

Fairtree Protea Equity Long Short SNN Retail Hedge Fund

Minimum Disclosure Document - Class A1

31 December 2017

Fund Profile

The fund is a South African long/short equity hedge fund 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 JSE-listed securities and has a net equity exposure of 35-70% at most times, with a maximum gross exposure of 200% (i.e. maximum 2x leverage).

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.

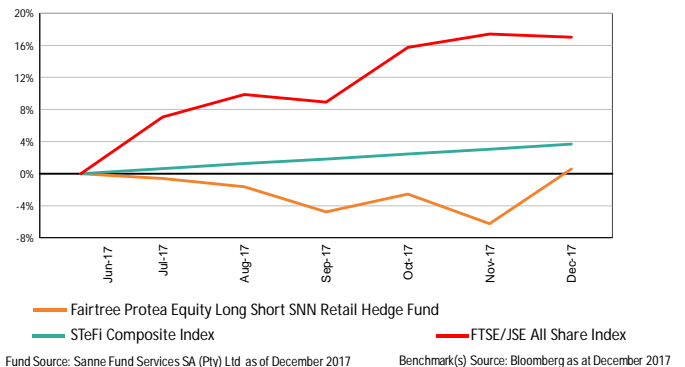
Fund Details

Investment Manager:	Fairtree Capital (Pty) Limited	Fund size (in Millions):	R 57.0
Portfolio Manager:	Jean Pierre Verster	Benchmark:	This portfolio does not follow a benchmark
Inception Date:	July 2017	Analysis Currency:	ZAR
CISCA Inception Date:	1 July 2017	Minimum Investment:	R50 000 Lump sum
Cost Ratios (incl. VAT)		Income Distribution	
Total Expense Ratio (TER%):	2.14%	Distribution Frequency:	On the Last day of December
Transactions Costs Ratio (TC%):	0.82%	Distribution Total for the past 12 months:	
Total Investment Charges (TIC%):	2.96%	Domicile:	South Africa
Fees:	Annual Base fee: 1% (excl. VAT)	Fund Structure:	CIS Trust
	Performance fee: 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). The Performance Fee is uncapped.	Fund Category:	Equity Long-Short

Increase in NAV Attributable to Investors

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
2017							-0.62%	-1.02%	-3.21%	2.37%	-3.80%	7.27%	0.58%

Cumulative Performance Since Inception



*The inception date for the portfolio is 01 July 2017. The portfolio has been transitioned under CISCA regulations on 01 July 2017 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. Jean Pierre Verster took over as portfolio manager since inception of the fund.

Investment Performance Summary

	Fund	FTSE/JSE All Share Index	STeFi Composite Index
Performance comparison			
Inception date	Jul-17	Jul-17	Jul-17
Current month	Dec-17	Dec-17	Dec-17
Total period (No. months)	6	6	6
Analysis currency	ZAR	ZAR	ZAR

Return analysis

	Fund	FTSE/JSE All Share Index	STeFi Composite Index
Return for current month	7.27%	-0.34%	0.60%
Total return (since inception)	0.58%	17.01%	3.68%
Average annualised return (since inception)	n/a	n/a	n/a
Current 12 month rolling return	n/a	n/a	n/a
Best 12 month rolling return	n/a	n/a	n/a
Worst 12 month rolling return	n/a	n/a	n/a

Consistency analysis

	Fund	FTSE/JSE All Share Index	STeFi Composite Index
% Up months (since inception)	33.33%	66.67%	100.00%
% Up months (last 12 months)	n/a	n/a	n/a
Standard deviation (since inception - annualised for periods > 12 mnths)	3.75%	3.03%	0.02%

Risk analysis

	Fund	FTSE/JSE All Share Index	STeFi Composite Index
Downside deviation (since inception - annualised Risk free)	5.93%	2.02%	0.02%
Largest monthly drawdown	-3.80%	-0.87%	n/a
Average monthly drawdown	-2.16%	-0.61%	n/a
Largest cumulative drawdown	-6.24%	-0.87%	n/a

Risk/ return analysis

	Fund	FTSE/JSE All Share Index	STeFi Composite Index
Total gain / Total loss	1.11	14.37	n/a
Average gain / Largest loss	1.27	4.99	n/a
Average gain / Average loss	2.23	7.18	n/a
Sharpe ratio (since inception - annualised for periods > 12 mnths)	-0.11	0.70	0.66
Sortino ratio (since inception - annualised for periods > 12 mnths)	-0.25	3.61	2.46

Market correlation

	Fund	FTSE/JSE All Share Index	STeFi Composite Index
Index correlation (ALSI)	0.00	(Monthly)	
Index correlation (ALSI)	-0.12	(Daily)	

Please note: All fund returns quoted net of fees

Objective and Investment Strategy

Portfolio Objective

The long-term objective of the fund is to compound investment returns, after all fees, at an above-average rate when compared to other equity funds (both active and passive), while avoiding deeply negative returns over any 12-month rolling period.

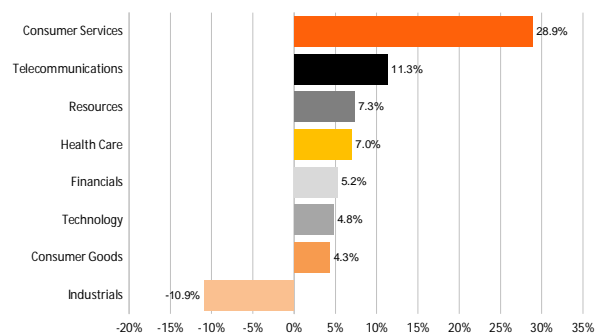
Investment Strategy

The fund's 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, combining traditional fundamental analysis with quantitative investment techniques, which assists the portfolio manager in avoiding behavioural biases as it relates to investment decision-making.

Asset Allocation

-29.5% SA Option, 13.7% SA Equity, 73.7% SA Equity CFD

Sector Allocation



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 6 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 had a very good month, notwithstanding our cautious view ahead of the ANC's elective conference. We did not position the fund as a wager on the outcome, but rather maintained a balance of risk exposures through individual shares where we estimated the probabilities to be in our favour, irrespective of who would be the next ANC President.

Our single biggest positive contribution for the month was a Short position in a household goods retailer, but our other Short positions detracted from performance. We benefitted from a recovery in the Naspers versus Tencent 'stub' trade and our Long positions in South African domestically-focused companies' shares did well, offset by losses from our Long positions in Rand-hedge shares. Our Option positions roughly broke even for the month.

The fund has now been in existence for 6 months, so we are allowed, for the first time, to disclose the historical monthly performance figures since inception - please refer to the 'Investment Performance Summary' section in the Minimum Disclosure Document.

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

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Glossary

NAV: The net asset value represents the assets of a Fund less its liabilities.

Alpha: Denoted the outperformance of the Fund over the benchmark.

Sharpe Ratio: The Sharpe ratio is used to indicate the excess return the portfolio delivers over the risk free rate per unit of risk adopted by the fund.

Sortino Ratio: the Sortino Ratio is used to measure the risk-adjusted return of the fund.

Standard Deviation: The deviation of the return stream relative to its own average.

Max Drawdown: The maximum peak to trough loss suffered by the Fund since inception.

Max Gain: Largest increase in any single month.

% Positive Month: The percentage of months since inception where the Fund has delivered positive return.

Average Duration: The weighted average duration of all the underlying interest bearing instruments in the Fund.

Average Credit quality: The weighted average credit quality of all the underlying interest bearing instruments in the Fund (internally calculated).

Dividend Yield: The weighted average dividend yield of all the underlying equity in the Fund. The dividend yield of each company is the dividends per share divided by the price.

PE Ratio: The weighted average price earnings ratio of all the underlying equity in the Fund. The price earnings ratio of each company is the price divided by the earnings per share.

High Water Mark: The highest level of performance achieved over a specified period.

Total Expense Ratio (TER%): The Total Expense Ratio (TER) is the percentage of the net asset value of the class of the Financial Product incurred as expenses relating to the administration of the Financial Product.

Performance fee incl. in TER (%) PF (%): The Performance Fee is a payment made to the Investment Manager for generating positive returns, and is generally calculated as a percentage of investment profits, often both realized and unrealized.

Transactions Costs Ratio (TC%): The Transaction Costs (TC) is the percentage of the net asset value of the Financial Product incurred as costs relating to the buying and selling of the assets underlying the Financial Product.

Total Investment Charges (TIC%) = TER (%) + TC (%): The Total Investment Charges (TIC), the TER + the TC, is the percentage of the net asset value of the class of the Financial Product incurred as costs relating to the investment of the Financial Product. It should be noted that a TIC is the sum of two calculated ratios (TER+TC).

Mandatory Disclosure

Investment Manager: Fairtree Capital (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.

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Management Company: Sanne Management Company (RF) (Pty) Ltd, **Directors:** J Louw, S Greeff, I Burke, L Fourie, G Rate. **Registration Number:** 2013/096377/07. **Physical Address:** 5th Floor, 8 St. Georges Mall, Cape Town, 8001.

Telephone Number: +27 21 202 8282. **Website:** www.sannegroup.co.za.

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