

# Introduction to ETPs: Using Them and Accessing them

**Presentation to:**

**RMB/etfSA Investment Seminar**

**JSE Atrium**

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**etfSA.co.za**

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# Agenda

- What are Exchange Traded Products (ETPs)?
- Why you should be using them.
- Advantages of ETPs.
- Types of ETPs available.
- Managing Portfolios of ETPs.
- Learn more about ETPs.
- How to invest in ETPs.

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# What Are Exchange Traded Products (ETPs)?

- They are securities listed and traded on the JSE just like any other listed product.

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# What Are Exchange Traded Products (ETPs)?

Prices from "The Star" newspaper (3 Oct 2012)

| PLATINUM & PRECIOUS METALS |       |       |  | TRAVEL & LEISURE      |       |       |       |      |       |     |   |  |  |  |  |  |  |  |  |
|----------------------------|-------|-------|--|-----------------------|-------|-------|-------|------|-------|-----|---|--|--|--|--|--|--|--|--|
| AMPLATS                    | 40800 | 42400 |  | TIME                  | 9     | 9     | 9     |      |       |     |   |  |  |  |  |  |  |  |  |
| AQUARIUS                   | 589   | 605   |  | CITYLDG               | 9500  | 9900  | 9991  | +190 | 51.8  | 2.6 |   |  |  |  |  |  |  |  |  |
| ATLATS                     | 175   |       |  | COMAIR                | 142   | 142   | 142   |      | -29.4 |     |   |  |  |  |  |  |  |  |  |
| BAUBA                      | 125   |       |  | CULINAN               | 110   |       |       |      | 37.5  | 0.9 |   |  |  |  |  |  |  |  |  |
| EASTPLATS                  | 155   | 174   |  | DON                   | 17    | 17    | 17    |      | -32.0 |     |   |  |  |  |  |  |  |  |  |
| IMPLATS                    | 13950 | 14150 |  |                       |       |       |       |      |       |     |   |  |  |  |  |  |  |  |  |
| JUBILEE                    | 122   | 125   |  |                       |       |       |       |      |       |     |   |  |  |  |  |  |  |  |  |
| LONMIN                     | 7454  | 7671  |  |                       |       |       |       |      |       |     |   |  |  |  |  |  |  |  |  |
| NORTHAM                    | 2929  | 3039  |  |                       |       |       |       |      |       |     |   |  |  |  |  |  |  |  |  |
| PLATFIELD                  | 4     | 5     |  |                       |       |       |       |      |       |     |   |  |  |  |  |  |  |  |  |
| RBPLAT                     | 4750  | 4775  |  |                       |       |       |       |      |       |     |   |  |  |  |  |  |  |  |  |
| WESIZWE                    | 82    | 89    |  |                       |       |       |       |      |       |     |   |  |  |  |  |  |  |  |  |
| CONSTRUCTION & MATERIALS   |       |       |  | EXCHANGE TRADED FUNDS |       |       |       |      |       |     |   |  |  |  |  |  |  |  |  |
| AFRIMAT                    | 749   | 749   |  | BBEWT40               | 3926  | 3936  | 3936  | +14  | 18.8  | 2.6 | - |  |  |  |  |  |  |  |  |
| AGI                        | 2     |       |  | BE GREEN              | 1557  | 1556  | 1556  | +4   |       | 1.0 | - |  |  |  |  |  |  |  |  |
| AVENG                      | 3148  | 3170  |  | DBX JAPAN             | 479   | 488   | 485   | +5   | -0.6  | 1.2 | - |  |  |  |  |  |  |  |  |
| BASREAD                    | 862   | 873   |  | DBX USA               | 1155  | 1164  | 1150  | -2   | 30.7  | 0.6 | - |  |  |  |  |  |  |  |  |
| CALGRO M3                  | 474   | 475   |  | DBX WORLD             | 1107  | 1118  | 1100  | +3   | 23.7  | 1.2 | - |  |  |  |  |  |  |  |  |
| CERAMIC                    | 13000 |       |  | DBXEURO50             | 2723  | 2740  | 2703  | +30  | 14.7  | 2.1 | - |  |  |  |  |  |  |  |  |
| DAWN                       | 640   | 650   |  | DBXFT100              | 7855  | 7860  | 7838  | +25  | 22.3  | 2.6 | - |  |  |  |  |  |  |  |  |
| ESORFRANK                  | 135   | 135   |  | MAPPS GRO             | 1307  |       |       | +3   | 22.0  | 0.4 | - |  |  |  |  |  |  |  |  |
| GROUP S                    | 2700  | 2700  |  | MAPPS PRO             | 2497  |       |       | +4   | 19.2  | 0.3 | - |  |  |  |  |  |  |  |  |
| KAYDAV                     | 72    |       |  | NEW RAND              | 2691  | 2687  | 2686  | +4   | 19.0  |     | - |  |  |  |  |  |  |  |  |
| M&R HLD                    | 2234  | 2234  |  | NEWFEQMOM             | 1801  |       |       | +27  |       |     | - |  |  |  |  |  |  |  |  |
| MASNITE                    | 3990  |       |  | NEWFNGOVI             | 4215  |       |       | +21  |       |     | - |  |  |  |  |  |  |  |  |
| MAZOR                      | 150   |       |  | NEWFNILBI             | 5084  |       |       | +3   |       |     | - |  |  |  |  |  |  |  |  |
| PPC                        | 2883  | 2900  |  | NEWFNISWIX            | 946   |       |       | +3   |       | 1.0 | - |  |  |  |  |  |  |  |  |
| PROTECH                    | 45    | 48    |  | NEWFTRACI             | 1684  |       |       | +1   |       |     | - |  |  |  |  |  |  |  |  |
| RAUBEX                     | 1586  | 1587  |  | NEWGOLD               | 14425 | 14500 | 14375 | -45  | 17.1  |     | - |  |  |  |  |  |  |  |  |
| SANYATI                    | 21    |       |  | NEWSA                 | 3594  |       |       | +7   | 24.8  | 1.4 | - |  |  |  |  |  |  |  |  |
| SEAKAY                     | 1     | 1     |  | PREFEX                | 1095  | 1093  | 1093  | +1   |       | 1.0 | - |  |  |  |  |  |  |  |  |
| STEFSTOCK                  | 1050  | 1058  |  | PROXSAPY              | 4825  | 4850  | 4800  | -5   | 28.8  | 1.5 | - |  |  |  |  |  |  |  |  |
| WBHO                       | 13960 | 14184 |  | PROPXTEN              | 1402  | 1410  | 1405  | -5   | 27.5  | 5.5 | - |  |  |  |  |  |  |  |  |
| GENERAL INDUSTRIALS        |       |       |  | RAEFIFM               | 2065  | 2065  | 2065  | +34  | 20.1  | 1.2 | - |  |  |  |  |  |  |  |  |
| ARGENT                     | 645   | 645   |  |                       |       |       |       |      |       |     |   |  |  |  |  |  |  |  |  |
| ASTRAPAK                   | 680   | 680   |  |                       |       |       |       |      |       |     |   |  |  |  |  |  |  |  |  |

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# What Are Exchange Traded Products (ETPs)?

- They offer access to a **basket or portfolio** of listed companies and **not** just a **single company**.
- The portfolios either:
  - Track an index of shares or bonds, or
  - They offer the return of an asset class or bundle of shares.

# What is An Index?

## Index Weights – Basket of Constituents (as at October 2012) FTSE/JSE Top 40 Index

|                          | Market Cap Weighted (%) | Equally Weighted (%) |                            | Market Cap Weighted (%) | Equally Weighted (%) |
|--------------------------|-------------------------|----------------------|----------------------------|-------------------------|----------------------|
| Absa Group Limited       | 1,16                    | 2,5                  | Capital Shop Centres Grp   | 0,68                    | 2,5                  |
| African Rainbow Minerals | 0,31                    | 2,5                  | Compagnie Fin Richemont    | 6,34                    | 2,5                  |
| Anglo Platinum Ltd       | 0,74                    | 2,5                  | Exxaro Resources Ltd       | 0,52                    | 2,5                  |
| Anglo American Plc       | 8,06                    | 2,5                  | Firststrand Ltd            | 2,77                    | 2,5                  |
| Anglo Gold Ashanti Ltd   | 2,52                    | 2,5                  | Gold Fields Ltd            | 1,79                    | 2,5                  |
| Aspen Pharmacare Hldgs   | 1,15                    | 2,5                  | Growthpoint Properties Ltd | 1,01                    | 2,5                  |
| Assore Ltd               | 0,32                    | 2,5                  | Harmony Gold Mining Co     | 0,67                    | 2,5                  |
| BHP Billiton Plc         | 13,04                   | 2,5                  | Impala Platinum Holdings   | 2,02                    | 2,5                  |
| Bidvest Group Ltd        | 1,57                    | 2,5                  | Imperial                   | 0,90                    | 2,5                  |
| British American Tobacco | 2,3                     | 2,5                  | Investec Ltd               | 0,34                    | 2,5                  |

# What is An Index? (continued)

## Index Weights – Basket of Constituents (as at October 2012) FTSE/JSE Top 40 Index

|                    | Market Cap Weighted (%) | Equally Weighted (%) |                              | Market Cap Weighted (%) | Equally Weighted (%) |
|--------------------|-------------------------|----------------------|------------------------------|-------------------------|----------------------|
| Investec Plc       | 0,75                    | 2,5                  | RMB Holdings Ltd             | 0,92                    | 2,5                  |
| Kumba Iron Ore Ltd | 1,07                    | 2,5                  | SABMiller Plc                | 10,82                   | 2,5                  |
| Massmart           | 0,42                    | 2,5                  | Sanlam Ltd                   | 1,65                    | 2,5                  |
| Mondi Ltd          | 0,23                    | 2,5                  | Sasol Ltd                    | 5,50                    | 2,5                  |
| Mondi Plc          | 0,72                    | 2,5                  | Shoprite Holdings Ltd        | 2,30                    | 2,5                  |
| Mr Price Group Ltd | 0,78                    | 2,5                  | Standard Bank Group Ltd      | 3,85                    | 2,5                  |
| MTN Group          | 6,77                    | 2,5                  | Steinhoff International Hldg | 1,09                    | 2,5                  |
| Naspers Ltd -N-    | 5,07                    | 2,5                  | Tiger Brands Ltd             | 0,91                    | 2,5                  |
| Nedbank Group Ltd  | 1,08                    | 2,5                  | Truworths                    | 1,04                    | 2,5                  |
| Old Mutual Plc     | 2,70                    | 2,5                  | Vodacom Group                | 1,07                    | 2,5                  |
| Remgro Ltd         | 1,52                    | 2,5                  | Woolworths Holdings Ltd      | 1,23                    | 2,5                  |

# What Are Exchange Traded Products (ETPs)? (continued)

- They are **passive** investments – they merely replicate the performance of an index or basket of shares.
- Unlike **active** investments – where the asset manager attempts to outperform the index or market benchmark performance.

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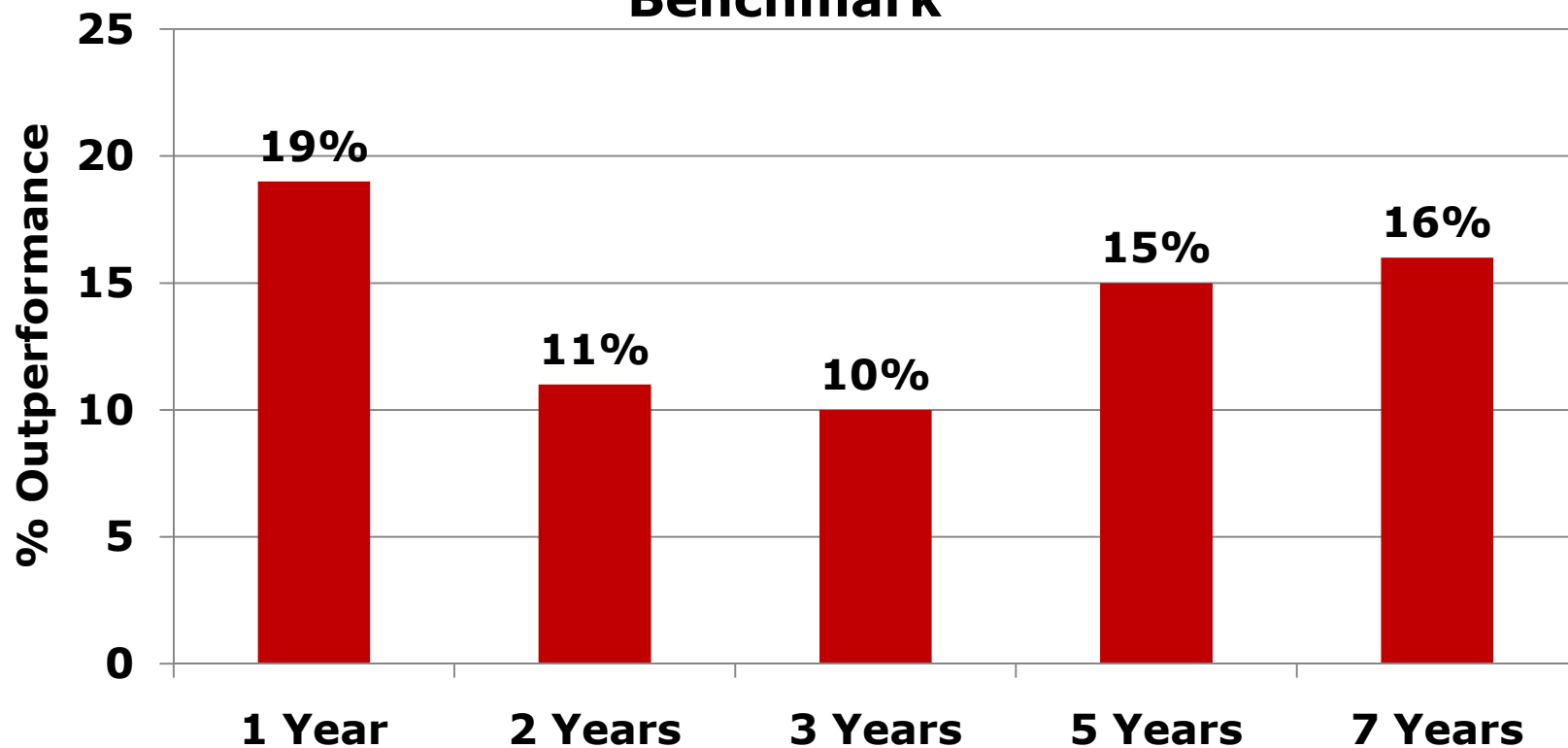
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# Why You Should Be Using ETFs/ETNs

## Unit Trusts Beating the FTSE/JSE SWIX Index Benchmark



Source: "The Quest for Alpha" - D Wessels - DRW Investment Research (June 2012)

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# Why Buy An Index Tracker?

- You buy one ETF and own a whole portfolio of index shares:
  - Reduce your risk by diversifying your portfolio
  - Enhance performance potential
  - Lower your costs – you only pay brokerage and JSE costs once, not for every share in the portfolio.
- So you own say 40 shares but you only pay to buy one share.

# What Are The Advantages of ETPs?

## Complete Transparency

- Listed on the JSE, pricing is done on the market and is know to every investor.
- Underlying portfolio is published daily.
- Settlement, trading, registration, transfer done through JSE/STRATE – fully centralised electronic, failsafe and cost effective.

## Instant Liquidity & Tradeability

- ETPs are like normal shares. Can be bought or sold at any time through the JSE
- Market makers and open-ended structures cater for large trades.

## Passive Investments

- An index always contains the premium shares/assets in the market.
- Index measures the average performance (BETA) of the market.

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# What Are The Advantages of ETFs?

(Continued)

## Diversification

### Diversified portfolio.

- Provides full exposure to blue chip shares/ assets.
- Reduces risk/volatility.
- Ensures benchmark performance.
- Can be easily hedged.

## Very Cost Efficient

- Average costs one-third of unit trusts.

# Total Expense Ratios (TERs)

| ETFs  | Basis Points |         |
|---|--------------|---------|
| BIPS Top 40   | 0,21         | (0,21%) |
| Stanlib Top 40  | 0,19         | (0,19%) |
| BettaBeta EWT 40  | 0,39         | (0,39%) |
| Satrix 40   | 0,45         | (0,45%) |
| <b>Average</b> of all local ETFs  | 0,55         | (0,55%) |
| Unit Trusts   |              |         |
| Average General Equity Funds  | 1,62         | (1,62%) |
| Average Value Funds   | 1,75         | (1,75%) |
| Average Growth Funds  | 1,54         | (1,54%) |
| <ul style="list-style-type: none"> <li>▪ <i>Total Expense Ratios (TERs) measures the cost (annualised) of providing the product.</i></li> <li>▪ <i>TER is included in the price of the product.</i></li> </ul> <p><i>Source: ASISA – Quarterly Unit Trust Survey (June 2012).</i></p> |              |         |

# Types of ETPs Available in the South African Market

| Exposure                          | Provides   | Product   |   |
|-----------------------------------|--|---|---|
| Overall Market Performance (BETA) | Access to average JSE market performance   | <ul style="list-style-type: none"> <li>• RMB 40</li> <li>• Satrix 40</li> <li>• Satrix SWIX Top 40</li> <li>• BettaBeta EWT 40</li> </ul> | <ul style="list-style-type: none"> <li>• Stanlib Top 40</li> <li>• Stanlib SWIX Top 40</li> <li>• NewFunds SWIX 40</li> </ul> |
| Sectoral Performance              | Access to different sectors of the JSE   | <ul style="list-style-type: none"> <li>• Satrix INDI 25</li> <li>• Satrix FINI 15</li> <li>• Satrix RESI 10</li> </ul>                    | <ul style="list-style-type: none"> <li>• RMB MidCap</li> </ul>  |
| Bonds                             | Access to Government bonds<br><br>Access to the listed preference shares         | <ul style="list-style-type: none"> <li>• Investec zGOVI</li> <li>• RMB Inflation-X</li> <li>• Prefex</li> </ul>                           | <ul style="list-style-type: none"> <li>• NewFunds GOVI</li> <li>• NewFunds ILBI</li> </ul>                                    |
| Property                          | Exposure to the commercial property sector of the JSE                            | <ul style="list-style-type: none"> <li>• Proptrax SAPY</li> <li>• Proptrax TEN</li> </ul>   |   |
| "Style" or "Thematic" (ALPHA)     | Based on an investment strategy  | <ul style="list-style-type: none"> <li>• NewFunds Shariah Top 40</li> <li>• NewFunds NewSA</li> <li>• NewFunds NewRand</li> </ul>         | <ul style="list-style-type: none"> <li>• Satrix DIVI</li> <li>• NewFunds Equity Momentum</li> </ul>                           |
| "Balanced" ETFs                   | Mix of bonds, equities and cash to provide exposure to a basket of asset classes | <ul style="list-style-type: none"> <li>• NewFunds MAPPS Protect</li> <li>• NewFunds MAPPS Growth</li> </ul>                               |   |

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## Types of ETPs Available in the South African Market (continued)

| Exposure                   | Provides   | Product  |
|----------------------------|--|--|
| Offshore (Foreign) markets | Investment in overseas indices in both developed and emerging markets            | <ul style="list-style-type: none"> <li>• DBX Tracker EuroStoxx50 ETF</li> <li>• DBX Tracker FTSE 100 ETF</li> <li>• DBX Tracker Japan MSCI ETF</li> <li>• DBX Tracker USA MSCI ETF</li> <li>• DBX Tracker World MSCI ETF</li> <li>• DBX China ETN</li> <li>• DBX Africa Top 50 ETN</li> <li>• DBX Emerging Markets ETN</li> <li>• Standard Bank Africa Equity ETN</li> </ul>   |
| "Value" Strategies         | Looks to outperform the market average using fundamental analysis and technology | <ul style="list-style-type: none"> <li>• Satrix RAFI 40</li> <li>• NewFunds eRAFI Overall</li> <li>• NewFunds eRAFI INDI</li> <li>• NewFunds eRAFI FINI</li> <li>• NewFunds eRAFI RESI</li> </ul>  |
| Commodity Markets          | Invests in physical commodity markets  | <ul style="list-style-type: none"> <li>• NewGold ETF – gold bullion</li> <li>• RMB Coal ETN</li> <li>• RMB Oil ETN</li> <li>• Standard Bank Gold-Linker ETN</li> <li>• Standard Bank Silver-Linker ETN</li> <li>• Standard Bank Platinum-Linker ETN</li> <li>• Standard Bank Palladium-Linker ETN</li> <li>• Standard Bank Commodity Basket ETN</li> <li>• Standard Bank Copper ETN</li> <li>• Standard Bank Corn ETN</li> <li>• Standard Bank Oil ETN</li> <li>• Standard Bank Wheat ETN</li> </ul> |
| Money Market & High Income | Provides money market total return. Returns linked to prime interest rate        | <ul style="list-style-type: none"> <li>• NewFunds TRACI ETF</li> <li>• PrefEx</li> </ul>   |
| Currency                   | Invests in foreign currency deposits, provide pure "rand hedge"                  | <ul style="list-style-type: none"> <li>• NewWave US Dollar ETN</li> <li>• NewWave UK Pound ETN</li> <li>• NewWave Euro ETN</li> </ul>  |

# Asset Allocation or Balanced ETF Portfolio

| Asset Allocation ETF Portfolio |                |                              |                  |                  |
|--------------------------------|----------------|------------------------------|------------------|------------------|
| Product                        | % of Portfolio | 3 Year Total Return (% p.a.) | Asset Class      | Asset Allocation |
| Satrix INDI 25                 | 20%            | 25,91%                       | Domestic Equity  | 30%              |
| Satrix DIVI Plus               | 10%            | 22,22%                       | Domestic Equity  |                  |
| Proptrax SAPY                  | 20%            | 24,52%                       | Property         | 20%              |
| DBX MSCI USA                   | 10%            | 16,84%                       | Foreign Equity   | 25%              |
| DBX MSCI World                 | 10%            | 11,74%                       | Foreign Equity   |                  |
| NewGold                        | 5%             | 22,45%                       | Commodities      |                  |
| RMB Inflation-X                | 15%            | 11,28%                       | Bonds            | 25%              |
| PrefEx                         | 10%            | 10,13%                       | Interest Bearing |                  |
|                                | 100%           |                              |                  |                  |



# ETF Balanced Portfolio Compared With High Equity Weighted Asset Allocation Unit Trusts

| Performance Comparison<br>(Total Return with dividends reinvested) |   |                  |
|--|---|------------------|
|  |   | 3 Year<br>(p.a.) |
| 1)   | <b>Pro-Forma ETF Asset Allocation Portfolio (average TER 0,56%)</b>                         | <b>18,94%</b>    |
| 2)   | <b>Asset Allocation Variable Equity Unit Trust Funds (88 funds)<br/>(average TER 1,97%)</b> |                  |
|  | Arithmetic average return   | 11,85%           |
|  | Highest Return  | 18,86%           |
|  | Lowest Return   | 4,77%            |
| 3)   | <b>Asset Allocation High Equity Unit Trust Funds (15 funds) (average<br/>TER 2,15%)</b>     |                  |
|  | Arithmetic average return   | 13,76%           |
|  | Highest Return  | 16,00%           |
|  | Lowest Return   | 11,55%           |
| 4)   | <b>Asset Allocation Flexible Equity Unit Trust Funds (67 funds) (average<br/>TER 2,00%)</b> |                  |
|  | Arithmetic average return   | 13,77%           |
|  | Highest Return  | 29,34%           |
|  | Lowest Return   | 4,53%            |
| <i>Source: ASISA Quarterly Unit Trust Survey (June2012).</i>       |   |                  |

# Monthly ETP Performance Survey – September 2012

## etfSA.co.za Monthly Performance Survey Best Performing Index Tracker Funds – 28 September 2012 (Total Return %)\*

| Fund Name                    | Type       | 5 Years<br>(per<br>annum)          |  | Fund Name                               | Type       | 3 Years<br>(per<br>annum) |
|------------------------------|------------|------------------------------------|--|---|------------|---------------------------|
| NewGold                      | ETF        | 22,79%                             |  | NewGold                                 | ETF        | 25,47%                    |
| Prudential Property Enhanced | Unit Trust | 14,99%                             |  | Prudential Property Enhanced Index Fund | Unit Trust | 24,06%                    |
| Satrix INDI 25               | ETF        | 14,17%                             |  | Satrix INDI 25                          | ETF        | 23,98%                    |
| Proptrax SAPY                | ETF        | 13,41%                             |  | Proptrax SAPY                           | ETF        | 22,08%                    |
|                              |            | <b>2 Years<br/>(per<br/>annum)</b> |  |   |            | <b>1 Year</b>             |
| Standard Bank Silver-Linker  | ETN        | 36,31%                             |  | NewFunds eRAFI FINI 15                  | ETF        | 38,78%                    |
| NewGold                      | ETF        | 27,55%                             |  | Prudential Property Enhanced Index Fund | Unit Trust | 36,36%                    |
| Standard Bank Gold-Linker    | ETN        | 25,37%                             |  | Proptrax TEN                            | ETF        | 33,50%                    |
| Satrix INDI 25               | ETF        | 23,39%                             |  | Proptrax SAPY                           | ETF        | 33,42%                    |
| DBX Tracker MSCI USA         | ETF        | 22,57%                             |  | Standard Bank Platinum-Linker           | ETN        | 32,60%                    |
|                              |            | <b>6 Months</b>                    |  |   |            | <b>3 Months</b>           |
| Standard Bank Wheat-Linker   | ETN        | 39,86%                             |  | NewWave Silver                          | ETN        | 31,08%                    |
| Standard Bank Corn-Linker    | ETN        | 39,78%                             |  | Standard Bank Silver-Linker             | ETN        | 28,94%                    |
| Proptrax SAPY                | ETF        | 18,06%                             |  | NewWave Platinum                        | ETN        | 16,86%                    |
|                              |            |                                    |  | Standard Bank Platinum-Linker           | ETN        | 16,30%                    |

Source: Profile Media FundsData (28/09/2012)

\* Includes reinvestment of dividends.

The full etfSA Performance Survey is available on [www.etfSA.co.za](http://www.etfSA.co.za)

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Click on the "LEARN MORE" button



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**2012**


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Mike Brown: [myShare Investment Day - JSE](#) ▶ 13th Oct 2012 – JSE, Sandton  [762kb]


Mike Brown: [National Youth Financial Literacy Day](#) ▶ 9 Oct 2012 – Port Elizabeth  [771kb]


Mike Brown: [BMF Young Professionals](#) ▶ 12 Sep 2012 – Pretoria  [341kb]

**Absa Capital Seminar: 03 September 2012**

Mike Brown: [Investing in ETPs](#) ▶ 03 Sep 2012  [341kb]

Vladimir Nedeljkovic: [Absa Capital's ETPs](#) ▶ 03 Sep 2012  [344kb]

Steven Bayne: [Absa Capital's ETPs](#) ▶ 03 Sep 2012  [1.1Mb]

Mike Brown: [SARB – Basic Investment Principles Course](#) ▶ 21 Aug 2012 – Pretoria  [630kb]

**Finweek Seminar: 02 August 2012**

# For More Information on ETFs/ETNs

Click on the "ETF or ETN" button



**Satrix INDI Portfolio**  
Domestic--Equity--Industrial

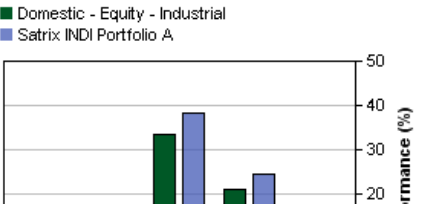
**Focus and Objective**

The Satrix INDI is an Exchange Traded Fund (ETF) listed on the JSE. The Satrix INDI aims to give investors the performance of the FTSE/JSE Industrial index. The Satrix INDI provides the opportunity to invest in the top 25 shares, measured by their market capitalisation, in the industrial sector. The Satrix INDI tracks the FTSE/JSE INDI25 index, as closely as possible. Dividends received from these companies are also paid out quarterly - net of costs.

**Management**

**Satrix Securities**  
This fund is managed by Satrix Managers (Pty) Ltd.

**Comparative Performance - A Class**



**Technical Overview**

|                   |                         |
|-------------------|-------------------------|
| FORMATION DATE:   | 15 Feb 2002             |
| BENCHMARK:        | FTSE/JSE INDI25 (J211)  |
| HOLDINGS:         | 26                      |
| UNIT HOLDERS:     | 8 293                   |
| ORIGINAL PRICE:   | 705                     |
| PRICING SYSTEM:   | Forward                 |
| INCOME DECL:      | 31/03,30/06,30/09,31/12 |
| MINIMUM LUMP SUM: | R1 000                  |
| MINIMUM MONTHLY:  | R300                    |
| RISK RATING:      | High                    |

**Dividend Yield A Class**

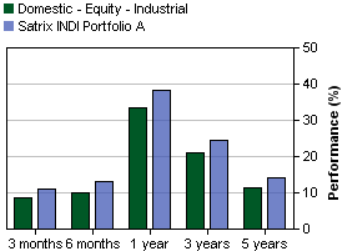
Vertical lines represent dividends.



**Management**

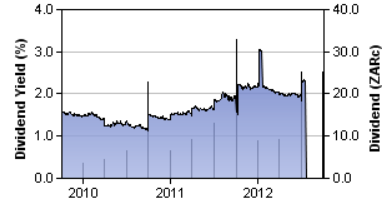
**Satrix Securities**  
This fund is managed by Satrix Managers (Pty) Ltd.

**Comparative Performance - A Class**



**Dividend Yield A Class**

Vertical lines represent dividends.



**Dividend History - A Class (last 3 years)**

|             |        |
|-------------|--------|
| 30 SEP 2012 | 25.08c |
| 30 JUN 2012 | 25.08c |
| 31 MAR 2012 | 9.07c  |
| 31 DEC 2011 | 8.95c  |
| 30 SEP 2011 | 33.03c |
| 30 JUN 2011 | 13.18c |
| 31 MAR 2011 | 9.27c  |
| 31 DEC 2010 | 6.63c  |
| 30 SEP 2010 | 22.87c |
| 30 JUN 2010 | 6.45c  |
| 31 MAR 2010 | 4.51c  |
| 31 DEC 2009 | 3.59c  |
| 30 SEP 2009 | 13.73c |
| 30 JUN 2009 | 6.42c  |
| 31 MAR 2009 | 8.16c  |

Profile page:

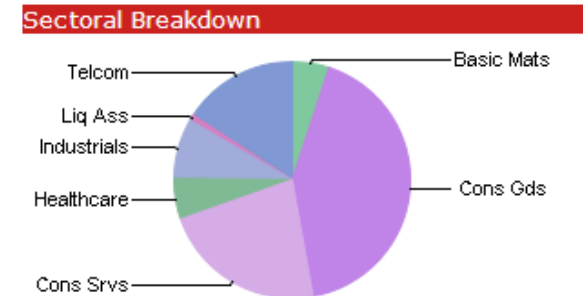
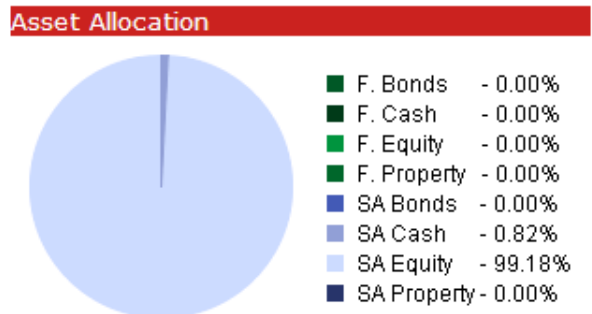
Continued/...

# For More Information on ETFs/ETNs

(continued)

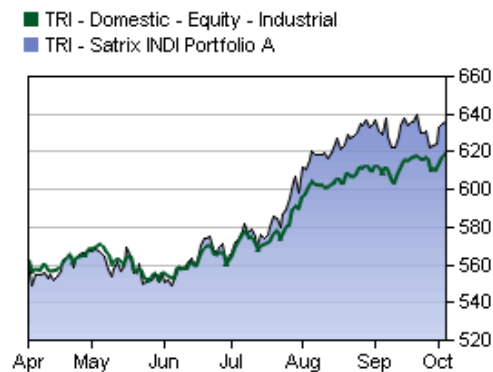
| Fees   |                               |
|--|-------------------------------|
| TER, CLASS-A (30 JUN 2012):  | 0.46%                         |
| PERF FEE TER, CLASS-A (30 JUN 2012):   | 0%                            |
| ANNUAL, CLASS-A:   | 0.8% (Satrix Investment plan) |
| PERFORMANCE, CLASS-A: 0.45% - 0.80% PER ANNUM DEPENDING ON THE SIZE OF THE INVESTMENT. ONLY APPLICABLE IF PURCHASED THROUGH THE INVESTMENT PLAN. |                               |

| Top Holdings on 30 Jun 2012 |           |               |               |
|-----------------------------|-----------|---------------|---------------|
| SHARE                       | No Units  | Value (Rm)    | % of Fund     |
| SABMILLER                   | 457 656   | 150.98        | 21.20%        |
| MTN GROUP                   | 690 771   | 97.34         | 13.67%        |
| RICHEMONT                   | 1 914 857 | 85.86         | 12.05%        |
| NASPERS-N                   | 150 603   | 65.51         | 9.20%         |
| BATS                        | 81 750    | 34.38         | 4.83%         |
| <b>Totals</b>               |           | <b>434.07</b> | <b>60.94%</b> |



## Satrix INDI Portfolio - A Class

### PRICE - A CLASS



Latest NAV 03 Oct 2012 **3 644.98c**  
 NAV on 03 Apr 2012 **3 248.45c**

### PERFORMANCE TO 3 OCT 2012

#### R1 000 LUMP SUM (NAV-NAV INCL. DIVIDENDS)

| PERIOD   | Return | Value(R) | Inflation(R) |
|----------|--------|----------|--------------|
| 3 MONTHS | 11.08% | 1 110.80 | 1 006.40     |
| 6 MONTHS | 13.07% | 1 130.70 | 1 013.80     |
| 1 YEAR   | 38.29% | 1 382.90 | 1 047.80     |
| 3 YEARS  | 24.39% | 1 924.80 | 1 142.70     |
| 5 YEARS  | 14.04% | 1 929.00 | 1 351.70     |
| 10 YEARS | 22.34% | 7 510.10 | 1 733.90     |

#### R100 PER MONTH (NAV-NAV INCL. DIVIDENDS)

| PERIOD   | Return | Value(R)  | Inflation(R) |
|----------|--------|-----------|--------------|
| 3 MONTHS | 2.04%  | 304.10    | 303.23       |
| 6 MONTHS | 12.07% | 643.69    | n/a          |
| 1 YEAR   | 25.72% | 1 381.06  | n/a          |
| 3 YEARS  | 22.01% | 5 129.37  | n/a          |
| 5 YEARS  | 19.81% | 10 288.14 | n/a          |
| 10 YEARS | 19.97% | 38 149.82 | n/a          |

\* VALUES FOR PERIODS GREATER THAN ONE YEAR ARE ANNUALISED

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# My Profile - Watchlist

Watch Lists      Chart      Funds      Performance      Return

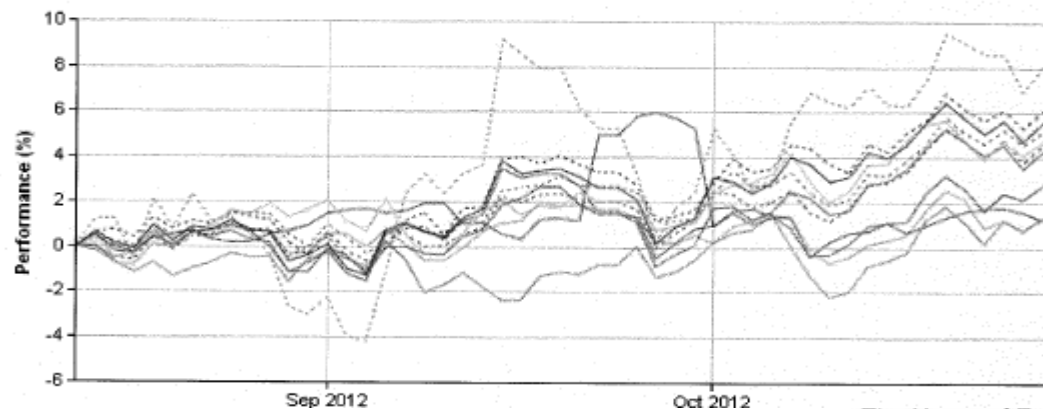
Performance for Watch List: ETF Monthly Report 2

Periodic performance data as at 24 Oct 2012

| Fund                                    | 1      | 3      | 6      | 1      | 2      | 3      | 5      |
|---|--------|--------|--------|--------|--------|--------|--------|
|   | Month  | Months | Months | Year   | Years  | Years  | Years  |
| Satrix 40 Portfolio %                   | 2.85%  | 11.11% | 11.28% | 18.62% | 13.41% | 13.28% | 6.24%  |
| Satrix DIVI Plus Portfolio %            | 1.29%  | 6.41%  | 4.87%  | 24.72% | 13.78% | 16.12% | 13.16% |
| Satrix FINI Portfolio %                 | 2.14%  | 5.54%  | 11.05% | 31.36% | 16.46% | 15.22% | 6.03%  |
| Satrix INDI Portfolio %                 | 2.61%  | 11.51% | 16.12% | 33.34% | 24.02% | 23.47% | 14.76% |
| Satrix RAFI 40 Total Return Portfolio % | 2.68%  | 9.35%  | 8.28%  | 19.15% | 13.86% | 14.35% |        |
| Satrix RESI Portfolio %                 | 2.65%  | 12.22% | 4.77%  | -0.22% | 1.49%  | 3.39%  | -0.71% |
| Satrix SWIX TOP 40 Portfolio %          | 2.50%  | 9.74%  | 11.07% | 21.88% | 14.84% | 14.58% | 7.20%  |
| STANLIB Top 40 Fund %                   | 2.66%  | 10.93% | 11.79% | 19.01% | 13.47% |        |        |
| STANLIB Swix 40 Fund %                  | 2.37%  | 9.64%  | 11.47% | 22.17% | 14.90% |        |        |
| Zshares GOVI Exchange Traded Fund %     | -3.57% | 1.19%  | 7.55%  | 13.52% | 10.20% | 12.18% |        |
| RMB MidCap ETF %                        | -0.37% |        |        |        |        |        |        |

Values for periods greater than one year are annualised.

— Satrix 40 Portfolio %      — Satrix DIVI Plus Portfolio %      — Satrix FINI Portfolio %  
 — Satrix INDI Portfolio %      — Satrix RAFI 40 Total Return Portfolio %      - - - Satrix RESI Portfolio %  
 - - - Satrix SWIX TOP 40 Portfolio %      - - - STANLIB Top 40 Fund %      - - - STANLIB Swix 40 Fund %  
 — Zshares GOVI Exchange Traded Fund %      — RMB MidCap ETF %



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# Contact details

|                          |  |
|--------------------------|--|
| <b>Website</b>           | <a href="http://www.etfsa.co.za">www.etfsa.co.za</a> – fully internet based                      |
| <b>etfSA Call Centre</b> | 0861 383 721 (0861 ETFSA1)<br><a href="mailto:queries@etfsa.co.za">queries@etfsa.co.za</a>       |
| <b>etfSA Management</b>  | Tel: 011 561 6653<br>Fax: 011 388 4674<br><a href="mailto:info@etfsa.co.za">info@etfsa.co.za</a> |

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