

Investment objective (summary of investment policy)

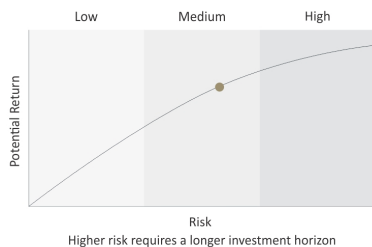
The PSG Balanced Fund's objective is to achieve long-term growth of capital and a reasonable level of income for investors. The investment policy provides for the active management of the portfolio assets in equities, bonds, property and cash both domestically and in foreign markets. The fund can have up to 75% in equities, 25% in listed property and 30% in foreign markets and may include listed and unlisted financial instruments (derivatives). The fund operates within the constraints of Regulation 28 of the Pension Funds Act.

Who should consider investing?

Fund specific risks: The fund sits in the middle of the risk/reward spectrum and investors should be comfortable with fluctuations in shares on stock markets. The risk of short-term monetary loss is medium, due to moderate exposure to volatility in the stock markets. The portfolio is exposed to equity as well as default and interest rate risks. Interest rate risk is the risk that the value of fixed income investments tends to decrease when interest rates and/or inflation rises. Default risk is where the issuers of fixed income instruments may not be able to meet interest or capital repayments. Property shares may be included in the portfolio which can carry the same risk as investing directly in real estate and is subject to economic and political conditions, interest rates and tax considerations. Investing in foreign securities may be subject to risks pertaining to overseas jurisdictions and markets, including (but not limited to) local liquidity, macroeconomic, political, tax, settlement risks and currency fluctuations. Changes in the relative values of different currencies may adversely affect the value of investments and any related income.

This fund is suitable for investors who:

- aim to build wealth with a balanced portfolio that diversifies the risk over the various asset classes
- are comfortable with market fluctuation risk
- willing to accept potential capital loss
- would prefer the fund manager to make the asset allocation decisions
- have an investment horizon of five years and longer

Risk/reward profile

Fund details

Inception date	1 June 1999
Fund manager	Paul Bosman and Greg Hopkins
Fund size (ZAR)	R 11 777 364 014
Latest distribution (cpu)	117.65c ; 101.28c
Bi-annual distribution	31 Aug 18 ; 28 Feb 18
ASISA sector	South African - Multi Asset - High Equity
Benchmark	Inflation +5%
Minimum investment	As per the platform minimum
Duration (years)	4.84

The duration is calculated as the weighted average term to maturity of the fixed interest instruments held in the fund.

Number of Units	60293592
Price (net asset value per unit)	R67.78

Regulation 28 compliant Yes

To invest

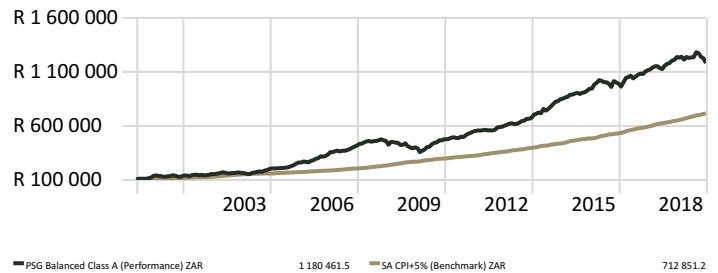
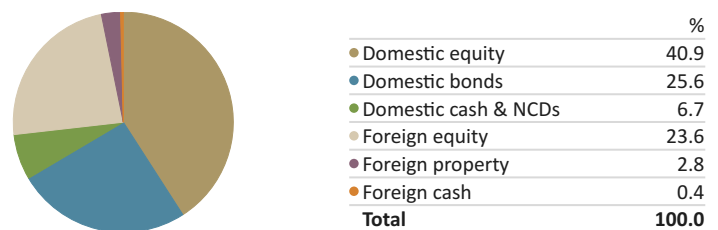
Speak to your financial adviser or visit www.psg.co.za.
Cut-off times for daily transactions are determined by investment platforms.

Year-to-date (YTD) performance (%)

YTD (not annualised)	
Return	-4.49

Cumulative long-term performance

Time Period: 6/01/1999 to 12/31/2018


Asset allocation/investment exposure


There may be slight differences in the totals due to rounding.

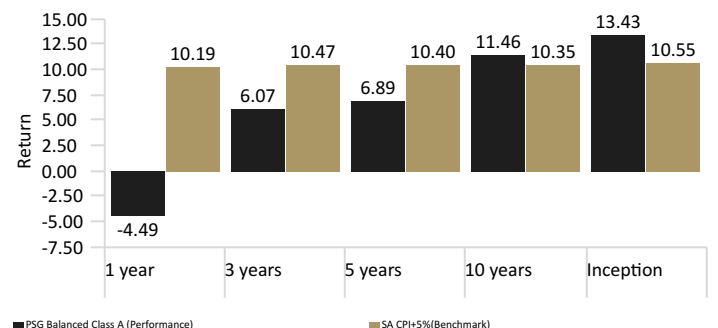
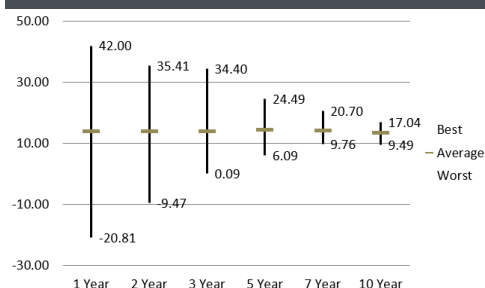
Top ten equity holdings (%)

As of Date: 12/31/2018

Brookfield Asset Management Inc	4.2
Discovery Ltd	4.1
RMB Holdings Ltd	3.8
Old Mutual Ltd	3.5
Japan Post Insurance Co Ltd	3.3
AIA Group Ltd	3.1
L Brands Inc	2.8
Super Group Ltd	2.4
AECI Ltd	2.1
Omnia Holdings Ltd	1.9

Annualised returns % (after fees)

As of Date: 12/31/2018


Rolling returns (%)


This chart shows you how the performance can vary over time. It is an indication of the distribution of historical rolling returns from the portfolio over each rolling 12-month period.

What is a total expense ratio?

The Total Expense Ratio (TER) is the annualised percentage of the Fund's average assets under management that has been used to pay the Fund's actual expenses over the past three years. This percentage of the average Net Asset Value (NAV) of the portfolio was incurred as charges, levies and fees related to the management of the portfolio. A higher TER ratio does not necessarily imply a poor return, nor does a low TER ratio imply a good return. The current TER cannot be regarded as an indication of future TERs. Part of the Annual Management Fee is payable to the financial intermediary. The sum of the TER and transaction costs is shown as the Total Investment Charge. Since Fund returns are quoted after the deduction of these expenses, the TER and transaction costs should not be deducted again from published returns.

Fees

A schedule of fees and charges and maximum commissions is available on request from PSG Collective Investments (RF) Limited. Commission and incentives may be paid and, if so, are included in the overall costs. Different classes of participatory interest can apply to these portfolios and are subject to different fees, charges and possibly dividend withholding tax and will thus have differing performances. Adviser fees are negotiated between the client and adviser and is distinct from the other fees on this document.

Total investment charge

Total Investment Charge annualised for the period 1/1/2016 to 31/12/2018

Total Expense Ratio % (incl. VAT)	1.74
<i>Annual Management Fee % (incl. VAT)</i>	1.73
<i>Other costs excl. transaction costs % (incl. VAT)</i>	0.02
<i>Transaction costs % (incl. VAT)</i>	0.24
Total Investment Charge % (incl. VAT)	1.98

Transaction costs

Transaction costs are shown separately and are a necessary cost in administering the Financial Product and impacts Financial Product returns.

Transaction costs should not be considered in isolation as return 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.

Disclaimer

Collective Investment Schemes in Securities (CIS) are generally medium to long-term investments. The value of participatory interests (units) or the investment may go down as well as up and past performance is not a guide to future performance. Fluctuations or movements in the exchange rates may cause the value of underlying international investments to go up or down. CIS are traded at ruling prices and can engage in borrowing and scrip lending. The portfolio may borrow up to 10% of its market value to bridge insufficient liquidity. Where foreign securities are included in a portfolio, the portfolio is exposed to risks such as potential constraints on liquidity and the repatriation of funds, macroeconomic, political, foreign exchange, tax, settlement and potential limitations on the availability of market information. The portfolios may be capped at any time in order for them to be managed in accordance with their mandate. Excessive withdrawals from the portfolio may place the portfolio under liquidity pressures and in such circumstances a process of ring-fencing of withdrawal instructions and managed payouts over time may be followed. PSG Collective Investments (RF) Limited does not provide any guarantee either with respect to the capital or the return of the portfolio. Due to rounding, numbers presented throughout this document may not add up precisely to the totals provided.

Regulation 28

The fund is managed according to Regulation 28 of the Pension Funds Act. The South African retirement fund industry is governed by the Pension Funds Act No. 24 of 1956. Regulation 28 of the Pension Funds Act prescribes the maximum limits in asset classes that an approved retirement fund may invest in. Exposures in excess of the limits will be corrected immediately, except where due to a change in the fair value or characteristic of an asset, e.g. market value fluctuations, in which case they will be corrected within a reasonable time period.

Performance

All performance data for a lump sum, net of fees, include income and assumes reinvestment of income on a NAV to NAV basis. Annualised performances show longer term performance rescaled over a 12 month period. Individual investor performance may differ as a result of initial fees, the actual investment date, the date of reinvestment and dividend withholding tax. Performance is calculated for the portfolio and individual investor performance may differ as a result thereof. The portfolio is valued at 15h00 daily. Income distributions are net of any applicable taxes. Actual annual figures are available to the investor on request. Prices are published daily and available on the website www.psg.co.za/asset-management and in the daily newspapers. Figures quoted are from Morningstar Inc.

Pricing

Forward pricing is used. Unit trust prices are calculated on a net asset value (NAV) basis, which is the market value of all assets in the portfolio including income accruals less permissible deductions divided by the number of units in issue.

Company details

PSG Collective Investments (RF) Limited is registered as a CIS Manager with the Financial Sector Conduct Authority, and a member of the Association of Savings and Investments South Africa (ASISA) through its holdings company PSG Konsult Limited. The management of the portfolio is delegated to PSG Asset Management (Pty) Ltd, an authorised Financial Services Provider under the Financial Advisory and Intermediary Services Act 2002, FSP no 29524. PSG Asset

Management (Pty) Ltd and PSG Collective Investments (RF) Limited are subsidiaries of PSG Konsult Limited. PSG Collective Investments (RF) Limited can be contacted on +27(21) 799 8000; (toll free) 0800 600 168, via email assetmanagement@psg.co.za.

Conflict of interest disclosure

The Fund may from time to time invest in a portfolio managed by a related party. PSG Collective Investments (RF) Limited or the fund manager may negotiate a discount in fees charged by the underlying portfolio. All discounts negotiated are reinvested in the Fund for the benefit of the investors. Neither PSG Collective Investments (RF) Limited nor PSG Asset Management (Pty) Ltd retains any portion of such discount for their own accounts. The fund manager may use the brokerage services of a related party, PSG Securities Ltd.

Trustee

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 Cape Town, 8001
 Tel: +27 21 401 2443
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Additional information

Additional information is available free of charge on the website www.psg.co.za/asset-management and may include publications, brochures, forms and annual reports.

Current context

2018 was a tough year for most investors. After a 'Ramaphoric' start, the JSE experienced its worst year since the global financial crisis. Market sentiment swayed as South Africa's economic reality set in and, compounded by investor aversion towards emerging markets in general, the FTSE/JSE All Share Index ended the year 9% down in rand terms. The rand, having rallied to R11.50 against the US dollar, was trading at R14.35 at year end. Generally, developed markets also disappointed, and while the US largely managed to buck this trend, ongoing uncertainty about trade relations with China and a series of interest rate hikes by the US Federal Reserve spurred market jitters. The S&P 500 closed the year on \$2 506.85, down from \$2 673.61 on 1 January 2018, after a sharp sell-off in the final quarter.

Our perspective

While it may feel uncomfortable or even frightening, times like these – clouded by fear and uncertainty – tend to present the best investment opportunities. As Warren Buffett once said, "Every decade or so, dark clouds will fill the economic skies, and they will briefly rain gold. When downpours of that sort occur, it's imperative that we rush outdoors carrying washtubs, not teaspoons."

We believe that South Africa currently offers a standout investment opportunity. While rolling five-year returns of the FTSE/JSE All Share Index to December 2018 have only been poorer on four occasions over the past 40 years, three-year annualised returns following previous low points averaged around 24%. Furthermore, starting yields in both the fixed income and equity markets are high. 20-year government bonds are offering yields of around 10%, and the domestic-facing companies our portfolios currently hold are, on average, trading at price-earnings ratios of 8 to 9 times. This has created the opportunity for strong potential returns in future.

Similarly, we continue to find value in selected global counters. While overall market valuations remain elevated when compared to history despite recent declines, there continue to be pockets characterised by fear and uncertainty. Here, low prices and low expectations have resulted in quality assets trading at wide margins of safety. A few examples include Brookfield Asset Management, Japan Post Insurance, L Brands and The Mosaic Company; companies our portfolios have held for some time and which we still believe offer attractive return prospects.

Portfolio positioning

Equity exposure increased in 2018 as opportunities were presented by the market sell-off. While the fund's weighting to domestic equities was broadly unchanged, exposure to global equities (including foreign property) increased from 20.6% as at December 2017 to 26.4% at the end of 2018. Within equities, our preference remains for above-average quality businesses trading at wide margins of safety, and preferably on low levels of earnings. This combination increases the likelihood of favourable long-term returns.

Real yields on South African government bonds remain attractive and we continued to add to this position in 2018. The additions were mostly in the form of inflation-linked bonds (exposure increased from 0.3% to 3.5% over the year) and government-guaranteed Eskom bonds, in which the fund has an aggregate exposure of 3.6% as at 31 December 2018. (These bonds are guaranteed by National Treasury, which means that national government will pay bondholders if Eskom is not able to do so.) Over the year, the fund's holding in long-dated South African government bonds reduced slightly from 10.3% to 9.5%.

On the back of tightening credit spreads, the fund reduced exposure to credit from 12.9% to 9.0%.

Due to these changes in portfolio composition, overall cash levels (which include long-dated negotiable certificates of deposit) reduced from 14.6% to 7.1% over the year. The fund therefore continues to have plenty of firepower that we can employ if further market disruption occurs.

Changes in portfolio positioning

Q3 2018		Q4 2018	
Domestic equity	37.9%	Domestic equity	40.9%
Domestic cash and NCDs	8.6%	Domestic cash and NCDs	6.7%
Domestic bonds	24.8%	Domestic bonds	25.6%
Foreign equity	25.3%	Foreign equity	23.6%
Foreign cash	0.5%	Foreign cash	0.4%
Foreign property	2.9%	Foreign property	2.8%

There may be slight differences in the totals due to rounding.

All data as per Bloomberg to 31 December 2018.