

## Minimum Disclosure Document - 31 March 2018

Fund Performance: (figures are annualised)	Aylett Balanced Prescient Fund - Class A1	Composite Index
1 Year	9.5%	10.3%
2 Years	11.5%	7.3%
3 Years	10.1%	6.6%
Inception	9.8%	9.7%
Highest 1 year return	17.2%	21.5%
Lowest 1 year return	4.4%	0.2%

Fund Details:	
Market value	R415.8 million
Offshore exposure	20%
Top 10 holdings	AECI LTD
(in alphabetical order)	AFRICAN OXYGEN LTD
	ANGLO AMERICAN PLC
	BERKSHIRE HATHAWAY INC-CL B
	NEDBANK GROUP LTD
	REINET INVESTMENTS SCA
	SASOL LTD
	STANDARD BANK GROUP LTD
	TRANSACTION CAPITAL
	TSGO SUN HOLDINGS LTD

Fund Facts:	
Fund objective	To provide long term growth in both capital and income over time
Fund category	South African Multi Asset High Equity
Inception	1 November 2013
Benchmark	Composite
Recommended term	Medium to long term
Portfolio manager	Walter Aylett - Aylett & Company (Pty) Ltd
Management company	Prescient Management Company (RF) (Pty) Ltd
Fund auditors	KPMG
Fund trustees	Nedbank Investor Services. Tel: +27 11 534 6557

Fees & minimums:	
Minimum	Lump sum: R5 000
Investments	Debit order: R500
Initial fees	None
Annual management fee	Minimum: 1.14% (including VAT)
A1 Class	Maximum: 1.14% (including VAT)
	Fees are class dependent: Calculated on the market value of the fund's assets, accrued daily and paid monthly.
Total expense ratio	<u>Total TER of 1.21% comprised of:</u>
A1 Class	Management fee 1.14%
	Performance fee 0.00%
	Other cost 0.07%
	<b>Total TER 1.21%</b>
Transaction Costs	Transaction costs 0.10%
Total Investment Charges	Total Investment Charges 1.31%

Income Distributions:	
Declaration & payment	Declared: Last business day of March annually. Distributed: By the 2nd working day after declaration date.
March 2018: 4.12 cpu	

### Fund Investment Summary and Objectives

#### Our Investment Strategy and Philosophy

Shares are evaluated, not by a fluctuating ticker or a graph on a screen, but by what they represent, a certificate of ownership. We seek great businesses that are well run and managed, trading at a discount to their intrinsic value. We follow the adage that the return of an investment is determined not by the exit price but by the price one pays.

#### Fund Objective

The objective of the Aylett Balanced Prescient Fund is to maximise long term capital appreciation by investing in assets on behalf of clients that will preserve their purchasing power in real terms and earn a satisfactory return on that capital.

#### Fund Universe

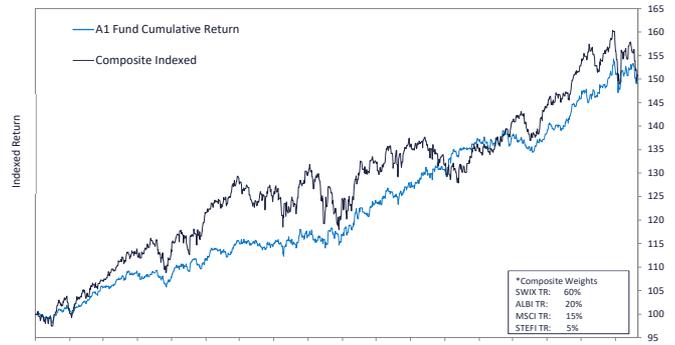
The maximum net equity exposure of the Aylett Balanced Prescient Fund is 75%, with offshore asset exposure being limited to 25%. This fund is managed to comply with the investment limits governing retirement funds.

### Fund Risk Profile

The Fund has a moderate risk profile as it is actively managed across global equities, cash and listed assets.



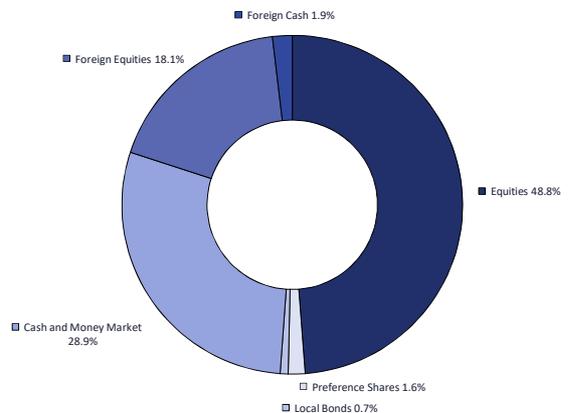
### Aylett Balanced Prescient Fund vs. Benchmark



Total Return Index is net of fees and assumes dividends and distributions are reinvested. Cumulative outperformance since inception is 0.2%. For illustrative purposes only.

Source: Bloomberg, inception to end 31 March 2018

### Asset Allocation



Issued on: 17 April 2018

**Fund Manager Commentary:**

Towards the end of 2016 we commented that we expected the returns for 2017 to be muted. This was primarily owing to our lack of exposure to momentum driven stocks and market favorites such as Naspers and Steinhoff. We also mentioned that while in the short term our existing stocks were quite fully valued, in the long term we felt that there was merit in holding them. For the first 9 months of 2017 our view appeared to be panning out as anticipated. This all changed with the collapse of Steinhoff, several property stocks, and the performance of companies like EOH and Ascendis - all of which we managed to avoid. To date, the fund has performed well when compared to the Index returns.

Our view at the beginning of 2017, was that there was too much pessimism in the markets built into valuations of South African stocks and that the larger fund managers were too negative on South Africa Inc. Of course, we did not know that we would have a new President and that the long-awaited downgrade of South African sovereign debt would not occur. In our opinion the valuation of the fund by and large had taken this into account.

Fortunately, our high exposure to Banks and local Industrial stocks such as Afrox, Long4life and Omnia, in addition to some small cap stocks, contributed to our performance in the first quarter of 2018. This, combined with the absence of any major losers, enabled the fund to perform well. Our strategy of focusing our efforts on staying out of trouble, while at the same time patiently waiting for opportunities on our terms, has stood us in good stead. Our success has resulted in the fund consistently being rated as a high performer in its class over numerous time frames as per the below table:

Aylett Balanced Prescient Fund – A1				
	YtD	1 Yr	2 Yrs	3 Yrs
Return (%)	1.48	9.54	11.48	10.13
Rank	2	5	1	1

*Source: Morningstar, 31 March 2018*  
*Peer Group: ASISA South African Multi Asset High Equity Category*

Looking forward we feel that local stocks have run hard against a backdrop of persistent negative news from offshore. A rising interest rate environment, tariff wars and political instability do not bode well for developed markets. Local stocks appear to offer more value in the longer term, but a lot will depend on the stewards of our economy ensuring that the ingredients for certainty and growth are in place.

*Walter Aylett*

31 March 2018

Issued on: 17 April 2018

**Minimum Disclosure Document - 31 March 2018**

**Disclaimer**

Collective Investment Schemes in Securities (CIS) should be considered as medium to long-term investments. The value may go up as well as down and past performance is not necessarily a guide to future performance. CIS's are traded at the ruling price and can engage in scrip lending and borrowing. The CIS may borrow up to 10% of the market value of the portfolio to bridge insufficient liquidity. A schedule of fees, charges and maximum commissions is available on request from the Manager. There is no guarantee in respect of capital or returns in a portfolio. A CIS may be closed to new investors in order for it to be managed more efficiently in accordance with its mandate. CIS prices are calculated on a net asset basis, which is the total value of all the assets in the portfolio including any income accruals and less any permissible deductions (brokerage, STT, VAT, auditor's fees, bank charges, trustee and custodian fees and the annual management fee) from the portfolio divided by the number of participatory interests (units) in issue. Forward pricing is used. The Fund's Total Expense Ratio (TER) reflects the percentage of the average Net Asset Value (NAV) of the portfolio that was incurred as charges, levies and fees related to the management of the portfolio. A higher TER does not necessarily imply a poor return, nor does a low TER imply a good return. The current TER cannot be regarded as an indication of future TER's. During the phase in period TER's do not include information gathered over a full year. Transaction Costs(TC) is the percentage of the value of the Fund incurred as costs relating to the buying and selling of the Fund's underlying assets. 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, investment decisions of the investment manager and the TER.

The Manager retains full legal responsibility for any third-party-named portfolio. Where foreign securities are included in a portfolio there may be 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. The investor acknowledges the inherent risk associated with the selected investments and that there are no guarantees. Please note that all documents, notifications of deposit, investment, redemption and switch applications must be received by Prescient by or before 13:00 (SA), to be transacted at the Net Asset Value price for that day. Where all required documentation is not received before the stated cut off time Prescient shall not be obliged to transact at the Net Asset Value price as agreed to. Money Market Funds are priced at 13:00 and all other Funds are priced at either 15:00 or 17:00 depending on the nature of the Fund. Prices are published daily and are available on the Prescient website.

Performance has been calculated using net NAV to NAV numbers with income reinvested. The performance for each period shown reflects the return for investors who have been fully invested for that period. Individual investor performance may differ as a result of initial fees, the actual investment date, the date of reinvestments and dividend withholding tax. Full performance calculations are available from the Manager on request.

For any additional information such as fund prices and application forms, please visit [www.aylett.co.za](http://www.aylett.co.za).

**Risk Profile**

**Medium / Medium - High:**

- These portfolios generally hold more equity exposure than low risk portfolios but less than high risk portfolios
- In turn the expected volatility is higher than low risk portfolios, but less than high risk portfolios
- The probability of losses are higher than that of the low risk portfolios but less than high risk portfolios
- Expected potential long term investment returns could therefore be lower than high risk portfolios due to lower equity exposure, but higher than low risk portfolios

**Glossary**

**Annualised performance:** Annualised performance shows longer-term performance rescaled to a 1 year period. Annualised performance is the average return per year over the period. Actual annual figures are available to the investor on request.

**Highest & Lowest return:** The highest and lowest returns for any 1 year over the period since inception have been shown.

**NAV:** The Net Asset Value represents the assets of a Fund less its liabilities.

**Composite Index:** 60% SWIX Total Return Index, 20% All Bond Total Return Index, 15% World MSCI, 5% Cash STEFI

**Contact Details**

**Management Company:**

Prescient Management Company (RF) (Pty) Ltd, Registration number: 2002/022560/07 Physical address: Prescient House, Westlake Business Park, Otto Close, Westlake, 7945 Postal address: PO Box 31142, Tokai, 7966. Telephone number: 0800 111 899. E-mail address: [info@prescient.co.za](mailto:info@prescient.co.za) Website: [www.prescient.co.za](http://www.prescient.co.za)  
 Prescient Management Company (RF) (Pty) Ltd. This portfolio operates as a white label fund under the Prescient Unit Trust Scheme, which is governed by the Collective Investment Schemes Control Act. Prescient is a member of the Association for Savings and Investments SA.

**Trustee:**

Nedbank Investor Services physical address: 2nd Floor, 16 Constantia Boulevard, Constantia Kloof, Roodepoort, 1709 Telephone number: +27 11 534 6557 Website: [www.nedbank.co.za](http://www.nedbank.co.za)  
 The Management Company and Trustee are registered and approved under the Collective Investment Schemes Control Act (No.45 of 2002).

**Investment Manager:**

Aylett & Company (Pty) Ltd, Registration number: 2004/034008/07 is an authorised Financial Services Provider (FSP No. 26/10/20513) under the Financial Advisory and Intermediary Services Act (No.37 of 2002), to act in the capacity as investment 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.

This document is for information purposes only and does not constitute or form part of any offer to issue or sell or any solicitation of any offer to subscribe for or purchase any particular investments. Opinions expressed in this document may be changed without notice at any time after publication. We therefore disclaim any liability for any loss, liability, damage (whether direct or consequential) or expense of any nature whatsoever which may be suffered as a result of, or which may be attributable directly or indirectly to, the use of or reliance upon the information.

Issued on: 17 April 2018