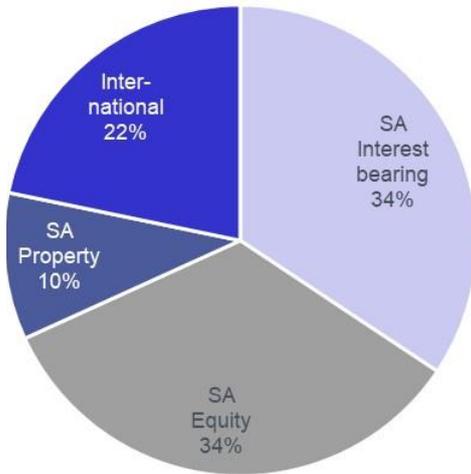


Benchmark Asset Allocation



Key Information

Structure

Prescient Life Policy

Composite Benchmark

15% STeFI + 15% ALBI + 30% Capped SWIX
+ 15% SAPY + 25% MXWR

Return Target

CPI+3% over rolling three years

Risk Profile

Low to Medium (LM)

Portfolio Fees

Total Expense Ratio (TER) incl. portfolio management fee

0.25% p.a. incl. VAT (maximum)

Reg. 28 Compliant?

Yes

Inception date

July 2015

AUM

R8.45m

Contact Us

etfSA.co.za

Mike Brown

mikeb@etfSA.co.za

+27 10 446 0377

etfSA – Portfolio Manager

Nerina Visser

nerinav@etfSA.co.za

+27 10 446 0376

Administration

Suzan Ramotshabi

suzanr@etfSA.co.za

+27 10 446 0374

Website

www.etfSA.co.za

Market Commentary

The outlook for the global economy, and with that, investment markets, deteriorated sharply towards the end of 2018, with key risks cited by the IMF, an escalation in the US-China trade war, an uncertain Brexit path, and higher global interest rates. In contrast to the impact of the global financial crisis in 2008 (short and sharp, with a relatively quick recovery), the slow grind lower can result in much more pain, especially if it leads to inappropriate investment decisions – if your time horizon is long term (more than 7-10 years), the recent poor performance should not be the reason why you change your investment strategy. The best course of action is to stay invested (avoid selling-low-and-buying-high), to continue making regular contributions (benefit from rand-cost averaging over time) and increase diversification due to the high levels of volatility and increased uncertainties. The local market offers good value (currently still at 2014 levels), and after a sharp pullback in Q4-18, global markets are much less over-valued than they've been for a while. Stay the course!

Theoretical Model Portfolio Investment Returns vs. Market Performance

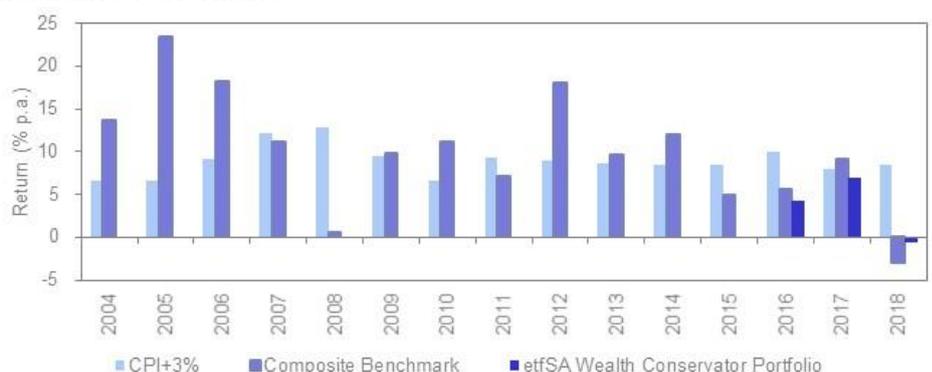
(%)	6m	1yr	3yrs (pa)	5yrs (pa)	10yrs (pa)
Cash - ST Fixed Income Index (STeFI)	3.5	6.8	7.3	6.8	6.7
FTSE/JSE All Bond Index (ALBI)	4.3	7.7	11.1	7.7	7.7
FTSE/JSE Capped SWIX Index (Capped SWIX)	-5.0	-10.8	3.1	5.1	12.5
FTSE/JSE SA Listed Property Index (SAPY)	-5.0	-25.3	-1.2	5.7	12.1
MSCI World Index in ZAR (MXWR)	-5.7	4.4	1.7	9.2	11.9
CPI+3%		7.7	8.4	8.4	8.6
etfSA Wealth Conservator LA Fund	0.1	-0.3	3.6		
etfSA Wealth Conservator - Model Portfolio	-0.1	-1.3	3.9	5.4	8.5

The performance of the Model Portfolio represents the theoretical performance of the optimised strategic asset allocation without the impact of actual investment cash flows. The performance numbers are simulated and not actual, using a back-testing method.

Actual Portfolio Holdings

Asset class	Description	Weight (%)
	Cash	19.8
SA Interest bearing	Ashburton Inflation-linked GOVI ETF	4.6
	NewFunds GOVI ETF	5.1
	PrefTrax ETF	4.8
	Coreshares SA Top50 ETF	17.0
SA Equity	Ashburton Mid Cap ETF	4.2
	Satrix Quality ETF	4.9
	Coreshares Dividend Aristocrats ETF	3.8
	Satrix Div+ ETF	3.9
	Stanlib Property ETF	6.1
SA Property	Proptrax Ten ETF	4.0
	Satrix MSCI World ETF	11.9
Offshore	CoreShares Global Dividend Aristocrats ETF	3.6
	Satrix MSCI Emerging Market ETF	2.7
	CoreShares Global Property ETF	3.6

Illustrative Performance



Note: This illustrative historic performance is based on the strategic asset allocation and reference index performance of the ETPs selected for this Portfolio

Portfolio description

The **etfSA Wealth Conservator Portfolio** aims to preserve the purchasing power of assets over time by achieving targeted returns of 3% in excess of the level of inflation (as measured by the Consumer Price Index, or CPI) over rolling three year periods, while reducing the volatility associated with market-linked investments. The Portfolio is constructed through strategic allocations into a range of exchange traded products, exposed to different asset classes, which optimises the cost efficiency and transparency of the Portfolio.

The Portfolio is ideal for investors who want a low cost, transparent investment-linked living annuity. The portfolio is suitable for an investor with a relatively short term investment horizon – investors who wish to preserve the value of their near-term retirement savings and require maximum income from their investment. The portfolio is well-suited for conservative investors with real return objectives, seeking long term wealth creation, who in terms of their liabilities, have to earn investment returns in excess of inflation. The portfolio does not pay out dividends – any distributions received from underlying investments are automatically reinvested into the portfolio to allow for additional compounded growth.

Portfolio Construction Strategy

The portfolio construction follows a transparent and rules-based passive portfolio management style. Investment objectives are achieved by adhering to strict risk control measures, including appropriate diversification and tolerance-based rebalancing of optimal asset class weights. The portfolio employs a strategic asset allocation strategy into a diversified range of asset classes. These include domestic and international equities, domestic interest-bearing assets, listed property, investments into physical commodities and cash. Although the portfolio aims to add an element of protection to invested capital, it does not offer capital or performance guarantees, therefore and portfolio value fluctuations may occur in the short term. Intra-period (between rebalancing) the effective asset class weights are allowed to drift around the optimised strategic asset allocation levels, within pre-defined tolerance limits. Asset class specific tolerance limits around the strategic asset allocation levels are defined to allow for some momentum drift within individual asset classes. Rebalancing methodologies are continuously evaluated and optimised for cost efficiency. Underlying Portfolio components are held in Exchange Traded Products (ETFs and ETNs) to allow for maximum cost benefit to the investor. Distributions received from underlying investments are re-invested into the portfolio immediately when received to maximise total returns and optimise tax efficiency.

About etfSA

etfSA is the “Home of Exchange Traded Funds” and is an internet based information and transaction website that provides simple and efficient solutions for investors wishing to discover, understand, manage and profit from the world of Exchange Traded Funds (ETFs).

The **etfSA** range of **Wealth** management portfolios provide investors with investment portfolios that exclusively utilise Exchange Traded Products (ETPs) as the underlying investments.

For more information on etfSA, its transaction platform for ETPs and its tax free, retirement and living annuity investment options, visit the website www.etfSA.co.za or call (010) 446-0371

About the Portfolio Manager

Nerina Visser, CFA

for the **etfSA Portfolio Management Company** (Pty) Ltd

a division of

etfSA Investment Services (Pty) Ltd

a Category II Financial Service Provider

(license number 40107)

Notes:

1. The performance of the **Model Portfolio** represents the theoretical performance of the optimised strategic asset allocation without the impact of actual investment cash flows. The performance numbers are simulated and not actual, using a back-testing method.
2. All returns quoted are net of fees – that is, after deduction of all expenses as quoted in the Portfolio Management TER. Returns for periods exceeding one year are annualised. All returns are in Rands.
3. The benchmark is a composite benchmark as per the weights and indices as indicated on the first page. The return is an estimate and is displayed as a general guide which is subject to change without notice to investors.
4. All holdings information is based on latest available data. There may be differences in totals due to rounding.

Disclaimer

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