

## Fairtree Assegai Equity Long Short SNN QI Hedge Fund

### Minimum Disclosure Document - Class 1

31 July 2018

#### Fund Profile & Investment Policy

The fund is a directionally biased Long / Short equity fund which will not hesitate to capture equity market beta when conditions allow for it.

#### Investment Strategy

The portfolio is managed as a long/short hedge fund, focused on extracting alpha returns from the South African equity market. The funds returns are delivered through fundamental knowledge of South African equities vis-à-vis economic growth and broad economic themes as well as medium to long -term relative valuation opportunities, generating the largest portion of its returns through its directional bias. Relative value pairs, together with absolute longs and shorts seek to stabilize returns in turbulent market conditions, supported by the adjustment to the net exposure.

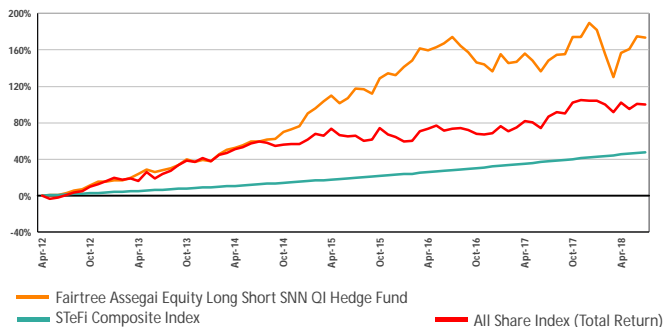
#### Investment Mandate

The portfolio may use leverage to a maximum of 4.5 times the net asset value of the portfolio. However, the portfolio has set an internal limit to use leverage up to a maximum of 3.5 times the net asset value. Excluded from this calculation shall be the investments in the portfolio solely used to enhance the interest earned by the portfolio.

#### Mandate limits and constraints:

- The portfolio is precluded from raising any debt funding over and above that achieved in terms of the long/short process;
- No net individual equity position shall exceed 15% of capital;
- Directional exposure limit to 120% of current underlying capital on the long side and up to 20% of current underlying capital on the short side;
- The portfolio shall at all times hold a minimum of 10 equity positions; and
- The portfolio will limit exposure to equities based upon liquidity.

#### Cumulative Performance Since Inception



Fund Source: Sanne Fund Services SA (Pty) Ltd as at July 2018

Index Source: Bloomberg as at July 2018

#### Return Analysis

	Fund	All Share Index	STeFi
1 Month	-0.44%	-0.25%	0.59%
3 Months	6.54%	-1.06%	1.77%
6 Months	-2.97%	-2.05%	3.53%
1 Year	10.20%	7.20%	7.32%
3 Years	25.59%	20.51%	23.56%
5 Years	113.66%	61.38%	38.57%
Since Inception	173.40%	100.22%	47.85%

#### Risk Analysis

	Fund	All Share Index	STeFi
Sharpe Ratio	0.84	0.51	-0.12
Sortino Ratio	1.49	0.99	-0.18
Standard Deviation	12.68%	10.73%	0.26%
Best Month	11.44%	8.51%	0.66%
Worst Month	-9.92%	-5.70%	0.00%
Best Rolling 12 Months	38.34%	32.74%	7.71%
Worst Rolling 12 Months	-11.48%	-4.37%	5.16%
Largest Cumulative Drawdown	-20.52%	-8.33%	n/a
% Positive Months (Since Inception)	70.67%	61.33%	n/a
Correlation (Monthly)	0.63		
Value at Risk (VaR) 95%	8.94%		

The above benchmark(s) are for comparison purposes with the fund's performance. The fund does not follow the benchmark(s).

#### Fund Details

Risk Profile:	High
Portfolio Manager:	Stephen Brown
Fund size (in Millions):	R 635.3
NAV Price (Inception):	R 1000
NAV Price (as at month end):	R 2,659.02
Number of Units:	238,679.35
JSE Code:	FTASEQ
ISIN Number:	ZAE000259065
Inception Date:	31 May 2012
CISCA Inception Date:	1 October 2016
Fund Structure:	CIS Trust
Fund Category:	Multi - Strategy
Hurdle:	3 month JIBAR
Minimum Investment:	R 1 000 000 Lump sum
<b>Fees</b>	
Initial Fee - Adviser:	0% - 3.45% (incl. VAT)
Annual Base Fee:	1% (excl. VAT)
Performance fee (uncapped):	20% of the total performance (after deductions of the annual base fee) above the high water mark, subject to a hurdle rate of 3 months JIBAR (excl. VAT).

#### Cost Ratios (incl. VAT)

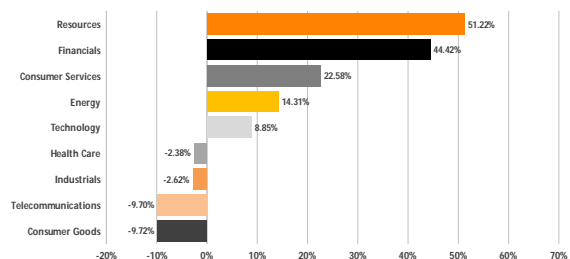
Total Expense Ratio (TER%):	3.15%
Transactions Costs Ratio (TC%):	1.09%
* Total Investment Charges (TIC%):	4.24%
Performance Fee (PF) Included in TER:	1.57%
Income Distribution (Declaration):	Last day of December
Distribution Total for the past 12 months:	0.00 cpu for December 2017
Investment Manager contact details	Fairtree Asset Management (Pty) Ltd
Telephone Number:	+27 86 176 0760
Website:	www.fairtree.com

\*Total Investment Charges (TIC%) = TER (%) + TC (%)

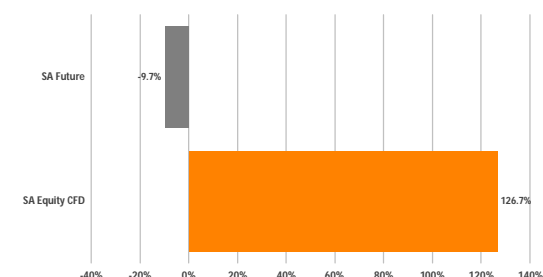
#### Portfolio Objective

The long-term objective of the portfolio is to achieve consistent absolute returns through investment in long/short equity based strategies.

#### Sector Allocation



#### Asset Allocation



### Increase in NAV Attributable to Investors

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
2012					0.46%	0.63%	1.83%	2.97%	0.83%	3.83%	3.84%	0.12%	15.37%
2013	1.58%	-0.26%	2.64%	3.03%	4.19%	-2.43%	1.83%	1.77%	2.53%	5.02%	-2.22%	1.49%	20.61%
2014	-1.16%	5.97%	3.19%	1.36%	2.10%	2.59%	0.07%	1.30%	0.16%	4.76%	1.68%	2.08%	26.70%
2015	7.93%	2.99%	3.94%	3.11%	-3.91%	2.80%	4.96%	-0.38%	-2.37%	7.99%	2.37%	-0.72%	31.82%
2016	3.98%	2.67%	5.32%	-0.81%	1.56%	1.50%	2.75%	-3.80%	-2.64%	-4.21%	-0.75%	-3.24%	1.80%
2017	8.05%	-3.84%	0.53%	3.60%	-3.10%	-4.65%	4.89%	2.63%	0.22%	7.59%	-0.14%	5.68%	22.47%
2018	-2.74%	-9.28%	-9.92%	11.44%	1.56%	5.37%	-0.44%						-5.63%

\*The inception date for the portfolio is 1 May 2012. The historical performance figures until the end of 30 September 2016 reflect performance achieved prior to CISCA regulation. The portfolio has been transitioned under CISCA regulations on 1 October 2016 and has since been managed as a regulated product. The annualized total return is the average return earned by an investment each year over a given time period, since date of the launch of the fund. Actual annual figures are available from the manager on request. The highest and lowest 1 year returns represent the highest and lowest actual returns achieved during a 12 month rolling period year since the original launch date of the portfolio. The performance figures given show the yield on a Net Asset value ("NAV") basis. The yield figure is not a forecast. Performance is not guaranteed and investors should not accept it as representing expected future performance. Individual investor performance may differ as a result of initial fees, time of entry/actual investment date, date of reinvestment, and dividends withholding tax. Performance is calculated for a lump sum investment on a Net Asset Value basis. The performance figures are reported net of fees with income reinvested.

### Risk Profile

Risk Level:	Low	Low-Medium	Medium	Med-High	High
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The risk category shown is not guaranteed and may change over time. The lowest category does not mean the investment is risk free. There may be other special areas of risk relating to the investment including liquidity risk, credit risk, market risk, and settlement risk. Sanne Management Company (RF) (Pty) Ltd, ("the manager"), and the investment manager do not render financial advice. Our risk indicator does not imply that the portfolio is suitable for all types of investors. You are advised to consult your financial adviser.

### Portfolio Valuation & Transaction Cut-Off

Portfolios are valued monthly. The cut off time for processing investment subscription is 10:00am on the last day of the month prior to enable processing for investment on the first day of the next month.

### Total Expense Ratio

A higher TER does not necessarily imply a poor return, nor does a low TER imply a good return. The current TER may not necessarily be an accurate indication of future TER's. Transaction Costs are a necessary cost in administering the financial product and impacts financial product returns. It should not be considered in isolation as returns 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. The TER is reported excluding performance fees for the first six months of the portfolio. The Manager has applied its mind hereto and is of the view that any reporting of TER with performance fee at this stage may be inaccurate and potentially misleading to investors.

### Market Commentary

The All Share Index fell marginally in July (-0.2%), while the rand strengthened 3.3% to end the month at 13.27/USD. Financials outperformed this month, up 4.7%, while Industrials (-2%) and Resources (-1.4%) saw negative performance. Household goods (+93%) had another good month off a very low base (still down 47% ytd), while Technology (+15.5%), Telcos (+7.7%), Banks (+7.7%) and Life Insurance (+8.6%) also outperformed. Media lagged (-7%), as did Beverages (-7.2%), Industrial Engineering (-8.9%) and Construction (-8.4%).

Ramaphosa announced his support for constitutional change, including "expropriation without compensation", but walked it back saying only if it wouldn't hurt the economy or agriculture. Pledges rolled in for President Ramaphosa's Investment conference, now up to US\$35bn (US\$100bn target) including pledges from China, Saudi and UAE. An Ipsos poll showed the ANC well ahead of the DA, by 60%-13% with the EFF on 7%; the ANC won 62% at the last national elections in 2104 but only 54.5% in the '16 municipals.

Metals fell again in July with the LME Metals Index down 5.0%. Lead (-11.0%) recorded the largest monthly loss, followed by Zinc (-7.9%), Nickel (-6.0%), Copper (-5.2%) and Aluminium (-4.3%). Meanwhile, Tin was the only base metal to advance during the month, up 1.7%. Brent and WTI fell with the former down 5.9% to US\$74.4/bbl while the latter declined 5.1% to US\$68.76/bbl. Iron ore prices rose 4.9% during the month to US\$67.60/t. Gold fell 2.3% to \$1,224.1/oz. weighed down by a strong Dollar.

In July, SA equities had net foreign outflows of USD 530mn; this came after large inflow of USD 346mn in June. Meanwhile, SA bonds had monthly foreign outflows of USD 346mn. YTD, SA equities have received USD 1.0bn of foreign inflows while SA bonds have net foreign outflows of USD 2.2bn.

The Assegai fund fell by 0.4% in July. The strongest positive contribution came from the long position in EOH (+2.1%), while exposure to financials was also a positive contributor to performance with Sanlam (+0.6%), Capitec (+0.5%) and Discovery (+0.4%) the principal contributors. A short position in MediClinic and long positions in Sappi, Truworths and Sasol also contributed. Naspers detracted 1% from fund performance in July, while shorts in Steinhoff and Imperial, and long positions in Resilient and Glencore detracted.

During July we decreased exposure to Financials, partly by cutting longs but also increasing shorts in our least preferred names. The net long exposure to the retail and property sectors were increased, while the net short in Healthcare was trimmed. The exposure to Resources was increased during July, and this remains the sector to which we have the largest exposure.

**Please Note:** The above commentary is based on reasonable assumptions and is not guaranteed to occur.

### Mandatory Disclosures

**Investment Manager:** Fairtree Asset Management (Pty) Ltd, **Registration Number:** 2004/033269/07 is an authorised Financial Services Provider (FSP25917) under the Financial Advisory and Intermediary Services Act (No.37 of 2002), to act in the capacity as investment manager. This information is not advice, as defined in the Financial Advisory and Intermediary Services Act (No.37 of 2002). Please be advised that there may be representatives acting under supervision. **Physical Address:** Willowbridge Place, Cnr. Carl Cronje and Old Oak Road, Bellville, 7530. **Postal Address:** PO Box 4124, Tygervally, 7536. **Telephone Number:** +27 86 176 0760. **Website:** www.fairtree.com.

**Management Company:** Sanne Management Company (RF) (Pty) Ltd (the "Manager"), **Registration Number:** 2013/096377/07, is authorised in terms of the Collective Investment Schemes Control Act (CISCA) to administer Collective Investment Schemes (CIS). **Directors:** J F Louw (Chairman)\*, L Fourie, G P Rate (Managing Director), I Burke\*, H J Pienaar\*. **Physical Address:** Pier Place, Heerengracht Street, Foreshore, Cape Town, South Africa. **Telephone Number:** +27 21 202 8282. **Website:** www.sannegroup.co.za. **Trustee:** FirstRand Bank Limited, Johannesburg, **Telephone:** +27 87 736 1732, **Website:** www.rmb.co.za

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\*Non-Executive

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