



# Investment Solutions Unit Trust Range

## Minimum Disclosure Document

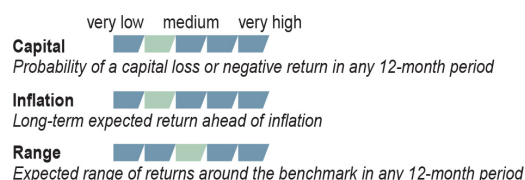
May 2017

## Investment Solutions Conservative Passive Unit Trust - Class A

**Launch date**  
1 February 2016

**Fund size**  
R 37.9 million

### Risk profile



**Denomination**  
South African Rand

**ASISA portfolio category**  
South African – Multi Asset – Low Equity

**Minimum investment**  
R30 000 single premium, R500 monthly by debit order

**Income distribution**  
Declared on the last working day of March and September, paid within six (6) weeks of declaration date

**Benchmark**  
Headline CPI + 3%

### Portfolio objective

The objective of the portfolio is to generate moderate capital growth over the medium term, through investing in a combination of asset classes. The portfolio is benchmarked against CPI + 3% calculated over a rolling three-year period.

### Investment policy summary

The portfolio will be passively managed, using a calculated strategic asset allocation, determined by a financial model, which identifies the asset allocation that targets a specified level of expected return at the lowest level of expected risk (volatility). The appropriate indices within the strategic asset allocation may be adjusted over time, as economic and/or market conditions change. This portfolio will include securities that provide exposure to a combination of asset classes, including participatory interests in collective investment scheme portfolios (also including Exchange Traded Funds), shares, preference shares, property shares, bonds, debentures, debenture stock, debenture bonds, other non-equity securities, money market instruments, assets in liquid form, as well as listed and unlisted financial instruments, as legislation permits. The portfolio will be classified within the relevant industry portfolio classification category applicable to predominantly South African, multi asset, low equity portfolios, and the equity component of the portfolio will be limited accordingly. The portfolio will be managed in accordance with the prudential investment guidelines applicable to retirement funds, with a lower risk tolerance for equities. The portfolio may not be leveraged. The Manager will be permitted to invest, at its discretion, on behalf of the portfolio, in offshore investments, as legislation permits. The Manager may from time to time invest in participatory interests or any other form of participation in portfolios of collective investment schemes or other similar collective investment schemes, as the Act may allow from time to time.

### Expected number of asset manager/s

This portfolio will only have 1 manager

### Strategic asset allocation

### Managers/Portfolios

Coreshares Conservative  
Conservative Passive Cash

### SMA\*

97.0%  
3.0%



Equity Excluding  
Property

34%



Property

4%



Bonds

35%



Cash

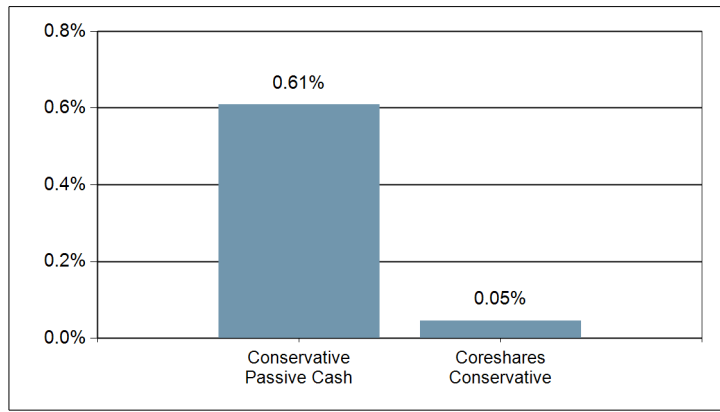
27%

### \*Strategic manager allocation

### Portfolio performance (annualised) - Class A

			Highest Annual (%)		Lowest Annual (%)	
	Portfolio	Benchmark	Portfolio	Benchmark	Portfolio	Benchmark
1 Month	0.01%	0.34%				
1 Year	2.98%	8.36%				
Since Inception	5.95%	9.92%	5.95%	9.92%	2.98%	8.36%

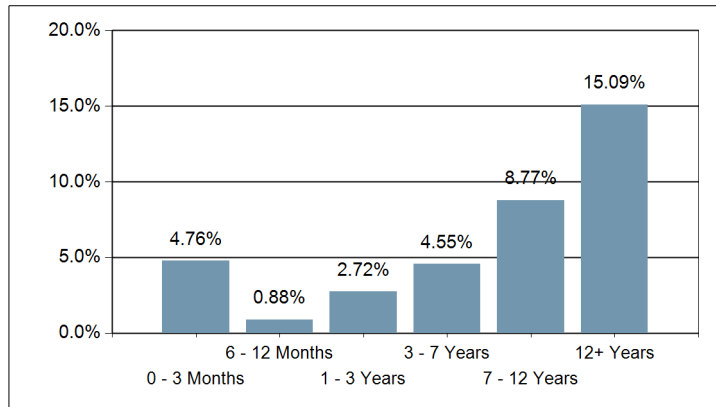
## Underlying returns (1 month to May 2017)



## Top 10 equity holdings (% of total portfolio)

NASPERS	3.4%
COMPAGNIE FINANCIERE RICHEMONT AG	3.0%
BHP BILLITON	2.3%
ANGLO AMERICAN	1.3%
STEINHOFF INTERNATIONAL HOLDINGS N.V.	1.2%
BRITISH AMERICAN TOBACCO PLC	1.1%
SASOL	1.1%
STANDARD BANK GROUP	1.0%
MTN GROUP	1.0%
FIRSTRAND LIMITED	0.9%
<b>Total</b>	<b>16.1%</b>

## Maturity profile



## Market summary

	1 Month	1 Year	3 Years	5 Years	10 Years
FTSE/JSE All Share	-0.42%	2.18%	5.61%	13.40%	9.61%
FTSE/JSE SWIX	-0.07%	2.95%	7.13%	14.27%	10.56%
FTSE/JSE Capped SWIX ALSI	-0.78%	1.71%	6.41%	13.82%	0.00%
FTSE/JSE SA Property	0.11%	3.73%	14.33%	15.22%	13.88%
All Bond Index	0.98%	13.35%	7.80%	7.52%	8.28%
STeFI Composite index	0.63%	7.62%	6.87%	6.26%	7.27%
MSCI AC World	0.71%	-1.44%	13.32%	21.57%	10.23%
Citi WGBI	0.22%	-16.53%	6.86%	8.85%	10.02%

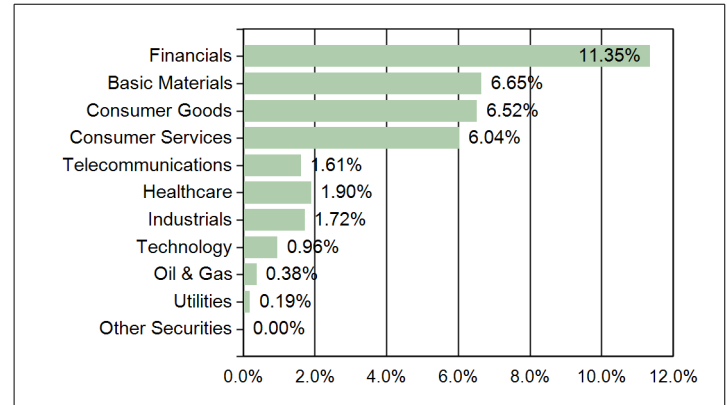
## Manager/portfolio weightings

Coreshares Conservative	96.6%
Conservative Passive Cash	3.4%
<b>Total</b>	<b>100.0%</b>

## Asset allocation

	Local	Global	Combined
Equity Excluding Property	26.5%	5.8%	32.3%
Property	4.8%	0.2%	5.0%
Bonds	32.6%	4.1%	36.8%
Cash	22.3%	3.7%	25.9%
<b>Total</b>	<b>86.2%</b>	<b>13.8%</b>	<b>100.0%</b>

## Industry sector breakdown (% of total portfolio)



## Top 10 issuers (% of total portfolio)

SOUTH AFRICA (REPUBLIC OF)	27.3%
ISHARES PLC	4.1%
STANDARD BANK GROUP LTD	0.7%
INVESTEC BANK LIMITED	0.6%
PRESCIENT INVESTMENT MANAGEMENT (PTY) LIMITED	0.6%
ESKOM HOLDINGS SOC LTD	0.6%
FIRSTRAND BANK LIMITED	0.5%
NEDBANK GROUP LTD	0.4%
SOUTH AFRICAN NATIONAL ROADS AGENCY LIMITED	0.3%
DEVELOPMENT BANK OF SOUTHERN AFRICA	0.2%
<b>Total</b>	<b>35.5%</b>

## Total expense ratio and Transaction cost breakdown - Class A

Period (Annualised, rolling three-year period): 01 Apr 2014 to 31 Mar 2017

Average annual service charge (incl VAT)	0.40%
Other expenses	0.05%
<b>Total Expense Ratio (TER)<sup>1</sup></b>	<b>0.45%</b>
<b>Transaction Costs (TC)<sup>2</sup></b>	<b>0.03%</b>
<b>Total Investment Charges (TER + TC)<sup>3</sup></b>	<b>0.48%</b>

## Income distribution (cent per unit)

Date	Interest	Dividend
March 2017	1.6300	0.5500
September 2016	1.5800	0.5800

## Disclosures

- 1. Total Expense Ratio (TER):** The percentage of the value of the portfolio that was incurred as expenses relating to the administration (charges, levies and fees) of the portfolio. TER is calculated over a rolling three-year period (or since inception, where applicable) and annualised to the most recent calendar quarter. 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 TERs.
- 2. Transaction Cost: (TC):** The percentage of the value of the portfolio that was incurred as costs relating to the buying and selling of the assets underlying the portfolio. Transaction costs are a necessary cost in administering the Fund and impacts 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. Calculations are based on actual data where possible and best estimates where actual data is not available.
- 3. Total Investment Charge: (TIC):** The percentage of the portfolio was incurred as costs relating to the investment of the portfolio. It is the sum of the TER and TC.

Collective investment schemes (unit trusts) are generally medium to long-term investments. The value of participatory interests (units) or the investment may go down as well as up. Past performance is not necessarily a guide to future performance. Collective investment schemes are traded at ruling prices and can engage in borrowing and scrip lending. The collective investment scheme may borrow up to 10% of the market value of the portfolio to bridge insufficient liquidity. The Manager does not provide any guarantee, either with respect to the capital or the return of a portfolio. Different classes of participatory interests (units) apply to these portfolios and are subject to different fees and charges. A schedule of fees and charges and maximum commissions is available on request from the Manager, or is available on the website <https://sa.investmentsolutions.co.za/Products-Services/Individual-Investments-Unit-Trust-Fees>.

Forward pricing is used. Annualised returns are period returns re-scaled to a period of one year. This allows investors to compare returns of different assets that they have owned for different lengths of time. All period returns greater than one year have been annualised. Returns for periods less than one year have not been annualised.

Foreign securities within portfolios 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. Investors are reminded that an investment in a currency other than their own may expose them to a foreign exchange risk.

Lump-sum investment performances are being quoted. Income distributions, prior to deduction of applicable taxes, are included in the performance calculations.

NAV to NAV figures have been used for the performance calculations, as calculated by the Manager at the valuation point defined in the deed, over all reporting periods.

Investment performance calculations are available for verification upon request by any person. Reinvestment of income is calculated on the actual amount distributed per participatory interest, using the ex-dividend date NAV price of the applicable class of the portfolio, irrespective of the actual reinvestment date.

The performance is calculated for the portfolio and is sourced from the Statpro Performance and Attribution system. The individual investor performance may differ, as a result of initial fees, the actual investment date, the date of reinvestment and dividend withholding tax. The rate of return is calculated on a total return basis, and the following elements may involve a reduction of the investor's capital, interest rates, economic outlook, inflation, deflation, economic and political shocks or changes in economic policy.

Prices are published daily in the Business Report (South Africa's National Financial Daily) and are made available on our website <https://sa.investmentsolutions.co.za/Download-Centre/Daily-Unit-Prices>.

Actual annual figures are available to the investor on request.

Investment Solutions does not charge performance fees on its collective investment schemes (unit trusts). However, the underlying managers may have a performance fee within underlying portfolios of the portion of the unit trust that they manage.

The portfolios are valued at the end of the day using the latest available prices at close of business, and the transaction cut-off time is 13h00. The Manager has the right to close the portfolio to new investors, in order to manage it more efficiently, in accordance with its mandate.

You can obtain additional information on the proposed investment, free of charge, from brochures, application forms and the annual report and any half-yearly report, which are available on our website <https://sa.investmentsolutions.co.za/Products-Services/Individual-Investments-Unit-Trust-Forms>.

The complaints policy and procedure, and the conflicts of interest management policy are available on our website <https://sa.investmentsolutions.co.za/Risk-Compliance/Corporate-Governance>.

Associates of the Manager may be invested within certain portfolios, and the details thereof are available from the Manager.

### The Manager's details are:

Investment Solutions Unit Trusts Limited, **Registration number:** 2001/015776/06, **Physical address:** 115 West Street, Sandown, 2196. **Postal address:** PO Box 786055, Sandton, 2146. **Telephone number:** +27 (0)11 505 6000. **E-mail address:** investmentsolutions@ishltd.co.za. **Website:** [www.investmentsolutions.co.za](http://www.investmentsolutions.co.za).

### The Trustee's details are:

FirstRand Bank, acting through Rand Merchant Bank Custody & Trustee Services. **Physical address:** First Floor, No. 3 First Place, Bank City, Cnr Jeppe & Simmonds Street, Johannesburg, 2000. **Telephone number:** +27 (0) 87 736 1732.

The Manager and Trustee are registered and approved under the Collective Investment Schemes Control Act (No. 45 of 2002). Alexander Forbes Limited is a member of the Association for Savings and Investment South Africa (ASISA).

### The Investment Manager's details are:

Investment Solutions Limited, Registration number: 1997/000595/06 is an authorised Financial Services Provider (FSP 711) under the Financial Advisory and Intermediary Services Act (No. 37 of 2002), to act in the capacity as Investment Manager. The address is the same as the Manager. This information is not advice, as defined in the Financial Advisory and Intermediary Services Act (No. 37 of 2002). Please be advised that there may be representatives acting under supervision.

### Advice fees

An initial fee of up to 3.42% (including VAT) may be charged by your financial adviser as well as an ongoing annual fee of up to 1.14% (including VAT). These fees may be negotiated between yourself and your adviser.

The most expensive class for this portfolio is the A Class.

Any forecasts and/or commentary in this document are not guaranteed to occur.

Figures in the report may not add up due to rounding of decimals.