



## Long Term Capital Portfolio

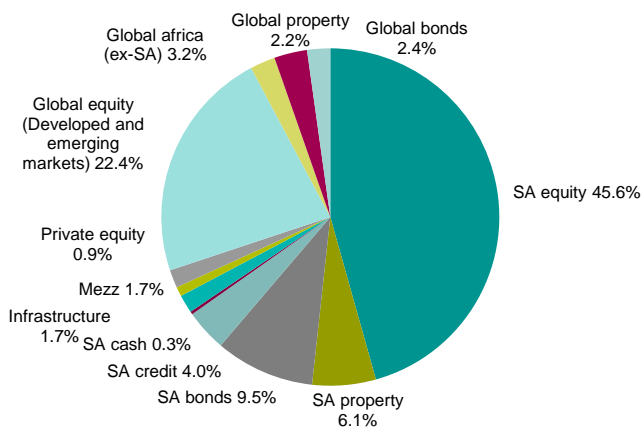
November 2017

### Investment objective

The Long Term Capital Portfolio is a market related portfolio that aims to provide a return that exceeds headline inflation by 5% per annum net of investment manager fees over measurement periods of at least 7 years.

The portfolio is most suitable for members that have a long investment horizon (7 years or more) and who are concerned about managing inflation risk. As reflected below in the asset allocation, the portfolio has a significant exposure to South African and global equity markets and thus large negative and positive returns are possible, particularly over short periods.

### Actual asset allocation 30 November 2017 (Total asset value: R 7 755 million)



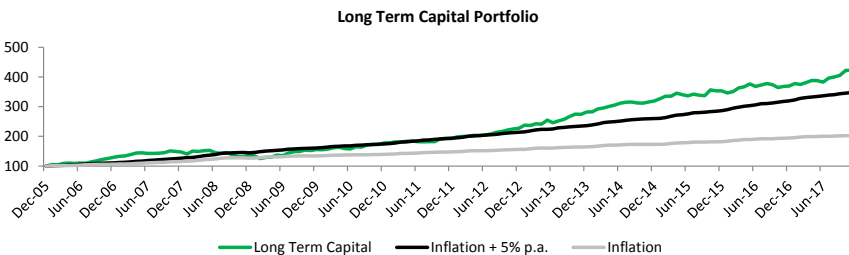
### Manager Configuration 30 November 2017

Asset class	Manager	% Allocation
SA equity	Allan Gray	10.5%
	Mazi Capital	4.5%
	Steyn Capital	6.5%
	Oasis	4.3%
	Visio Capital	9.3%
	Coronation	10.6%
SA property	Meago	2.1%
	Sesfikile	4.0%
SA bonds	Coronation	4.5%
	Investec	5.0%
SA ave BBB credit	Investec	4.0%
SA cash	Futuregrowth	0.3%
Int'l equity	Hosking Partners	5.6%
	Ardevora	3.9%
	Contrarius	3.8%
	Veritas	3.8%
	Lindsell Train	4.0%
	Sygnia (emerging markets)	1.4%
Int'l bonds	PIMCO	2.4%
Int'l property	Clearbell & Resolution Capital	2.2%
Int'l africa (ex-SA)	Steyn Capital	3.2%
Private equity: Mezzanine debt	Vantage Capital	1.7%
SR: Infrastructure	Old Mutual	1.7%
SR: Private equity	Futuregrowth	0.9%

The underlying assets within the Long Term Capital Portfolio are typically invested about 77% in growth assets (equity and property) and 22% in bonds and cash. The actual allocation of the portfolio will vary within pre-defined parameters around the strategic asset allocation. These assets are currently invested by the above-mentioned investment managers.

### Long Term Investment Performance (net of all investment costs and net of retirement fund tax that applied up to 31 March 2007)

The graph below shows the cumulative value on 30 November 2017 of R100 invested in the Long Term Capital Portfolio on 1 March 2006 (the inception date of the portfolio), compared to how the same R100 would have increased on account of headline inflation and the long term target of inflation plus 5%.



Actual portfolio over 11 yrs, 11 mths = R422.73
Inflation plus 5% p.a. over 11 yrs, 11 mths = R348.43
Inflation over 11 yrs, 11 mths = R203.11

The portfolio has delivered a return of 12.9% p.a. since inception (143 months) compared to an inflation rate of 6.1% p.a. over the same period (i.e. 6.8% p.a. ahead of inflation).

Total Expense Ratio (TER): Manager fees, including an estimate in respect of trading and administration costs amounts, 0.78% per annum. Please note that this does not include any performance fee payable to some managers should they outperform their performance target. This fee is about 40% of that which the member would pay in the retail savings market.

### Disclosure Statement

There are no capital guarantees for this investment channel and members are reminded that the value of their investments can go down or up. Past performance is not an indication of future performance.



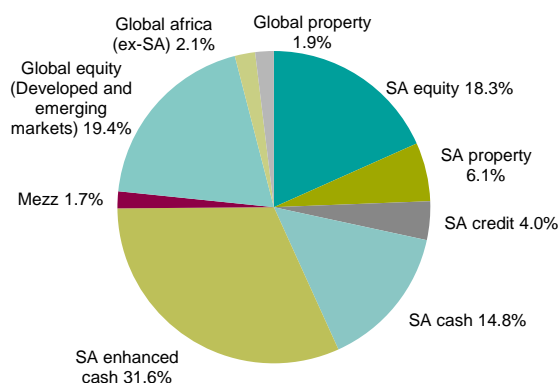
**Stable Portfolio**

**November 2017**

**Investment objective**

The primary objective of this Portfolio is to deliver a return that exceeds headline inflation by 3% per annum net of investment manager fees over measurement periods of 3 years and to limit the extent of capital losses over 12 months. The Stable Portfolio maintains a much lower exposure to equities compared to the Long Term Capital Portfolio and a correspondingly higher exposure to cash type investments as well as higher yield grade credit (with effect from March 2010). The portfolio is suitable for members that want some participation when equity markets go up, but who are also concerned about losing capital over shorter periods closer to retirement.

**Actual asset allocation 30 November 2017**  
(Total asset value: R 2 398 million)



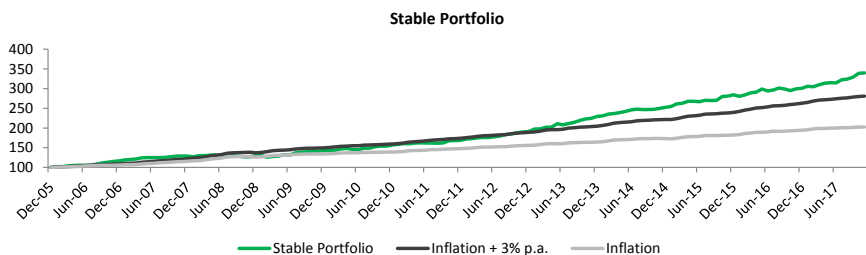
**Manager Configuration 30 November 2017**

Asset class	Manager	% Allocation
SA equity	Allan Gray	4.2%
	Mazi Capital	1.8%
	Steyn Capital	2.6%
	Oasis	1.7%
	Visio Capital	3.7%
SA property	Coronation	4.2%
	Meago	2.1%
	Sesfikile	4.0%
SA ave BBB credit	Investec	4.0%
SA cash	Futuregrowth	14.8%
SA enhanced cash	Investec	31.6%
Int'l equity	Hosking Partners	4.8%
	Ardevora	3.3%
	Contrarius	3.3%
	Veritas	3.2%
	Lindsell Train	3.4%
Int'l property	Sygnia (emerging markets)	1.4%
	Resolution Capital	1.9%
Int'l africa (ex-SA)	Steyn Capital	2.1%
Private equity: Mezzanine debt	Vantage Capital	1.7%

The underlying assets within the Stable Capital Portfolio are typically invested about 47% in growth assets (equities and property) and 55% in cash and cash enhanced strategies. The actual allocation of the portfolio will vary within pre-defined parameters around the strategic asset allocation. These assets are currently invested by the above-mentioned investment managers.

**Long Term Investment Performance** (net of all investment costs and net of retirement fund tax that applied up to 31 March 2007)

The graph below shows the cumulative value on 30 November 2017 of R100 invested in the Stable Portfolio on 1 March 2006 (the inception date of the portfolio), compared to the extent to which the same R100 would have increased on account of headline inflation and the long term target of inflation plus 3%.



Actual portfolio over 11 yrs, 11 mths = R340.00  
 Inflation plus 3% p.a. over 11 yrs, 11 mths = R281.64  
 Inflation over 11 yrs, 11 mths = R203.11

The portfolio has delivered a return of 10.8% p.a. since inception (143 months) compared to an inflation rate of 6.1% p.a. over the same period (i.e. a real return of 4.7% p.a.).

Total Expense Ratio (TER): Manager fees, including an estimate in respect of trading and administration costs amounts, 0.59% per annum. Please note that this does not include any performance fee payable to some managers should they outperform their performance target. This fee is about 40% of that which the member would pay in the retail savings market.

**Disclosure Statement**

There are no capital guarantees for this investment channel and members are reminded that the value of their investments can go down or up. Past performance is not an indication of future performance.



## Money Market Portfolio

November 2017

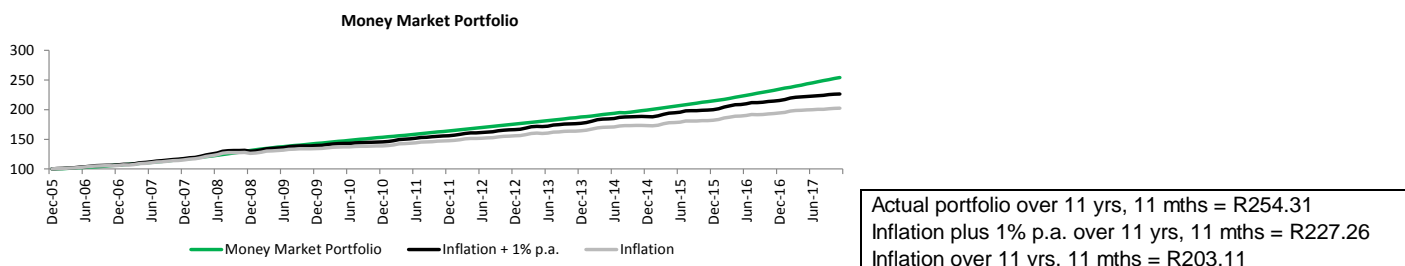
### Investment objective

The Money Market Portfolio aims to provide a return of 1% per annum in excess of headline inflation net of investment manager fees over measurement periods of at least one year.

This portfolio (which amounts to R 666 million) is invested entirely in cash (60%) and enhanced cash (40%) strategies and is expected to provide a return broadly similar to that of the money market (i.e. the portfolio targets positive returns and very low risk of losing money over any 12 month period which is suitable for members close to retirement).

### Long Term Investment Performance (net of all investment costs and net of retirement fund tax that applied up to 31 March 2007)

The graph below shows the cumulative value on 30 November 2017 of R100 invested in the Money Market Portfolio on 1 March 2006 (the inception date of the portfolio), compared to the extent to which the same R100 would have increased on account of headline inflation and the long term target of inflation plus 1%.



The portfolio has delivered a return of 8.1% p.a. since inception (143 months) compared to an inflation rate of 6.1% p.a. over the same period (i.e. a real return of 2.0% p.a.).

Total Expense Ratio (TER): Manager fees, including an estimate in respect of trading and administration costs amounts, 0.24% per annum. This fee is about 40% of that which the member would pay in the retail savings market.

### Disclosure Statement

There are no capital guarantees for this investment channel and members are reminded that the value of their investments can go down or up. Past performance is not an indication of future performance.