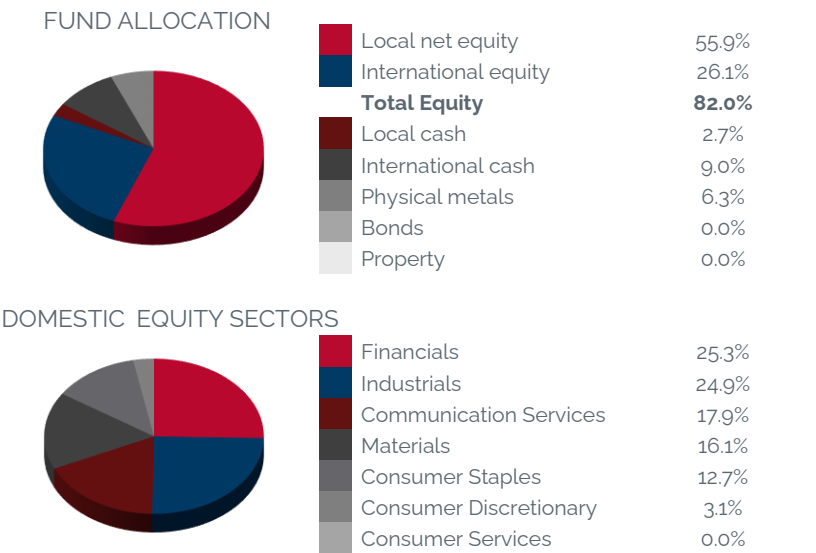
## FUND EXPOSURES

|                                  |               |
|----------------------------------|---------------|
| <b>Domestic Equity</b>           | <b>55.9%</b>  |
| Caxton                           | 7.5%          |
| York Timbers                     | 4.7%          |
| African Rainbow Capital          | 4.3%          |
| Ethos Capital                    | 4.3%          |
| Workforce Holdings               | 3.5%          |
| Reinet Investments               | 3.3%          |
| Frontier Transport               | 3.3%          |
| Novus                            | 3.0%          |
| KAL Group                        | 2.9%          |
| Master Drilling                  | 2.7%          |
| Other domestic holdings          | 16.4%         |
| <b>Offshore Equity</b>           | <b>26.1%</b>  |
| Contrarius Global Equity Fund    | 24.4%         |
| Alibaba                          | 1.7%          |
| <b>Bonds</b>                     | <b>0.0%</b>   |
| Domestic                         | 0.0%          |
| <b>Property</b>                  | <b>0.0%</b>   |
| Domestic                         | 0.0%          |
| <b>Cash and Strategic Income</b> | <b>11.7%</b>  |
| Domestic                         | 2.7%          |
| Offshore                         | 9.0%          |
| <b>Commodities</b>               | <b>6.3%</b>   |
| Platinum                         | 4.8%          |
| Gold                             | 1.5%          |
| <b>TOTAL</b>                     | <b>100.0%</b> |

## PERFORMANCE AND RISK

| Performance (net of fees)       | Fund   | Benchmark                | Outperformance |
|---------------------------------|--------|--------------------------|----------------|
| Since inception                 | 641.9% | 670.8%                   | -28.9%         |
| Since inception (annualised)    | 11.2%  | 11.5%                    | -0.3%          |
| 10 Years (annualised)           | 6.7%   | 7.1%                     | -0.4%          |
| 7 Years (annualised)            | 5.9%   | 7.5%                     | -1.7%          |
| 5 Years (annualised)            | 9.7%   | 8.7%                     | 1.0%           |
| 3 Years (annualised)            | 14.4%  | 8.8%                     | 5.7%           |
| 1 Year                          | 3.8%   | 8.8%                     | -4.9%          |
| Year-to-date                    | -1.5%  | 1.3%                     | -2.8%          |
| Risk Measures (since inception) |        |                          |                |
| Annualised monthly volatility   | 13.2   | 9.7                      |                |
| Sharpe ratio                    | 0.11   | 0.14                     |                |
| Maximum drawdown                | -47.5% | -24.6%                   |                |
| Lowest actual annual return     | -28.0% | 4 May 2008 to 3 May 2009 |                |
| Highest actual annual return    | 75.4%  | 4 May 2005 to 3 May 2006 |                |

## ASSET ALLOCATION



## ANNUAL FUND PERFORMANCE

|        | 2013  | 2014  | 2015  | 2016  | 2017  | 2018  | 2019   | 2020  | 2021  | 2022 | 2023  |
|--------|-------|-------|-------|-------|-------|-------|--------|-------|-------|------|-------|
| Fund   | 26.0% | 6.7%  | -4.6% | 30.9% | -5.4% | 5.1%  | -10.0% | -2.6% | 55.0% | 6.1% | 9.1%  |
| Sector | 19.5% | 10.5% | 7.7%  | 2.0%  | 9.2%  | -3.7% | 8.5%   | 3.9%  | 22.1% | 0.3% | 11.6% |

## FEES

|                                     | 1 Year | 3 Year |
|-------------------------------------|--------|--------|
| Total Expense Ratio (incl. VAT)     | 1.96%  | 1.93%  |
| Fund management fee (excl. VAT)     | 1.25%  | 1.25%  |
| VAT on fund management fee          | 0.19%  | 0.19%  |
| Fund expenses (incl. VAT)           | 0.52%  | 0.49%  |
| Transaction Costs (incl. VAT)       | 0.14%  | 0.26%  |
| Total Investment Charge (incl. VAT) | 2.10%  | 2.19%  |

## FUND COMMENTARY - MARCH 2024

The fund's performance was essentially flat during March. We exited Quantum Foods at a significant profit, but this gain was offset by share price weakness elsewhere in the portfolio. We used the Quantum proceeds to selectively add to existing positions in stocks such as African Rainbow Capital (ARC - refer last month's commentary), Nampak and HCI. Our offshore equities held via the Contrarius Global Equity Fund also had a flat month. The fund's large holding in Tesla was a meaningful detractor, but this was offset by gains elsewhere. Our JSE domestic exposure is focused in two main areas: firstly, a large weighting in undervalued small cap industrials across a diverse range of sectors; and secondly, a selection of investment companies trading at historically wide discounts to net asset value. These include Reinet, Ethos Capital and ARC, all of which are in the top ten holdings.

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

MARKET COMMENTARY

Equity markets had another strong run in March – which led to the S&P 500 closing out its best first quarter since 2019 – gaining 3.2% (outperforming the Nasdaq which gained 1.9%). The S&P also outperformed the Nasdaq for the quarter, gaining 10.6% vs the Nasdaq’s 9.3%, as the market’s rally began to broaden in depth. In the UK, the FTSE 100 closed 4.8% higher, but it was up just 4.0% for the quarter. Over in the East, the Nikkei continued its bull run, rising 3.2%, ending the quarter 20.8% higher. The notable underperformer for the quarter was, again, the Hang Seng index which closed 2.5% lower.

Federal Reserve Chairman Jerome Powell’s statement that they are getting close to the level of confidence required to start easing their restrictive policies contributed to strong returns.

Commodity markets were also strong during March with Brent up 4.5%, but the real winners were gold and silver, rising 9.6% and 11.2% respectively. There are several drivers behind this recent rally, chief among them being increasing tensions in the Middle East, as well as the OPEC+ decision to extend its production cuts. After talks of a potential truce in Gaza earlier in March, tensions took a turn for the worse at the end of the month, as Iran accused Israel of striking its embassy in Syria, killing a senior Iranian general. Iran has promised retaliation, and a larger regional conflict is now a real possibility.

Regional tensions also remain top of mind in the EU, as Germany and France added their support to other EU countries calling for the European Investment Bank to increase financing on defence in order bolster the bloc’s security.

Stepping away from geopolitics, Japan entered a new era of economic policy after the Central Bank raised interest rates for the first time in two decades.

Local investors also had a good month in March, with the JSE All Share index ending 3.2% higher. However, it caps off a disappointing quarter, as the index lost 2.2%, significantly underperforming both world and other emerging markets. Over one year, the All Share index is now barely in the green, lagging the S&P and Nasdaq by about 30% over the period. On a brighter note, the Rand did strengthen by 1.7% against the dollar during the month.

From a political perspective, the battle lines between parties are becoming murkier by the day. The latest surveys indicate that the ANC might well fall below 40% on a national level, with support for Jacob Zuma’s new MK Party surging north of 10%, with a particularly strong showing in KwaZulu-Natal. The multi-party charter will likely still be too small to govern, so we are more than likely faced with a scenario where the ANC is looking for a kingmaker. No doubt there will be some turbulence as we move closer to election day.

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 up 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 or emailed to [complaints@ipmc.co.za](mailto:complaints@ipmc.co.za).

Investment Policy

The Flagship IP Flexible Value Fund is an asset allocation portfolio. The manager, in selecting securities for the portfolio, will seek to follow an investment policy which will secure for investors an optimum overall return, that is to say the steady growth of income and the preservation of capital in real terms. In order to achieve these main objectives the investments to be acquired for the Flagship IP Flexible Value Fund, shall comprise a mix of securities, which may include ordinary shares, preference shares, debentures, fixed interest instruments, gilts and money market instruments as defined in the Act and the Deed, all to be acquired at a fair market value. The portfolio may also include participatory interests or any other form of participation in portfolios of collective investment schemes or other similar schemes. Where the aforementioned schemes are operated in territories other than in South Africa, participatory interests or any other form of participation in these schemes will be included in the portfolio only where the regulatory environment is to the satisfaction of the manager and trustee and is of sufficient standard to provide investor protection at least equivalent to that in South Africa. The portfolio is permitted to invest in financial instruments in line with the conditions by the Registrar from time to time.

Performance Fees

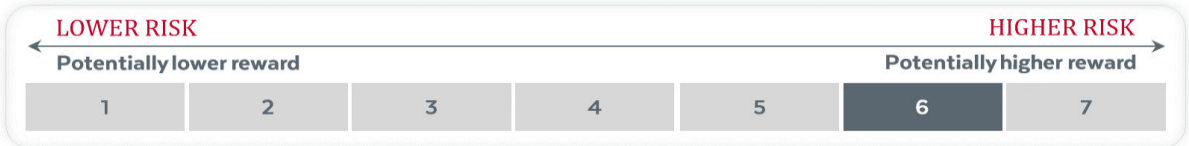
|                                                                                                                                  |                                                                                                                         |                          |                 |                     |                                                                     |
|----------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------|--------------------------|-----------------|---------------------|---------------------------------------------------------------------|
| <b>Performance Fee benchmark:</b>                                                                                                | <b>Median of the Domestic Asset Allocation Flexible Unit Trust Sector</b>                                               |                          |                 |                     |                                                                     |
| <b>Base Fees:</b>                                                                                                                | 1.25% per annum                                                                                                         | <b>Fee at Benchmark:</b> | 1.25% per annum | <b>Fee Hurdle:</b>  | Average of the South African Multi-Asset Flexible Unit Trust Sector |
| <b>Sharing Ratio:</b>                                                                                                            | 10%                                                                                                                     | <b>Minimum Fee:</b>      | 1.25% per annum | <b>Maximum Fee:</b> | No maximum                                                          |
| <b>Fee Example:</b>                                                                                                              | 0.1% for each 1% outperformance of portfolio benchmark on a high water mark basis                                       |                          |                 |                     |                                                                     |
| <b>Method of Calculating:</b>                                                                                                    | If the fund underperforms the Fee Hurdle, then only the base fee is accrued until the high water mark is again reached. |                          |                 |                     |                                                                     |
| The Performance Fee Frequently Asked Questions (FAQ) document may be found on <a href="http://www.ipmc.co.za">www.ipmc.co.za</a> |                                                                                                                         |                          |                 |                     |                                                                     |

TER and Transaction Costs

From 1 January 2021 to 31 December 2023, 1.93% of the value of the fund was incurred as expenses relating to the administration of the fund. 0.26% of the value of the fund was incurred as costs relating to the buying and selling of the assets underlying the fund. Therefore 2.19% of the value of the fund was incurred as costs relating to the investment of the fund. Inclusive in the TER of 1.93%, a performance fee of 0% of the Net Asset Value of the class of Financial Product was recovered. 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 is likely to have a very different equity profile to that of the All Share Index. Risk is reduced through the fund’s value-orientated approach and a larger-than-average number of holdings.



- 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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