

Fairtree Protea Global Equity Long Short SNN Retail Hedge Fund

Minimum Disclosure Document - Class 1

30 September 2018

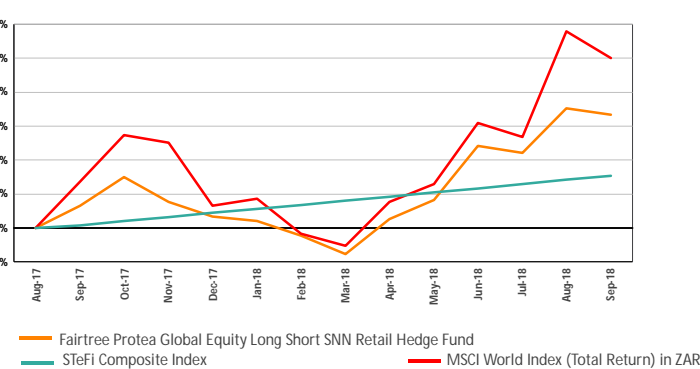
Fund Profile

The fund is a Global long/short equity hedge fund, domiciled in South Africa, with the objective of generating above-average returns by following a 'quantamental' investment approach, combining traditional fundamental analysis with quantitative investment techniques. The investment manager systematically identifies individual mispriced securities whilst ensuring sufficient diversification to guard against inappropriate risk concentration. The fund focuses on listed securities in developed markets outside of South Africa and has a net equity exposure of 35-70% at most times, with a maximum gross exposure of 200% (i.e. maximum 2x leverage).

Investment Strategy

The portfolio is managed as a long/short hedge fund, focused on extracting alpha returns from equity markets outside of South Africa. Its core strategy is to be long undervalued equities and short overvalued equities whilst ensuring that there is sufficient diversification to guard against inappropriate risk concentration. The equities are selected by following a "quantamental" investment approach, which combines a traditional fundamental understanding of the fair value of listed equity shares with analysis of the business's competitive environment, economic growth, broad economic themes and relative valuations.

Cumulative Performance Since Inception



Fund Source: Sanne Fund Services SA (Pty) Ltd as at September 2018
Index Source: Bloomberg as at September 2018

Return Analysis

	Fund	Stefi Composite Index	MSCI World Index (Total Return)
1 Month	-0.81%	0.57%	-3.01%
3 Months	4.03%	1.76%	8.25%
6 Months	21.25%	3.55%	28.38%
1 Year	12.89%	7.27%	17.05%
3 Years	n/a	n/a	n/a
5 Years	n/a	n/a	n/a
Since Inception	16.65%	7.73%	25.05%

Risk Analysis

	Fund	Stefi Composite Index	MSCI World Index (Total Return)
Sharpe Ratio	0.65	-0.85	0.77
Sortino Ratio	1.67	-0.92	1.73
Standard Deviation	12.40%	0.15%	20.59%
Best Month	7.72%	0.61%	13.64%
Worst Month	-3.37%	n/a	-8.29%
Best Rolling 12 Months	17.61%	7.27%	28.94%
Worst Rolling 12 Months	12.89%	7.12%	17.05%
Largest Cumulative Drawdown	-10.53%	n/a	-14.33%
% Positive Months (Since Inception)	46.15%	n/a	53.85%
Correlation (Monthly)	0.59		
Value at Risk (VaR) 95%	5.35%		

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

Fund Details

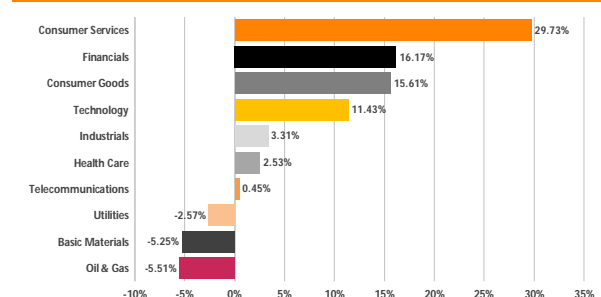
Risk Profile:	High
Portfolio Manager:	Jean Pierre Verster
Fund size (in Millions):	R 53.1
NAV Price (Inception):	R 1000
NAV Price (as at month end):	R 1,166.55
Number of Units:	44,350.64
JSE Code:	FGCLDT
ISIN Number:	ZAE000257515
Inception Date:	11 September 2017
CISCA Inception Date:	11 September 2017
Fund Structure:	CIS Trust
Fund Category:	Equity Long-Short
Hurdle:	3 month JIBAR
Minimum Investment:	R 50 000 Lump sum
Fees	
Management Fee:	1% p.a (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-month JIBAR (excl.VAT)
Cost Ratios (incl. VAT)	
Total Expense Ratio (TER%):	6.16%
Transactions Costs Ratio (TC%):	0.10%
* Total Investment Charges (TIC%):	6.26%
Performance Fee (PF) Included in TER:	4.07%
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 (%)

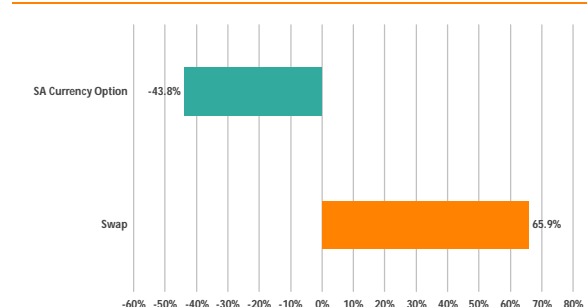
Portfolio Objective

The long-term investment objective of the portfolio is to achieve consistent absolute returns by investing according to a long/short equity investment strategy.

Sector Allocation



Asset Allocation



Increase in NAV Attributable to Investors

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
2017									3.34%	4.06%	-3.37%	-2.07%	1.75%
2018	-0.72%	-2.11%	-2.71%	5.36%	2.70%	7.72%	-0.93%	5.86%	-0.81%				14.65%

*The inception date for the portfolio is 11 September 2017. 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**

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 fund generated a 2% gain in US Dollars (USD) against the MSCI World Index's 0.6% gain in USD. Our currency hedge contributed a further 1% in USD, but the South African Rand (ZAR) strengthened by over 3% against the USD for the month, causing the fund to end the month down slightly in ZAR terms, still outperforming the MSCI World Index (ZAR).

It is fascinating that many investors still cling to the belief that asset allocation rather than stock selection is the main driver of portfolio performance, notwithstanding proof to the contrary. Studies by Brinson, Hood & Beebower (1986) and by Ibbotson & Kaplan (2000) have shown that asset allocation only determines variability of returns (i.e. the difference in returns between the best performing and worst performing portfolios in a sample) but does not determine the actual portfolio returns. Stated differently: the chances are very good that both the best performing and worst performing portfolios in a sample will have a high allocation to stocks (as opposed to bonds and cash), with the difference between the portfolios attributable to the specific stocks held in those portfolios, rather than to the difference in allocations between stocks, bonds & cash within the portfolios. Our focus continues to be on picking the right stocks (both long and short), and we believe that our 'quantamental' investment process gives us a sustainable competitive advantage in this regard.

Our aggregate Long positions in USD, Danish Krone (DKK), Norwegian Krone (NOK), Singaporean Dollars (SGD), Hong Kong Dollars (HKD) and Japanese Yen (JPY) contributed positively, while our aggregate Long positions in Canadian Dollars (CAD), British Pounds (GBP), Euros (EUR), Swiss Francs (CHF) and Australian Dollars (AUD) contributed negatively. The bulk of our gains were generated by USD positions in the Information Technology sector, while a GBP position in the Healthcare sector was the largest detractor for the month. Overall, our total Long book contributed positively to performance. We currently hold 58 individual Long positions.

Aggregate Short positions in CAD, GBP, CHF, DKK, SGD and AUD generated gains, while aggregate Short positions in USD, EUR, NOK and JPY detracted from performance. The largest gain was generated by a USD Short position in an Electric Vehicle Manufacturer, which is our 5th largest Short position at 1.8% of fund capital, while Shorts in the Basic Materials sector incurred losses. Pleasingly, our total Short book contributed positively to performance for the month. We currently hold 46 individual Short positions.

Our USDZAR currency hedge (put spread) moved into the money during the month, so we are well positioned irrespective of whether the Rand weakens or strengthens between now and the end of the year.

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, Tygervalley, 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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