



## Benchmark Retirement Fund

Quarterly Investment Report: As at 30 September 2018

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This document has been compiled with the aim of providing members of the Benchmark Retirement Fund with an overview of the investment options offered to enable them to make informed decisions regarding the investment of their retirement assets.

The following portfolios are offered to members:

Investment Portfolio	Risk Categorisation	Asset Manager's Explicit Performance Objective	Return Expectations derived from Historical Experience (Before Fees)
Allan Gray Namibia Balanced Fund*	Moderate	None	CPI+5% to 6%
Investec Managed Namibia Fund	Moderate	None	CPI+5% to 6%
NAM Coronation Balanced Plus Fund	Moderate	None	CPI+5% to 6%
Old Mutual Namibia Profile Pinnacle Fund	Moderate	None	CPI+5% to 6%
Prudential Namibia Balanced Fund	Moderate	None	CPI+5% to 6%
Standard Bank Namibia Managed Fund	Moderate	None	CPI+5% to 6%
Hangala Prescient Absolute Balanced Fund**	Moderate	CPI+5%	CPI+5%
Benchmark Default Portfolio***	Moderate	-	CPI+5%
Old Mutual Namibia Absolute Stable Growth****	Moderate-Low	CPI+4.5%	CPI+4.5
NAM Coronation Capital Plus Fund	Moderate-Low	CPI+4% (1 year)	CPI+4%
Prudential Namibia Inflation Plus Fund	Moderate-Low	CPI+4%	CPI+4%
Sanlam Namibia Inflation Linked Fund	Moderate-Low	CPI+4%	CPI+4%
NAM Coronation Balanced Defensive Fund	Moderate-Low	IJG Money Market + 3%	CPI+2% to 3%
Capricorn Stable Fund	Low	CPI+2% (2 years)	CPI+2%
Sanlam Namibia Active Fund	Low	1-3 year ALBI	CPI+1% to 2%
Capricorn Investment Fund	Capital Preservation	7 day Repo Rate	CPI to CPI + 1%

\*Segregated Portfolio

\*\*Hangala Prescient Closed since January 2017 for new investors.

\*\*\*The Benchmark Default Portfolio is a combination of Allan Gray Namibia Balanced Fund (Segregated) (50%), Prudential Namibia Inflation Plus Fund (25%) and Sanlam Inflation Linked Fund (25%)

\*\*\*\*This is a 80% guaranteed portfolio and has an additional capital charge over and above the investment fees.

## Investment Returns

In order to achieve an adequate salary replacement ratio it is imperative that members achieve a real investment return, i.e. a return in excess of price inflation. Refer to Annexure A for an indication of the relationship between investment returns and the salary replacement ratio.

While a real investment return should ideally be set as the explicit performance objective of an investment portfolio, a number of investment portfolios that are suitable for retirement funds, do not have an explicit performance objective related to inflation. The member will therefore have to consider the historic performance experience of an investment portfolio in relation to inflation as a proxy of potential returns in order to link a specific investment portfolio to the salary replacement ratio. It must be noted that the historic performance experience is not guaranteed to be achieved in future. While each investment portfolio will have an internal benchmark as stated by the Investment Manager in the portfolio mandate, that benchmark may not be an explicit real investment return.

## Risk

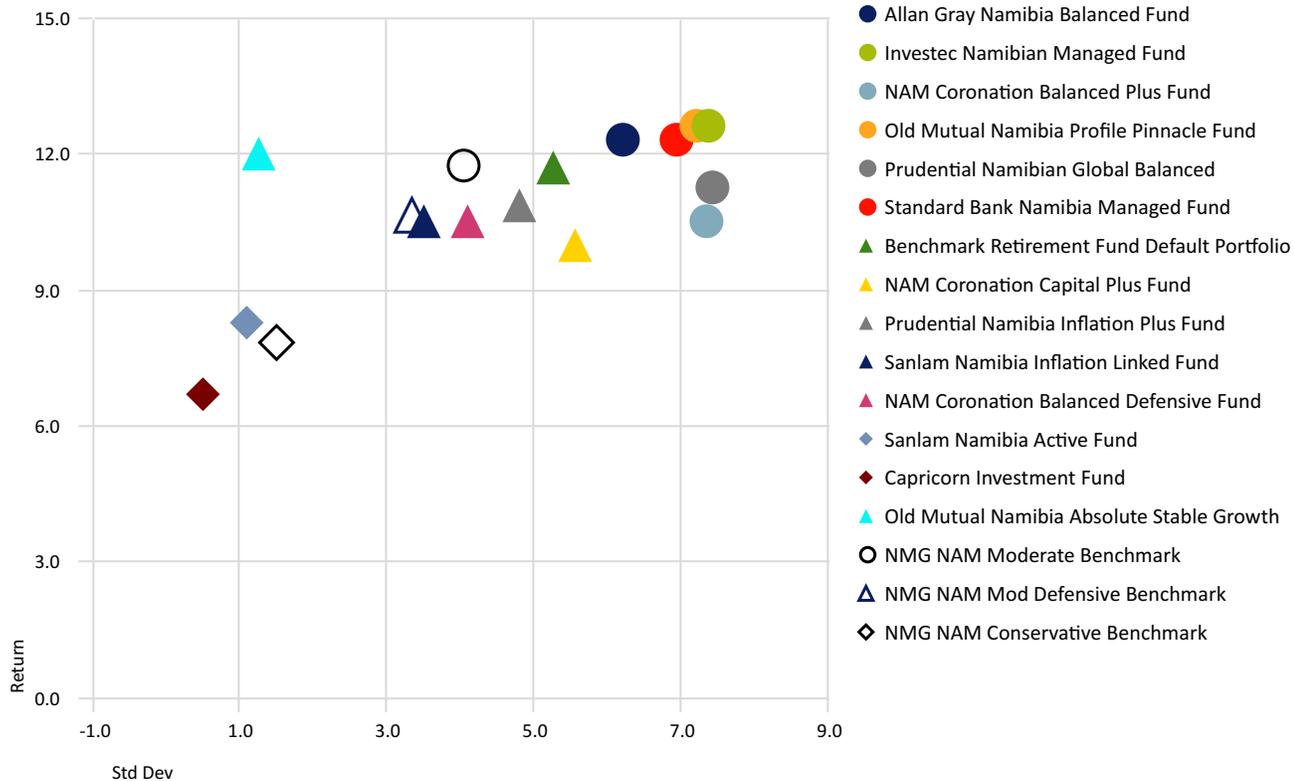
The risk rating of an investment portfolio gives an indication of how volatile investment returns may be and therefore is also an indication of the risk that the investment return per the investment mandate may not be achieved. The risk categories have the following meaning:

- **Aggressive risk portfolios:** Short term negative returns are possible with this type of portfolio. Exposure to equities (shares) is normally maximised for these types of portfolios in order to achieve the return objective. Maximisation of equity exposure however takes place within the prudential investment guidelines laid down by the Pension Funds Act. Investment returns can be very volatile.
- **Moderate risk portfolios:** This type of portfolio will have large exposure to growth assets (shares and property) at times and as such short term negative returns are possible. Investment returns can be volatile.
- **Moderate-low risk portfolios:** This type of portfolio also has exposure to growth assets (shares and property) but typically at lower levels than the moderate risk portfolios. They aim to have minimal negative returns and therefore have a lower risk profile than the moderate risk portfolios. Investment returns can still be volatile.
- **Low risk portfolios:** This type of portfolio should have minimal negative returns over a rolling 12-month period.
- **Capital preservation portfolios:** There should be no risk of capital loss on a monthly basis.

Investment return and risk are correlated; while the correlation cannot be defined in absolute terms, it is generally accepted that an investor would require compensation in the form of investment returns in return for the investment risk taken.

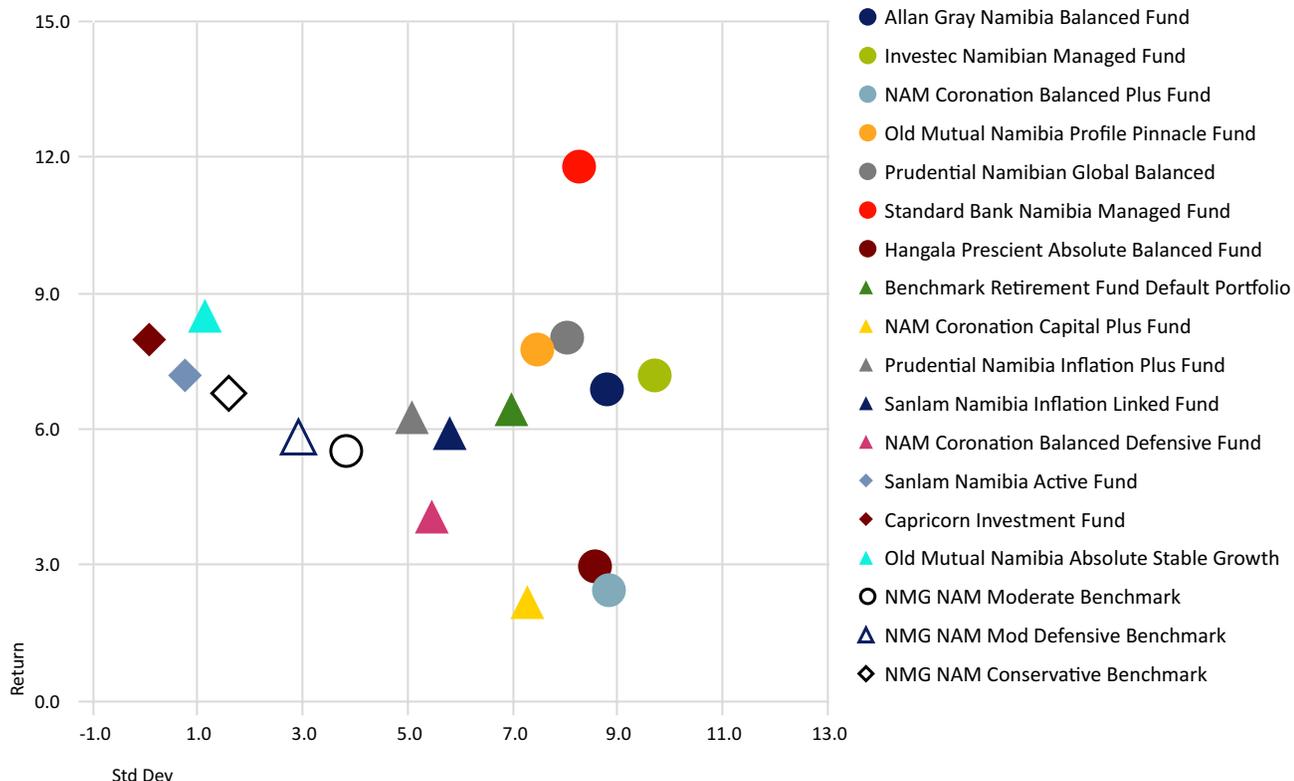
## Risk-Reward - Over the long term

Time Period: 01-Oct-09 to 30-Sep-18



## Risk-Reward - Over the short term

Time Period: 01-Oct-17 to 30-Sep-18



The majority of the news and market sentiment over the past few months has been driven by the ongoing trade war and emerging market turmoil, which in evidently affects the markets as investors shift away from any uncertainty and risk and has brought with it some dampened performance. However the US has been one market that continues to show robust growth and dollar strength.

On the emerging market front, the main culprits being Turkey and Argentina, who's unstable economies led to contagion, and caused the shift of investor sentiment away from emerging markets in general. This 'risk-off' sentiment was seen through the weakening of many emerging market currencies, the Namibian Dollar not excluded. However, this depreciation helped offshore investments, as well as boosting resources as exporters were expected to benefit from the weaker currency – South African resources have been the strongest equity sector year to date, returning 24.0% as at the end of September, as well as Namibian basic materials sector, which has returned 27.5% for the year.

The oil price surged over the quarter, mainly due to concerns of limited supply due to OPEC's refusal to increase production and the pending US sanctions on Iran, which is the third largest OPEC producer.

Inflation troughed during the first half of the year to a low of 3.5% in February and March, however it has ticked upward to reach a 4.5% in July and subsequently dropped in August to 4.4%, with slowing food inflation. The rising fuel price is expected to reflect in an increase in inflation in the coming months, as this will have a direct impact on transportation costs, due to the rising international oil price and weakening Namibian dollar against the US dollar.

The Bank of Namibia left interest rates unchanged at 6.75% at its August meeting, with views that the Bank will keep it at this level for the remainder of the year, with possible increases in 2019 if economic growth improves. However, the large debt accumulation has grown to unsustainable levels, thus the role of government is imperative to controlling this debt and stimulating growth in all sectors of the economy if GDP is to improve and to avoid a credit rating downgrade. Moody's expectation of Namibian growth for the year is 0.9%, and 2.1% for 2019.

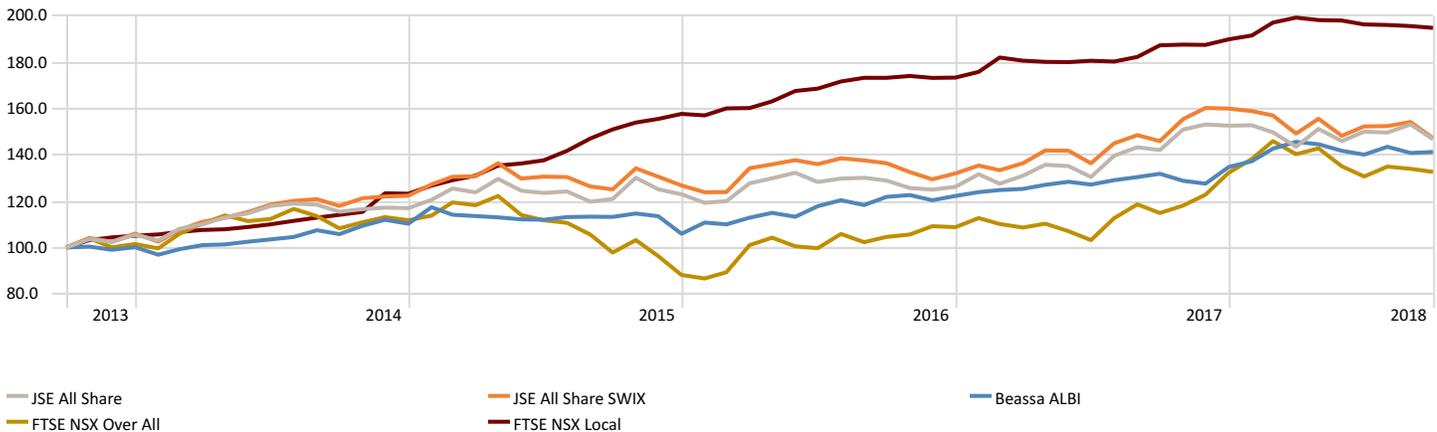
The Local and Overall NSX Indices delivered quarterly returns of 0.7% and 2.9% respectively, unlike its South African counterpart whereby the JSE All Share delivered a negative return of -2.2% for the quarter. The UG Bond Index had a mixed quarter, however it still returned 2.2%, and 5.7% for 2018 to date.

## Key Indicators as at 30/9/2018

N\$/US\$	N\$ 14.15/\$
N\$/£	N\$ 18.45/£
N\$/€	N\$ 16.44/€
NAM Inflation rate	4.4%
NAM repo rate	6.75%
Oil Price (per barrel)	US\$ 81.72
Gold Price (per oz)	US\$ 1189.03

## Investment Growth for Selected Indices

Time Period: 01-Oct-13 to 30-Sep-18



## Investment Growth for Selected Indices

	Last Quarter	YTD	1 Year	3 Years	5 Years	10 Years
JSE All Share	-2.2	-3.8	3.3	6.7	8.0	12.1
JSE All Share SWIX	-3.3	-8.0	0.9	5.6	8.0	12.5
Beassa ALBI	0.8	4.8	7.1	7.7	7.2	8.6
FTSE NSX Over All	1.5	0.3	15.5	10.7	5.8	6.9
FTSE NSX Local	-0.8	2.6	4.0	8.9	14.3	15.2

## Periodic Table

	2009	2010	2011	2012	2013	2014	2015	2016	2017	YTD
Best	FTSE NSX Over All 38.8	JSE SA Listed Property 29.6	FTSE NSX Local 28.1	JSE SA Industrials 40.7	MSCI World NR USD 56.4	JSE Financial 15 27.8	MSCI World NR USD 32.8	JSE SA Resources 34.2	JSE Financial 15 24.4	JSE SA Resources 21.0
	JSE SA Resources 35.4	JSE SA Industrials 27.4	MSCI World NR USD 15.3	JSE Financial 15 37.8	JSE SA Industrials 35.0	JSE SA Listed Property 26.6	FTSE NSX Local 28.0	FTSE NSX Over All 23.5	JSE SA Industrials 22.5	MSCI World NR USD 20.5
	FTSE/JSE All Share TR ZAR 32.1	FTSE/JSE All Share TR ZAR 19.0	JSE SA Industrials 9.2	JSE SA Listed Property 35.9	FTSE/JSE All Share TR ZAR 21.4	FTSE NSX Local 17.3	JSE SA Industrials 15.3	Beassa ALBI 15.4	FTSE NSX Over All 21.6	STeFI 3 Month 5.1
	JSE SA Industrials 30.5	Beassa ALBI 15.0	JSE SA Listed Property 8.9	FTSE/JSE All Share TR ZAR 26.7	FTSE NSX Local 21.3	JSE SA Industrials 16.8	JSE SA Listed Property 8.0	JSE SA Listed Property 10.2	FTSE/JSE All Share TR ZAR 21.0	Beassa ALBI 4.8
	JSE Financial 15 27.5	JSE Financial 15 14.8	Beassa ALBI 8.9	FTSE NSX Local 23.7	JSE Financial 15 19.8	MSCI World NR USD 15.9	STeFI 3 Month 6.1	FTSE NSX Local 9.9	JSE SA Resources 17.9	FTSE NSX Local 2.6
	JSE SA Listed Property 14.1	FTSE NSX Over All 12.3	JSE Financial 15 6.6	MSCI World NR USD 21.7	JSE SA Listed Property 8.4	FTSE/JSE All Share TR ZAR 10.9	FTSE/JSE All Share TR ZAR 5.1	STeFI 3 Month 7.0	JSE SA Listed Property 17.2	FTSE NSX Over All 0.3
	STeFI 3 Month 8.6	JSE SA Resources 12.3	STeFI 3 Month 5.5	FTSE NSX Over All 17.4	STeFI 3 Month 5.0	FTSE NSX Over All 10.2	JSE Financial 15 1.1	JSE Financial 15 3.6	MSCI World NR USD 10.8	JSE Financial 15 -3.8
	MSCI World NR USD 3.5	FTSE NSX Local 11.6	FTSE/JSE All Share TR ZAR 2.6	Beassa ALBI 15.9	JSE SA Resources 1.4	Beassa ALBI 10.1	Beassa ALBI -3.9	FTSE/JSE All Share TR ZAR 2.6	Beassa ALBI 10.2	FTSE/JSE All Share TR ZAR -3.8
	Beassa ALBI -1.0	STeFI 3 Month 6.6	FTSE NSX Over All -3.3	STeFI 3 Month 5.3	FTSE NSX Over All 1.3	STeFI 3 Month 5.7	FTSE NSX Over All -21.2	MSCI World NR USD -5.1	FTSE NSX Local 9.5	JSE SA Industrials -11.8
Worst	FTSE NSX Local -2.0	MSCI World NR USD 0.4	JSE SA Resources -6.5	JSE SA Resources 3.1	Beassa ALBI 0.6	JSE SA Resources -14.7	JSE SA Resources -37.0	JSE SA Industrials -6.6	STeFI 3 Month 7.2	JSE SA Listed Property -22.2

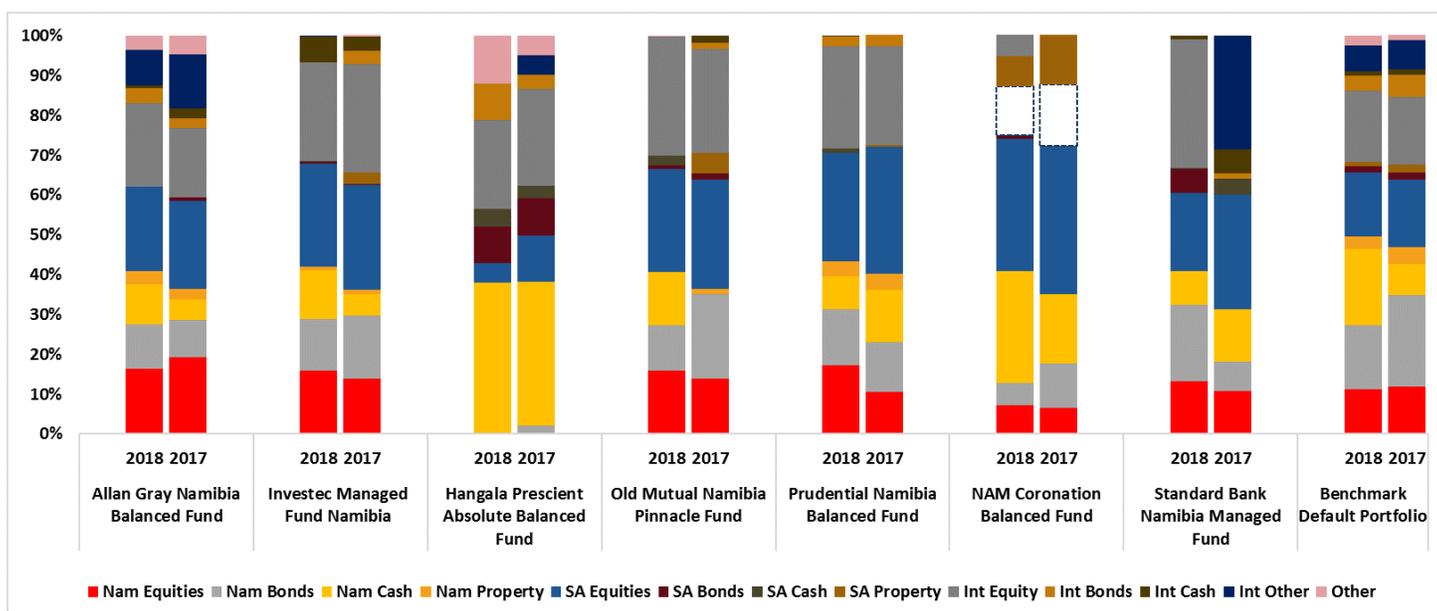
## Asset Class Periodic Returns

	Last Quarter	YTD	1 Year	3 Years	5 Years	10 Years
FTSE/JSE All Share TR ZAR	-2.2	-3.8	3.3	6.7	8.0	12.1
JSE SA Listed Property	-1.0	-22.2	-15.7	-1.4	6.8	13.5
JSE SA Resources	5.2	21.0	26.9	15.7	1.0	2.9
JSE SA Industrials	-7.8	-11.8	-7.7	2.5	7.7	16.2
JSE Financial 15	4.2	-3.8	14.8	6.2	11.4	13.8
Beassa ALBI	0.8	4.8	7.1	7.7	7.2	8.6
STeFI 3 Month	1.7	5.1	6.9	7.0	6.5	6.5
MSCI World NR USD	8.4	20.5	16.6	14.4	17.0	14.5
FTSE NSX Local	-0.8	2.6	4.0	8.9	14.3	15.2
FTSE NSX Over All	1.5	0.3	15.5	10.7	5.8	6.9

# Performance Comparison

## Moderate Portfolios

Asset Allocation as at 30 September 2018 as compared to 30 September 2017



**Notes 30 September 2018:**

- Allan Gray: International Other represents Property, Hedged Equity & Commodities
- Allan Gray: Other represents SA and Namibia Commodities
- Allan Gray: International Equity represents Net Equity
- NAM Coronation Balanced Plus: Other represents Commodities and International Other represents Property.
- NAM Coronation uses derivatives to gain additional exposure to certain assets beyond 100%. Thus the cash allocation has an offsetting negative exposure, representing the liability or cash that is 'owed' for these assets. The total thus represents the "Notional Cash Value" for the entire effective derivative exposure.
- Investec: International other represents property.

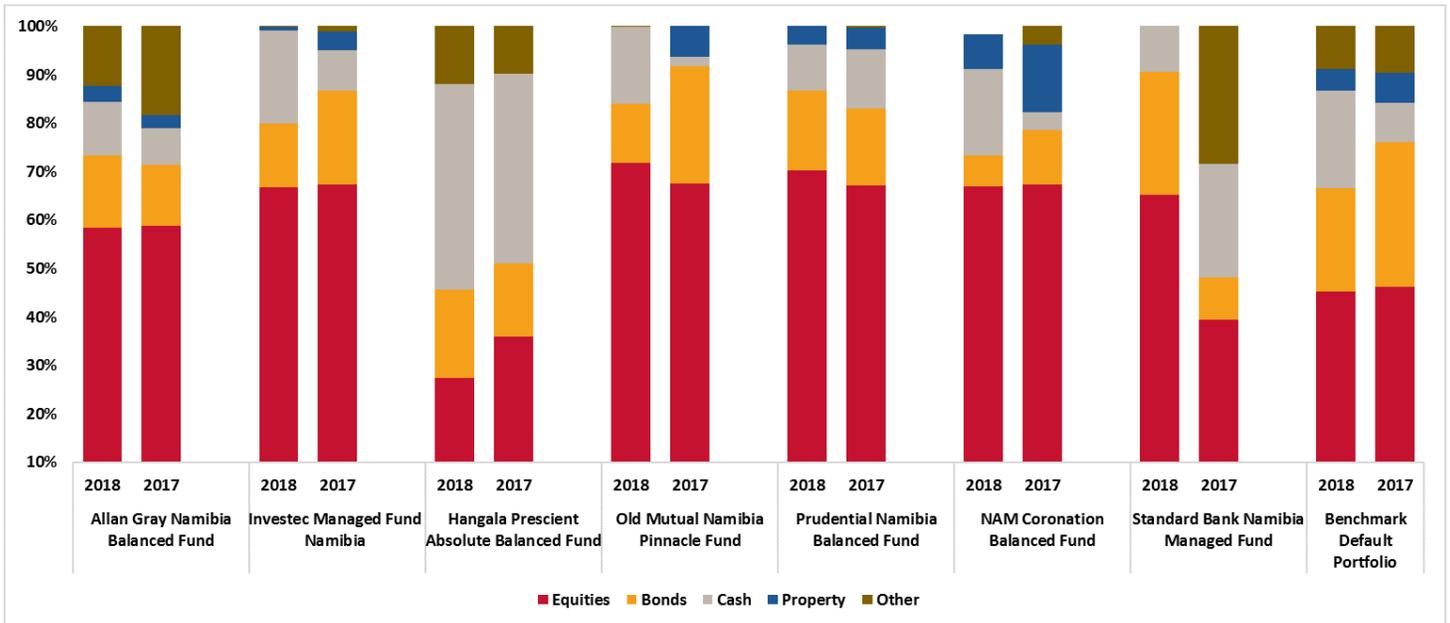
**Notes 30 September 2017:**

- Allan Gray: International Cash represents Africa and Foreign exAfrica
- Allan Gray: International Other represents Property, Hedged Equity & Commodities (12.2%)
- Allan Gray: Other represents SA and Namibia Commodities
- Allan Gray: International Equity represents Net Equity (17.5%)
- Standard Bank Managed: International Other represents Unit Trusts and Property
- Hangala Prescient: International Other represents Collective Investments and Other represents Forwards, Swaps and Derivatives
- NAM Coronation Balanced Plus: Other represents Commodities and Preference Shares and International Other represents Commodities and Property.
- NAM Coronation uses derivatives to gain additional exposure to certain assets beyond 100%. Thus the cash allocation has an offsetting negative exposure, representing the liability or cash that is 'owed' for these assets. The total thus represents the "Noyional Cash Value" for the entire effective derivative exposure.
- Prudential : International Other represents Property
- Investec: Other represents South African derivatives.

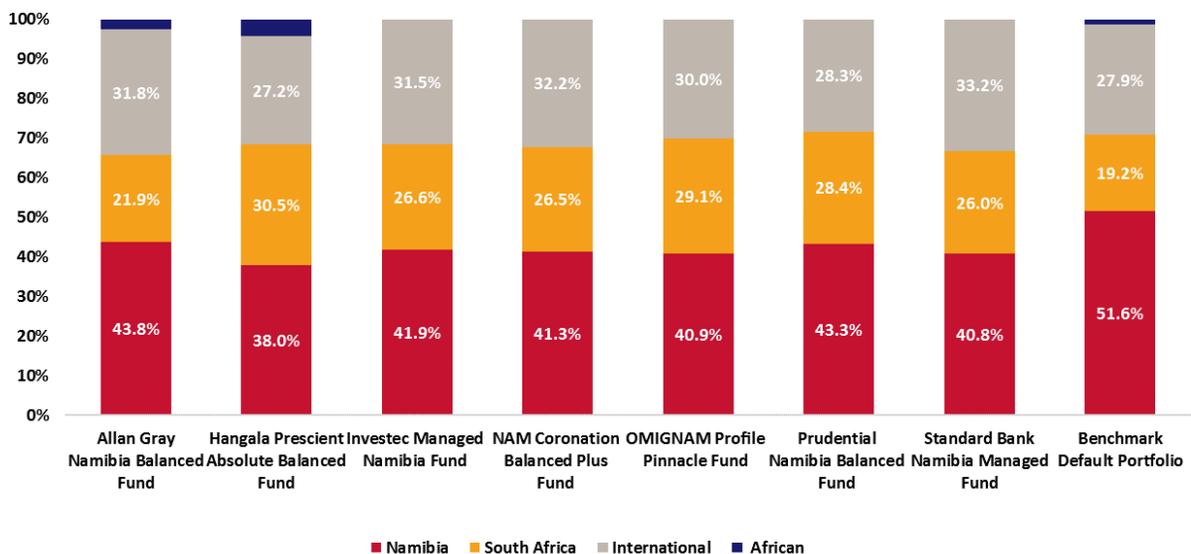
# Performance Comparison

## Moderate Portfolios

### Asset Allocation as at 30 September 2018 as compared to 30 September 2017



### Geographical Split as at 30 September 2018:

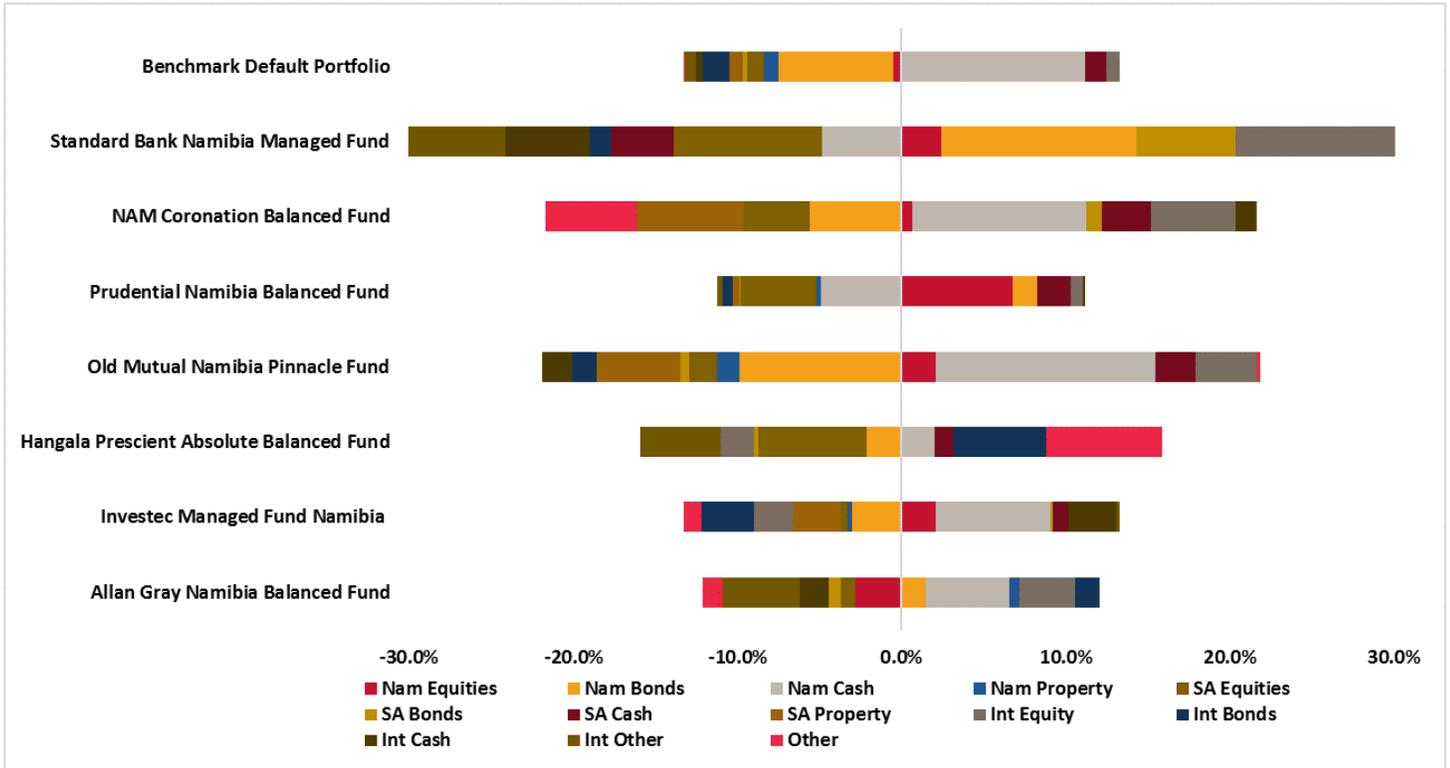


Notes:  
 Allan Gray: 2.5% African  
 Hangala Prescient: 4.3% African  
 Hangala Prescient: Not compliant as at 30 September 2018  
 Benchmark Default: 1.3% African

## Performance Comparison

The following graph illustrates the changes that were made to the managers' asset allocation over the 12 month period ending **30 September 2018**. In the event that the allocation to an asset class was decreased, the change would be indicated on the left hand side of the vertical axis, and vice versa.

### Change in Asset Allocation



Standard Bank showed the most changes over the year, with large increases in Namibian Bonds and International Equity (however, a few changes were due to reclassification of assets on the international side between equity and other assets). All managers increased their allocation to Namibian assets, with all managers increasing their Namibian equity allocation except Allan Gray, who instead made small increases across all other Namibian asset classes. Regarding South African assets, all managers reduced their equity allocations. All increased their cash allocations except for Standard Bank and NAM (who reduced their derivative position by reducing their notional cash holding). Prudential and Allan Gray made the least changes over the year.

## Performance Comparison

### Moderate Portfolios

#### Trailing Returns as at 30 September 2018

	1 Year	3 Years	5 Years	10 Years
Allan Gray Namibia Balanced Fund	6.9	9.7	10.4	12.3
Hangala Prescient Absolute Balanced Fund	3.0	4.0	5.5	—
NAM Coronation Balanced Plus Fund	2.4	6.0	8.1	10.6
Investec Namibian Managed Fund	7.2	8.0	10.8	12.2
Old Mutual Namibia Profile Pinnacle Fund	7.7	8.4	10.1	12.1
Standard Bank Namibia Managed Fund	11.8	7.0	8.5	12.8
Prudential Namibian Balanced	8.0	8.5	9.4	9.9
Benchmark Retirement Fund Default Portfolio	6.4	8.2	9.4	11.0
NMG SA Moderate Benchmark	6.3	7.5	9.0	11.1
NMG NAM Moderate Benchmark	5.5	7.4	9.4	11.3
FTSE/JSE All Share TR ZAR	3.3	6.7	8.0	12.1
NAM CPI + 6%	11.1	12.1	11.5	11.8

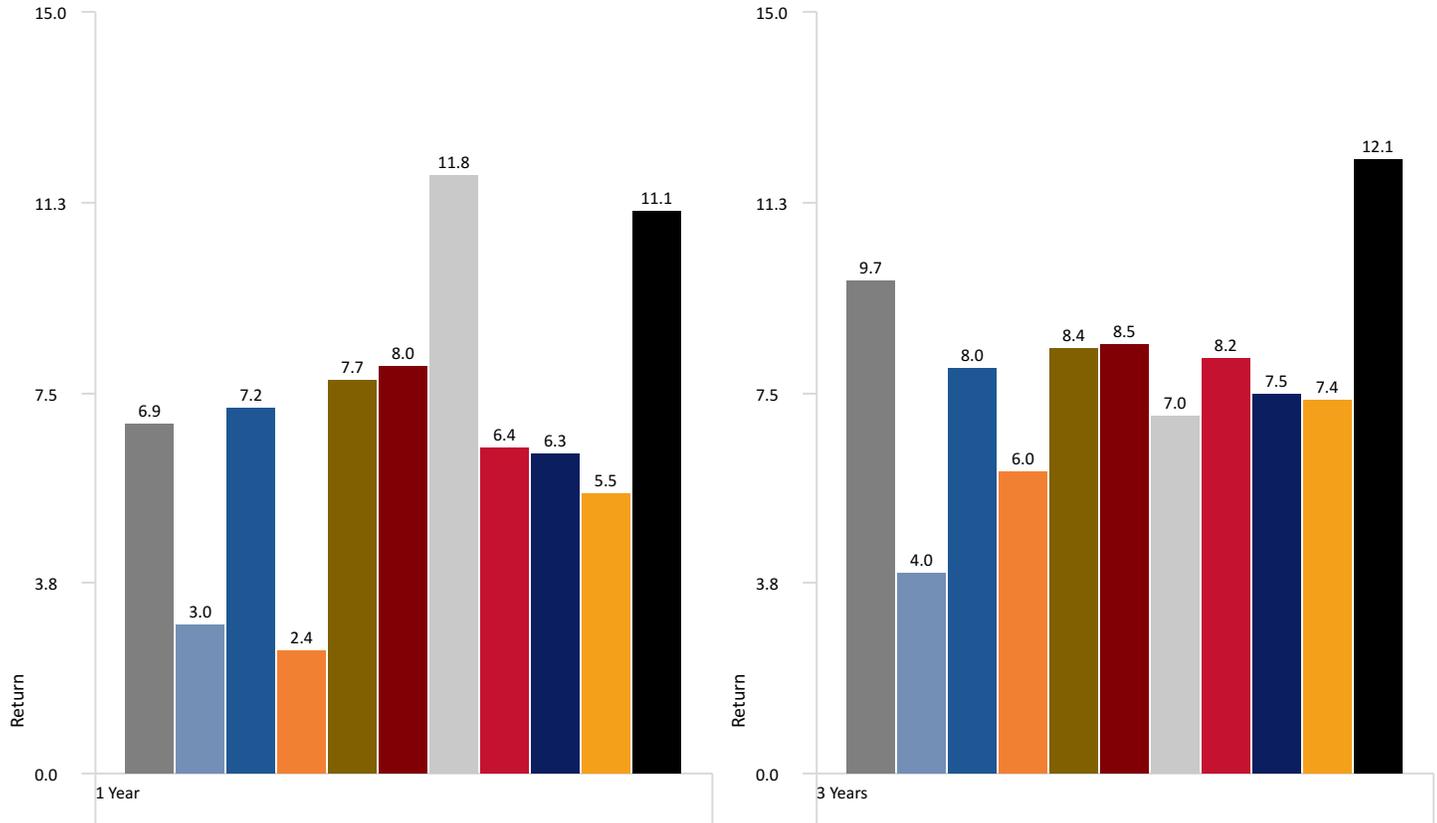
#### Trailing Returns as at 30 September 2017

	1 Year	3 Years	5 Years	10 Years
Allan Gray Namibia Balanced Fund	7.4	9.9	14.2	12.0
Hangala Prescient Absolute Balanced Fund	7.9	4.6	7.3	—
NAM Coronation Balanced Plus Fund	7.3	7.7	13.0	9.6
Investec Namibian Managed Fund	10.3	10.4	13.7	10.9
Old Mutual Namibia Profile Pinnacle Fund	9.6	9.5	13.1	10.4
Standard Bank Namibia Managed Fund	6.2	6.6	10.3	10.1
Prudential Namibian Balanced	9.1	8.6	11.9	—
Benchmark Retirement Fund Default Portfolio	6.6	8.8	12.3	10.1
NMG SA Moderate Benchmark	8.1	8.1	11.6	9.9
NMG NAM Moderate Benchmark	7.4	9.8	11.8	11.3
FTSE/JSE All Share TR ZAR	10.2	7.2	12.5	9.5
NAM CPI + 6%	11.9	11.6	11.6	12.5

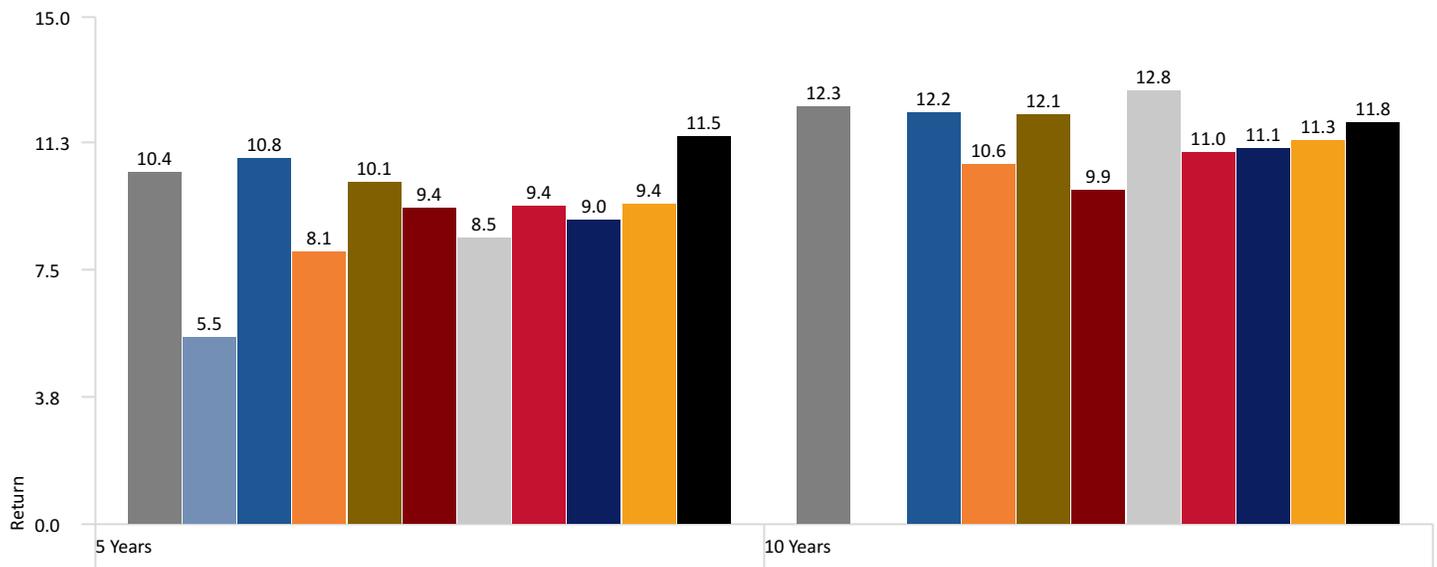
## Performance Comparison

### Moderate Portfolios

1 year performance for the period ended 30 September 2018    3 year performance for the period ended 30 September 2018



5 & 10 years performance for the period ending 30 September 2018



- Allan Gray Namibia Balanced Fund
- Hangala Prescient Absolute Balanced Fund
- Investec Namibian Managed Fund
- NAM Coronation Balanced Plus Fund
- Old Mutual Namibia Profile Pinnacle Fund
- Prudential Namibian Balanced
- Standard Bank Namibia Managed Fund
- Benchmark Retirement Fund Default Portfolio
- NMG SA Moderate Benchmark
- NMG NAM Moderate Benchmark
- NAM CPI + 6%

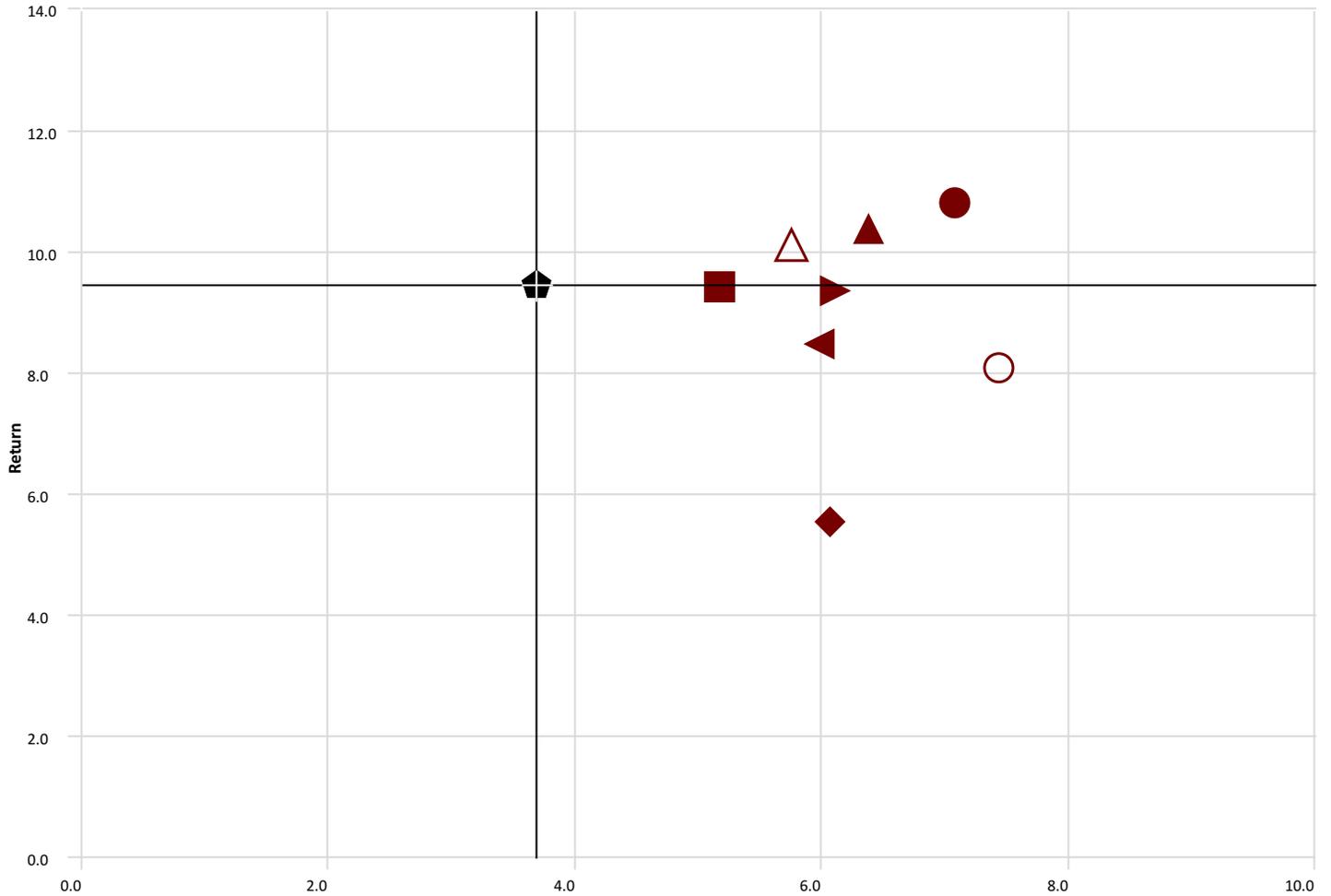
# Performance Comparison

## Moderate Portfolios: Volatility vs Return

The following graph illustrates the volatility and return statistics of the moderate portfolios for a 5 year period. These returns are **gross** of all investment charges.

### Risk-Reward

Time Period: 01-Oct-13 to 30-Sep-18



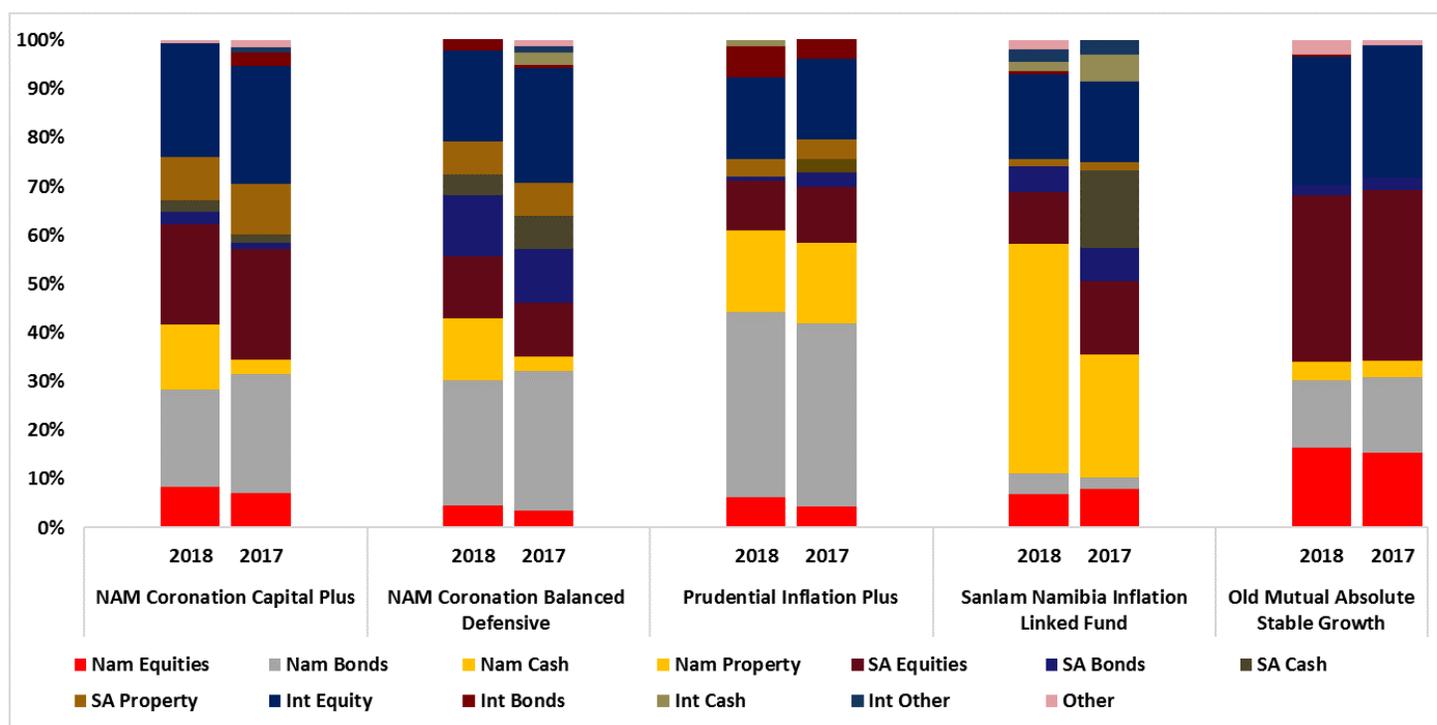
Std Dev

- ▲ Allan Gray Namibia Balanced Fund
- ◆ Hangala Prescient Absolute Balanced Fund
- Investec Namibian Managed Fund
- NAM Coronation Balanced Plus Fund
- ▲ Old Mutual Namibia Profile Pinnacle Fund
- ▶ Prudential Namibian Balanced
- ◀ Standard Bank Namibia Managed Fund
- Benchmark Retirement Fund Default Portfolio
- ◆ NMG NAM Moderate Benchmark

## Performance Comparison

### Moderate-Low Portfolios

Asset Allocation as at 30 September 2018 as compared to 30 September 2017



**Notes 30 September 2018:**

1. NAM Coronation Capital Plus: International Other represents Commodities
2. NAM Coronation Balanced Defensive: International Other represents Property
3. Sanlam Namibia Inflation Linked: International Other represents Property
5. Default: International Other represents Property
5. NAM Coronation Capital Plus & NAM Coronation Balanced Defensive's SA Cash position includes an **off-set or "Notional Cash value"** for all derivative effective exposure
7. NAM Coronation Capital Plus & NAM Coronation Balanced Defensive: SA & NAM Other represents Commodities, Preference shares and other securities

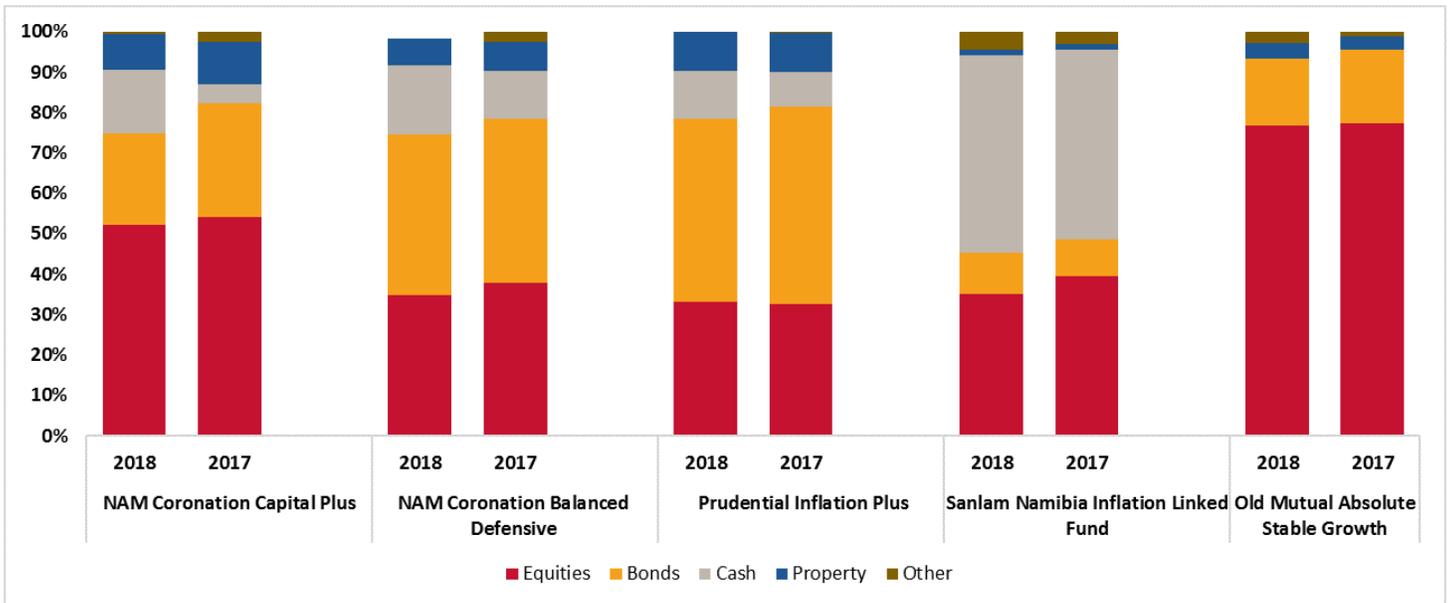
**Notes 30 September 2017:**

1. NAM Coronation Capital Plus: Other represents Commodities & Preference shares
2. NAM Coronation Capital Plus: International Other represents Commodities
3. NAM Coronation Balanced Defensive: Other represents Commodities & International Other represents Property & Commodities
4. Sanlam Namibia Inflation Linked: International Other represents Property
5. Default: Other represents Commodities & International Other represents Property
6. NAM Coronation Capital Plus and Prudential's SA Cash position includes an offset or "Notional Cash value" for all derivative effective exposure
7. Prudential Inflation Plus: International Other represents Property

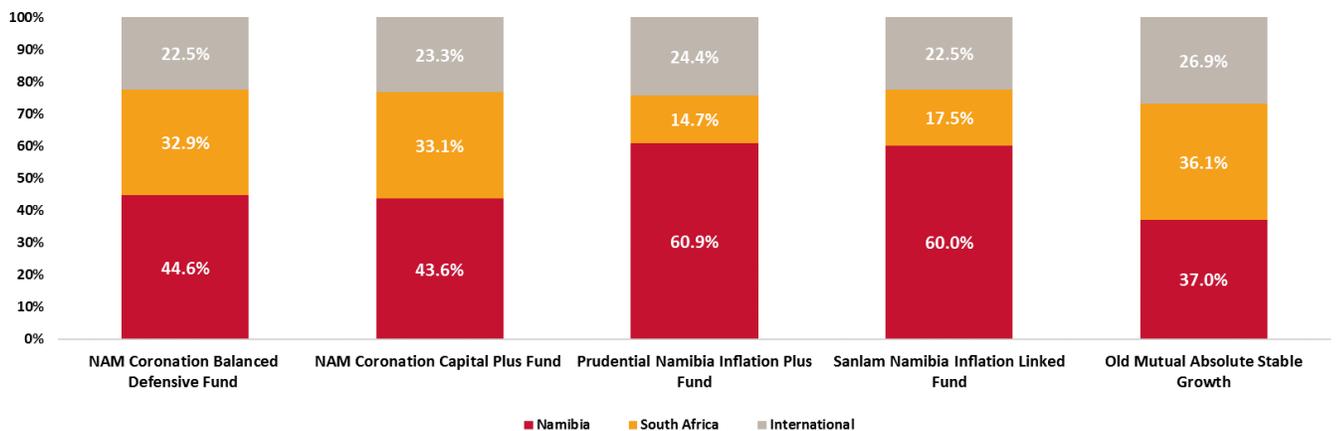
## Performance Comparison

### Moderate-Low Portfolios

Asset Allocation as at 30 September 2018 as compared to 30 September 2017



Geographical Split as at 30 September 2018:



## Performance Comparison

### Moderate-Low Portfolios

#### Change in Asset Allocation

The following graph illustrates the changes that were made to the managers' asset allocation over the 12 month period ending **30 September 2018**. In the event that the allocation to an asset class was decreased, the change would be indicated on the left hand side of the vertical axis, and vice versa.



All portfolios decreased their international holdings, and had an increase in Namibian assets over the year, with Sanlam the largest local increase and Prudential the smallest local increase. All portfolios increased Namibian cash, except for Prudential who made a marginal decrease. Namibian property remained relatively unchanged over the year, as did South African property, with only minimal decreases from some managers in this asset class. Both NAM portfolios increased their derivative position over the year. Sanlam made the most changes overall, with a large decrease in South African cash in favour for a large increase in its Namibian counterpart. Prudential made a number of small changes across all asset classes, but made the smallest overall change to its portfolio.

## Performance Comparison

### Moderate-Low Portfolios

#### Trailing Returns as at 30 September 2018

	1 Year	3 Years	5 Years	10 Years
NAM Coronation Balanced Defensive Fund	4.1	6.8	7.9	10.4
NAM Coronation Capital Plus Fund	2.2	5.6	6.6	10.4
Prudential Namibia Inflation Plus Fund	6.3	7.1	8.7	10.5
Sanlam Namibia Inflation Linked Fund	5.9	7.7	8.8	10.5
Old Mutual Absolute Stable Growth	8.5	8.0	10.8	11.6
NMG NAM Mod Defensive Benchmark	5.8	7.2	8.8	10.4
CPI + 4%	9.0	10.0	9.4	9.7

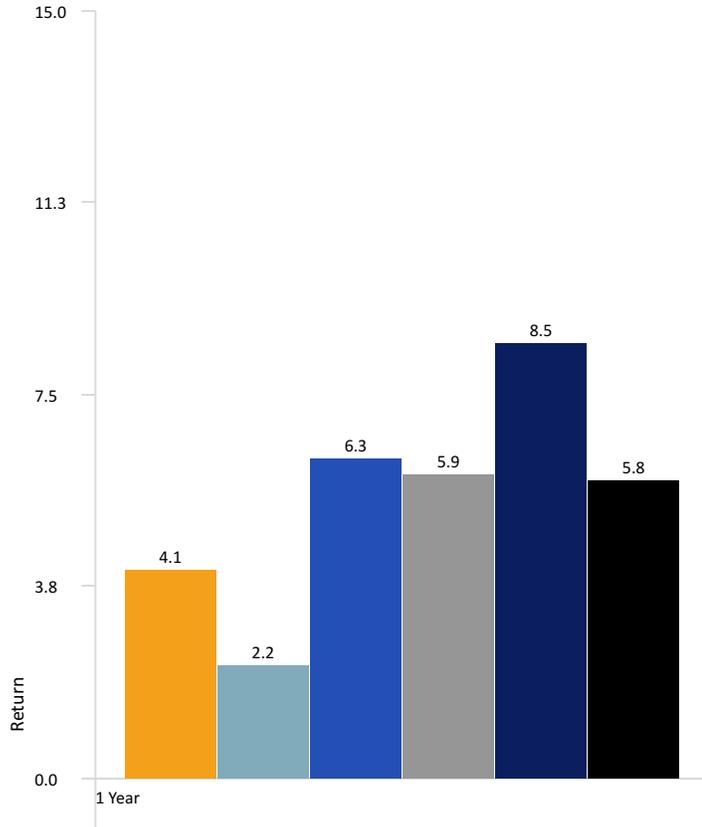
#### Trailing Returns as at 30 September 2017

	1 Year	3 Years	5 Years	10 Years
NAM Coronation Balanced Defensive Fund	7.2	7.9	10.7	—
NAM Coronation Capital Plus Fund	6.0	6.3	10.2	—
Prudential Namibia Inflation Plus Fund	6.7	8.2	10.7	9.7
Sanlam Namibia Inflation Linked Fund	8.3	8.9	10.5	10.0
Old Mutual Absolute Stable Growth	7.0	9.4	11.5	—
NMG NAM Mod Defensive Benchmark	7.1	9.0	10.3	10.5
NAM CPI + 4%	9.8	9.5	9.5	10.3

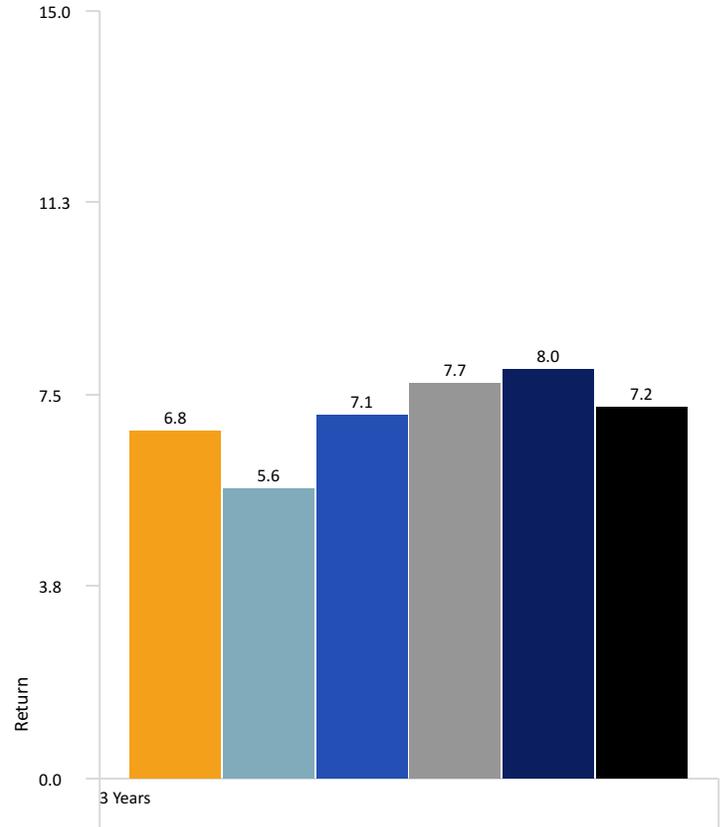
## Performance Comparison

### Moderate-Low Portfolios

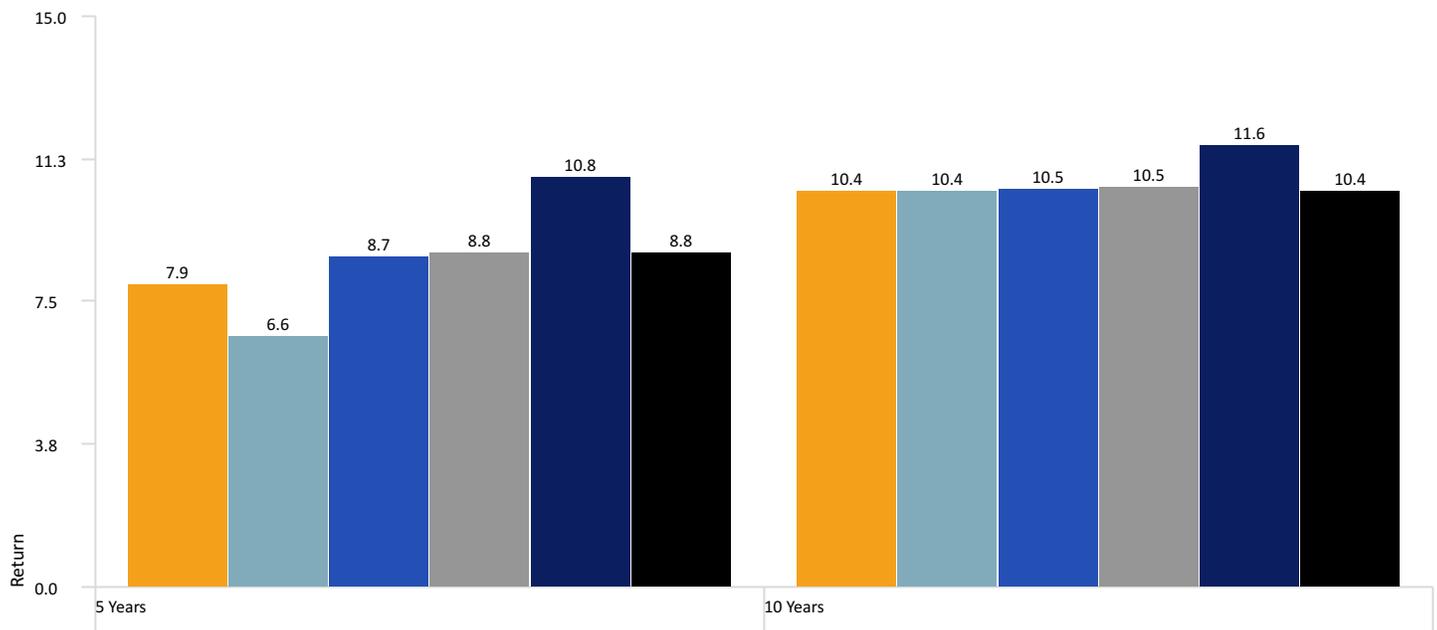
1 year performance for the period ended 30 September 2018



3 years performance for the period ended 30 September 2018



5 & 10 years performance for the period ended 30 September 2018



■ NAM Coronation Balanced Defensive Fund  
■ Sanlam Namibia Inflation Linked Fund

■ NAM Coronation Capital Plus Fund  
■ Old Mutual Absolute Stable Growth

■ Prudential Namibia Inflation Plus Fund  
■ NMG NAM Mod Defensive Benchmark

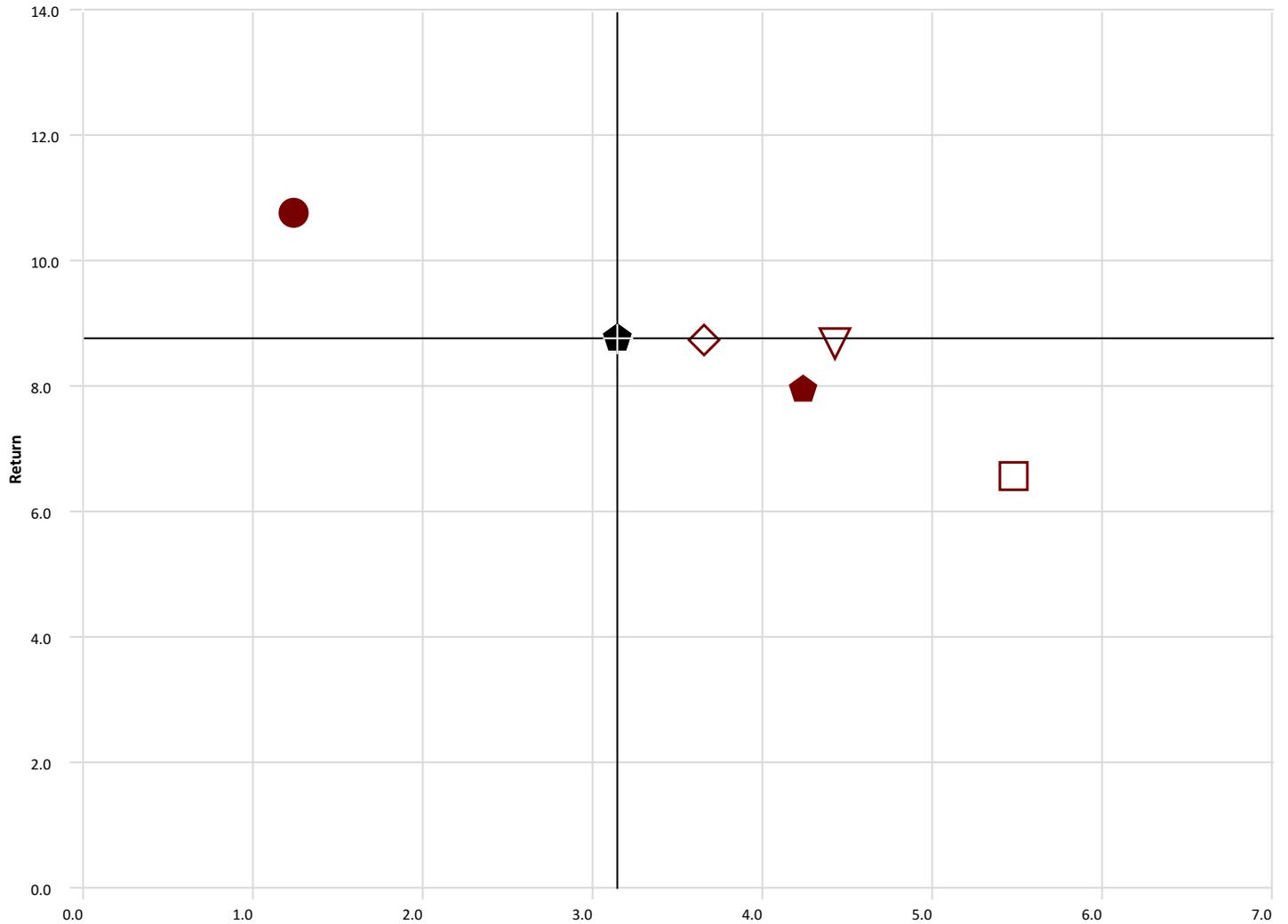
## Performance Comparison

### Moderate-Low Portfolios: Volatility vs Return

The following graph illustrates the volatility and return statistics of the moderate low portfolios for a 5 year period. These returns are **gross** of all investment charges.

#### Risk-Reward

Time Period: 01-Oct-13 to 30-Sep-18



-  NAM Coronation Balanced Defensive Fund
-  Sanlam Namibia Inflation Linked Fund
-  Prudential Namibia Inflation Plus Fund
-  NAM Coronation Capital Plus Fund
-  Old Mutual Absolute Stable Growth
-  NMG NAM Mod Defensive Benchmark

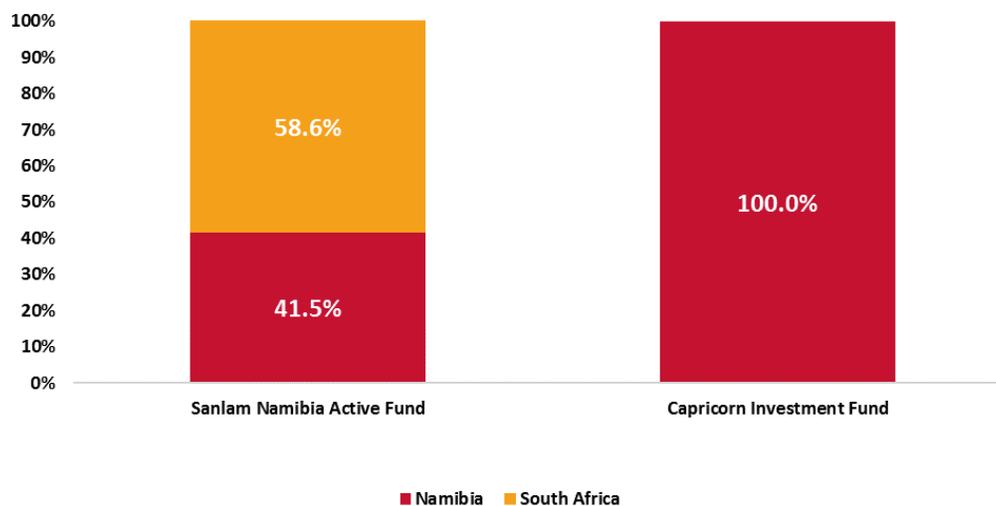
## Performance Comparison

### Low Risk and Capital Preservation Portfolios

Sanlam Namibia Active Fund	30 September 2018	30 September 2017	Change
Namibian Equities	0.0%	0.0%	0.0%
Namibian Bonds	5.0%	2.2%	2.8%
Namibian Cash	36.5%	36.3%	0.2%
Namibian Property	0.0%	0.0%	0.0%
Namibian Assets	0.0%	0.0%	0.0%
South African Equities	0.6%	0.7%	-0.1%
South African Bonds	13.0%	10.9%	2.1%
South African Cash	42.5%	48.2%	-5.7%
South African Property	2.4%	1.7%	0.7%
International	0.0%	0.0%	0.0%
<b>Total Asset Allocation</b>	<b>100.0%</b>	<b>100.0%</b>	

The total Namibian exposure is 41.5% for the Sanlam Namibia Active Fund. The Money Market Fund is managed by Capricorn Asset Management and is mainly invested in Namibian & South African cash investments.

### Geographical Split:



## Performance Comparison

### Low Risk and Capital Preservation Portfolios

#### Trailing Returns as at 30 September 2018

	1 Year	3 Years	5 Years	10 Years
Sanlam Namibia Active Fund	7.2	8.4	8.1	8.7
NAM CPI	4.8	5.7	5.2	5.5
NAM CPI + 2%	6.9	7.9	7.3	7.6
Beassa 1-3 Yr TR ZAR	6.9	8.0	7.3	7.8

#### Trailing Returns as at 30 September 2017

	1 Year	3 Years	5 Years	10 Years
Sanlam Namibia Active Fund	8.5	8.6	8.0	8.9
NAM CPI	5.6	5.3	5.3	6.1
NAM CPI + 2%	7.7	7.4	7.4	8.2
Beassa 1-3 Yr TR ZAR	9.0	8.1	6.7	8.0

#### Trailing Returns as at 30 September 2018

	1 Year	3 Years	5 Years	10 Years
Capricorn Investment Fund	8.0	7.9	7.1	7.0
NAM CPI + 1%	5.8	6.8	6.2	6.6
IIG Money Market GR NAD	7.9	7.8	7.1	—

#### Trailing Returns as at 30 September 2017

	1 Year	3 Years	5 Years	10 Years
Capricorn Investment Fund	8.7	7.3	6.6	7.4
NAM CPI + 1%	6.6	6.3	6.3	7.2
IIG Money Market GR NAD	8.3	7.3	6.6	—

## Glossary

**Asset Allocation:** The weighting of assets in an investment portfolio amongst different asset classes (shares, bonds, property, cash, and international investments).

**BEASSA All Bond Index (ALBI):** Bond Exchange Actuarial Society of South Africa Index.

**Balanced Fund:** An investment portfolio that spreads its holdings over a range of asset classes, which typically include shares, fixed interest, property, international securities, and cash.

**Benchmark:** An index or other market measurement that is used by a fund manager as a yardstick to assess the risk and performance of a portfolio; for example, the All Share Index is a commonly used benchmark for Domestic Equity portfolios.

**Bottom-up Analysis:** A form of security analysis that begins with forecasting returns for individual companies, then moves to industries and, finally, the economy as a whole.

**Capital Preservation Portfolio:** Portfolios that provide investors with a 100% Capital Guarantee (i.e. initial investments + contributions + percentage of bonuses received).

**FTSE/JSE All Share Index (ALSI):** A “basket” of shares representing all the shares on the JSE. This index is used as a measurement to indicate price movements in the market.

**Growth Style:** Growth style managers identify companies with above average earnings growth, which they believe will be reflected by the price in future. These shares usually have a higher P/E ratio as the price is higher due to earnings being generated at a fast pace.

**Growth at a Reasonable Price:** An investment style in which the manager selects shares where the company is growing profits, but the share price is not over-priced relative to that growth or shares of which the P/E ratio is below that of the index.

**Inflation (CPI):** The consumer price index represents the increase in the price of a “basket” of basic goods and services e.g. food, petrol. It provides an indication as to how fast prices are increasing in the economy.

**Institutional Investor:** An organisation whose primary purpose in investment markets is to invest its own assets or those that it holds in trust for others. Institutional investors include fund managers, life companies, retirement funds, banks, etc.

**JP Morgan Global Bond Index:** An index which can be used to measure global bond market movements. Countries’ bonds across the globe form part of the index, each carrying a certain weight in the index.

**Market Value Adjustment:** A term used with smooth bonus products. All disinvestments which are not for benefit payment (ie switches, terminations) will be paid out at the lower of book or market value. Genuine benefit payments are defined to be payments iro resignation, death and retirement.

**Median:** The middle value that exceeds half of the values in the sample and which is exceeded by the other half. For example, if five items cost R20, R80, R100, R300, and R500 respectively, the median value would be R100, whereas the mean would be R200.

**MSCI World Equity Index:** An index which can be used to measure global market movements. Countries across the globe form part of the index, each carrying a certain weight in the index.

## Glossary

**NSX Index:** A “basket” of shares representing all the shares on the Namibian Stock Exchange. This index is used as a measurement to indicate price movements in the market.

**Price Earnings Ratio:** A stock's market price divided by its current or estimated future earnings per share. The PE ratio is used by the investing public as a measure of the attractiveness of a particular share versus all other shares. The lower the ratio relative to the average of the share market, the lower the market's profit growth expectations.

**Prudential Unit Trust:** A unit trust which complies with Regulation 28 of the Pension Fund Act.

**Regulation 28:** The regulation in the Pension Fund Act providing guidelines for the investments of retirement funds.

**Strategic Asset Allocation:** The composition of an asset mix within a portfolio, constructed with the aim of meeting the long-term objectives of a fund, rather than being based on short-term views of relative performance of the various asset classes. Usually a benchmark is derived in this fashion.

**STeFI:** Short Term Fixed Interest Index. An index used to measure performance for short term (cash) investments.

**Top Decile:** A statistical measure dividing a sample into ten numerically equal groups. Thus, ‘top decile’ means the top 10% of a given sample.

**Top-Down Analysis:** A form of security analysis that begins with forecasting broad macroeconomic trends, then assessing the impact on industries and, finally, on individual companies.

**Tactical Asset Allocation:** A process by which the asset allocation of a fund is changed on a short-term basis to take advantage of perceived differences in relative values of the various asset classes. TAA can also be described as the variation of asset allocation around the strategic asset allocation.

**Upper Quartile:** A statistical measure dividing a sample into four numerically equal groups. Thus, 'upper quartile' means the top 25% of a given sample.

**Value Style:** Asset managers who have a value style identify shares which trade below intrinsic value in the belief that the share price will return to its intrinsic value. These securities usually have low prices relative to book value or earnings.

**Volatility:** A measure used to define risk which refers to the degree of fluctuation of returns over a specified period (normally short-term). The higher the volatility, the higher the fluctuation of returns which is associated with greater uncertainty of expected returns. This scenario is defined as being high risk.