

**Investment objective (summary of investment policy)**

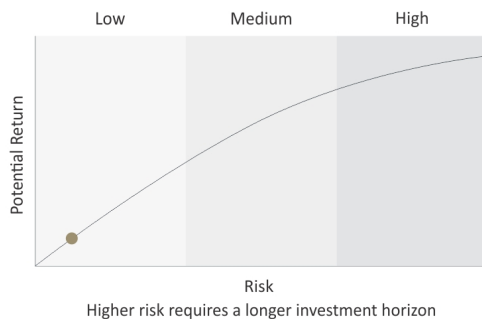
The PSG Income Fund's objective is to maximise income while achieving as much long-term capital appreciation as interest rate cycles allow. The investment policy provides for investment in assets in liquid form, a diversified range of fixed-interest securities, loan stock, debentures stock, bonds, unsecured notes, as well as other non-equity securities and financial instruments. The fund cannot invest in property, equities and preference shares.

**Who should consider investing?**

Fund specific risks: The fund sits within the lower end of the risk/reward spectrum. Investors should be comfortable with exposure to interest rate fluctuations and market volatility. The risk of short-term monetary loss is low but not completely eliminated. The portfolio is exposed to 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.

This fund is suitable for investors who:

- have a low risk appetite
- require an income
- have an investment horizon of one year and longer

**Risk/reward profile**

**Fund details**

Class Launch Date	1 September 2011	
Fund manager	Tyron Green and Greg Hopkins	
Fund size (ZAR)	R 302 157 817	
Latest distribution (cpu)	1.91c ; 1.92c	1.93c ; 1.91c
Quarterly distribution	30 Nov 18 ; 31 Aug 18	31 May 18 ; 28 Feb
ASISA sector	South African - Interest Bearing - Short Term	
Benchmark	STEFI Composite Index	
Minimum investment	As per the platform minimum	
Duration (years)	1.50	

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

Number of units	59673497
Price (net asset value per unit)	R1.03

Regulation 28 compliant No

**To invest**

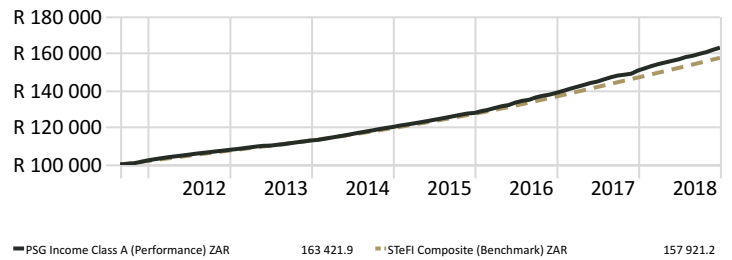
Speak to your financial adviser or visit [www.psg.co.za](http://www.psg.co.za). The cut-off times for daily transactions is determined by investment platforms.

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

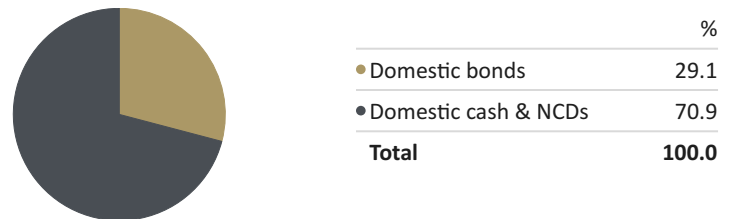
	YTD (not annualised)
Return	8.18

**Cumulative long-term performance**

Time Period: 9/01/2011 to 12/31/2018



Value of notional R100,000 invested on 9/1/2011 with all distributions reinvested on reinvestment date after fees. Investment performance is for illustrative purposes only.

**Asset allocation/investment exposure**


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

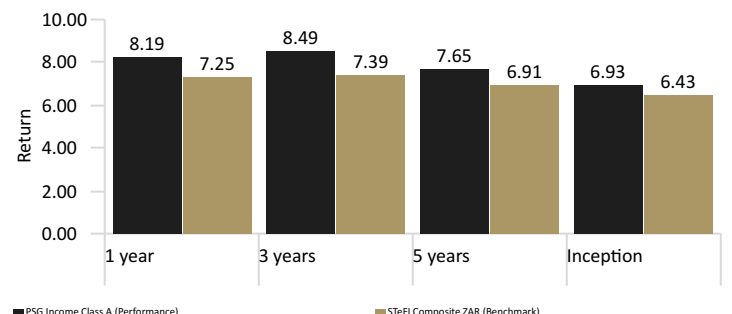
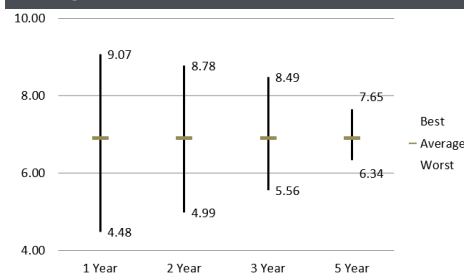
**Top ten issuer exposures (%)**

As of Date: 12/31/2018

Absa Bank Ltd	18.5
FirstRand Bank Ltd	18.5
Nedbank Ltd	17.2
Standard Bank of SA Ltd	16.6
PSG Money Market Fund	11.8
The Republic of South Africa	8.7
Land and Agricultural Development Bank of SA	2.7
Capitec Bank Ltd	2.3
Eskom Holdings SOC Ltd	1.3
Bidvest Group Ltd	1.3

**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

<b>Total Expense Ratio % (incl. VAT)</b>	<b>0.83</b>
<i>Annual Management Fee % (incl. VAT)</i>	<i>0.75</i>
<i>Other costs excluding transaction costs % (incl. VAT)</i>	<i>0.08</i>
<i>Transaction costs % (incl. VAT)</i>	<i>0.10</i>
<b>Total Investment Charge % (incl. VAT)</b>	<b>0.93</b>

**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.

**Yield**

The yield is calculated daily on an annualised basis. The calculation is based on the historic yield of fixed income instruments.

**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](http://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](mailto: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  
 Email: [Compliance-PSG@standardbank.co.za](mailto:Compliance-PSG@standardbank.co.za)

**Additional information**

Additional information is available free of charge on the website [www.psg.co.za/asset-management](http://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 and the FTSE/JSE South Africa Listed Property Index closed 25% down. The rand, having rallied to R11.50 against the US dollar, was trading at R14.35 at year end. However, the year was more favourable to fixed income markets. The Alexander Forbes Short Term Fixed Interest (STeFI) Index delivered a total return of 7.3% and the FTSE/JSE All Bond Index yielded 7.7%, both achieving positive real returns by outperforming inflation of 5.2%.

**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 and starting yields in fixed income markets are high: 20-year government bonds are offering yields of around 10% and 5-year bonds around 8%. Short-term interest rates have come in since the last quarter, with the one-year negotiable certificate of deposit (NCD) reducing from 8.3% to 8.2% and the five-year NCD reducing from 9.3% to 8.8%. This implies that the market has built in lower interest rate increases since the last quarter. We still do not expect the South African Reserve Bank to embark on an aggressive hiking cycle.

We anticipate further market noise around the National Budget in February and in the run-up to the May general elections, but believe that local fixed income markets have created the opportunity for strong potential returns in future.

**Portfolio positioning**

We are starting to see less opportunity in shorter-dated government bonds, as the five-year government bond is yielding around 8.0% while five-year NCDs offer close to 8.8%. We have gradually been reducing exposure to government bonds and expensive corporate bonds, and allocating cash to longer-dated NCDs.

Cash levels remain healthy, with the fund holding 70.9% in cash and NCDs. This is dry powder that we expect to employ if the opportunities we currently see in many domestic securities become more widespread.

**Changes in portfolio positioning**

	Q3 2018	Q4 2018
Domestic bonds	35.6%	29.1%
Domestic cash and NCDs	64.4%	70.9%

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

All data as per Bloomberg to 31 December 2018.