

**Fairtree Protea Global Equity Long Short SNN Retail Hedge Fund**  
 Minimum Disclosure Document - Class 1

31 January 2019

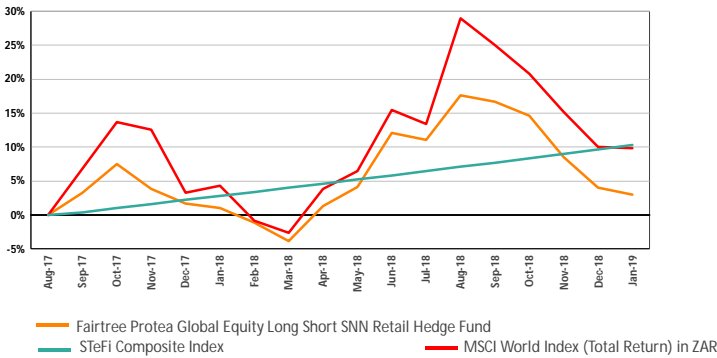
**Fund Profile**

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 January 2019  
 Index Source: Bloomberg as at January 2019

**Return Analysis**

	Fund	Stefi Composite Index	MSCI World Index (Total Return)
1 Month	-1.03%	0.60%	-0.19%
3 Months	-10.13%	1.79%	-9.10%
6 Months	-7.29%	3.59%	-3.21%
1 Year	1.97%	7.25%	5.24%
3 Years	n/a	n/a	n/a
5 Years	n/a	n/a	n/a
Since Inception	3.01%	10.32%	9.82%

**Risk Analysis**

	Fund	Stefi Composite Index	MSCI World Index (Total Return)
Sharpe Ratio	-0.32	-0.67	0.08
Sortino Ratio	-0.67	-0.72	0.17
Standard Deviation	12.89%	0.14%	19.73%
Best Month	7.72%	0.61%	13.64%
Worst Month	-5.28%	n/a	-8.29%
Best Rolling 12 Months	17.61%	7.27%	28.94%
Worst Rolling 12 Months	1.97%	7.12%	2.32%
Largest Cumulative Drawdown	-12.42%	n/a	-14.83%
% Positive Months (Since Inception)	35.29%	n/a	41.18%
Correlation (Monthly)	0.45		
Value at Risk (VaR) 95%	5.46%		

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

**Fund Details**

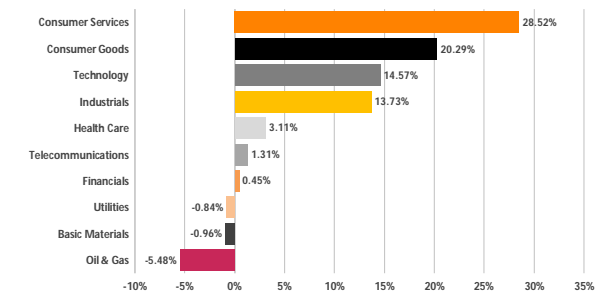
Risk Profile:	High
Portfolio Manager:	Jean Pierre Verster
Fund size (in Millions):	R 46.5
NAV Price (Inception):	R 1000
NAV Price (as at month end):	R 1,030.07
Number of Units:	44,864.88
JSE Code:	FGCLDT
ISIN Number:	ZAE000257515
Inception Date:	11 September 2017
CISCA Inception Date:	11 September 2017
Fund Structure:	CIS Trust
Fund Category:	Equity Long-Short
Hurdle:	3 month JIBAR
Minimum Investment:	R 50 000 Lump sum
<b>Fees</b>	
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)
<b>Cost Ratios (incl. VAT)</b>	
Total Expense Ratio (TER%):	2.84%
Transactions Costs Ratio (TC%):	0.09%
* Total Investment Charges (TIC%):	2.93%
**Performance Fee (PF) Included in TER:	0.00%
Income Distribution (Declaration):	Last day of December
Distribution Total for the past 12 months:	0.00 cpu for December 2018
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 (%)

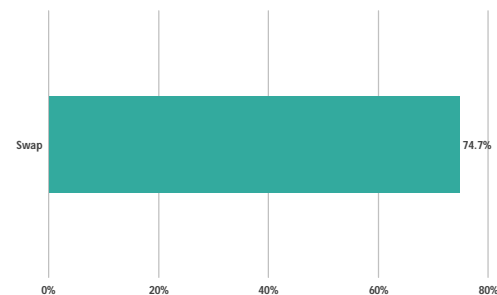
**Portfolio Objective**

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%	-1.75%	-5.28%	-4.14%	2.29%
2019	-1.03%												-1.03%

\*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.

\*\*The portfolio manager outperformed the benchmark in certain periods and was thus due performance fees but due to negative performance in the remaining periods these fees were reversed. The TER calculation methodology had to be adjusted in order to take the performance fee reversal into account to reflect the appropriate amount of performance fees paid during the period and therefore does not conform to standard ASISA methodology.

### Market Commentary

The fund gained more than 6% for the month in USD-terms, but the Rand's +-8% surge against the US Dollar during January negated that performance in Rand-terms. We have not held any currency hedges since the expiry of our previous option structure in mid-December, because we viewed the Rand as trading around fair value against the US Dollar at the time, which so far seems like a costly decision. The Rand has been extraordinarily volatile over the past year, complicating our currency hedging trades.

Analysing our performance per quoted currency of listed instruments held, our Longs in Canadian Dollars (CAD), US Dollars (USD), British Pounds (GBP), Euros (EUR), Swiss Francs (CHF), Danish Krone (DKK), Norwegian Krone (NOK), Swedish Krone (SEK), Singaporean Dollars (SGD), Japanese Yen (JPY) and Australian Dollars (AUD) all contributed positively, while Long positions in Hong Kong Dollars (HKD) detracted from performance. Our top performers for the month were USD positions in the Information Technology sector, while the only significant loss was due to a GBP holding in a British bank.

On the Short side, aggregate positions in all our currency sub-categories incurred losses. In fact, almost all our individual Shorts lost money, while almost all our individual Longs made money - an indication of how broad-based the New Year's rally truly was. We closed most of our recent USD Shorts in the Information Technology sector as they moved sharply against us during the month, on the back of very strong results. Our 'quantamental' process assists greatly in such cases where we need to adjust our view by 180 degrees on the back of new information, which is mentally difficult to do due to the emotional bias referred to as anchoring. In order to generate superior long-term returns for investors, we need to make superior investment decisions, and we believe that our 'Man + Machine' approach will set us apart in this regard.

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.snnmco.com. **Trustee:** FirstRand Bank Limited, Johannesburg. **Telephone:** +27 87 736 1732.

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\*Non-Executive

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