

SPW DIVIDEND INCOME PORTFOLIO

30 NOVEMBER 2021

Conservative
Cautious
Moderate
Moderate Aggressive
Aggressive

PORTFOLIO DESCRIPTION AND INVESTMENT OBJECTIVE

This is a diversified local equity portfolio which may include both ordinary and preference shares. The portfolio aims to invest in shares that offer higher dividend yields than the general market, and which we believe can sustain or grow their dividends over time.

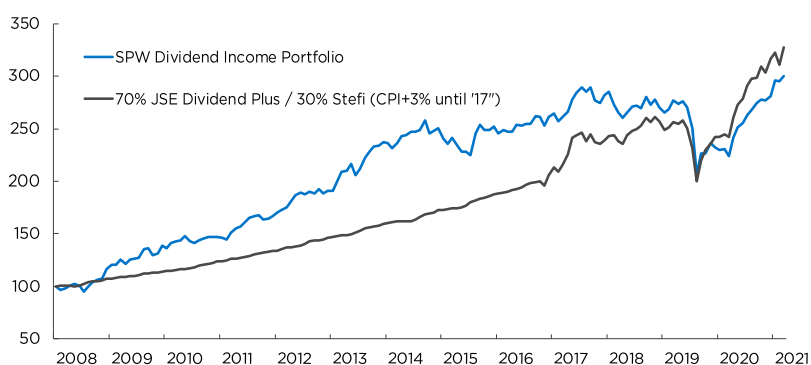
The objective of the portfolio is to provide a combination of income and capital growth, with an emphasis on growing the income stream in real terms over an investment horizon of 3 years. This portfolio is suitable for investors who can withstand potential capital volatility in the shorter term.

YOUR PERSONAL EQUITY PORTFOLIO

SPW Dividend Income Portfolio is constructed by the Investment Team based on an intensive and rigorous investment process. The model portfolio acts as a guide to your portfolio manager in customising your personal portfolio to suite your individual requirements. It is important to note that the performance on this fact sheet is based on the model portfolio and the performance of your portfolio may vary depending on the level of deviation from the model portfolio and the fees charged.

WHY SELECT A PERSONAL PORTFOLIO

A personal portfolio is suitable to more discerning investors who might have unique factors to consider during the investment process. With a personal portfolio, your investment can be tailored to your unique requirements. You will have the benefit of more direct access to your portfolio manager and you have the benefit of enjoying direct ownership of shares. Your portfolio will not be affected by the cash investment and withdrawals of other investors.

PERFORMANCE NET OF FEES¹


Percentage Returns	Portfolio	Benchmark	Active
Since Inception (Annualised)	8.59%	9.52%	-0.94%
10 Yrs (Annualised)	6.70%	10.18%	-3.48%
5 Yrs (Annualised)	3.79%	11.75%	-7.96%
3 Yrs (Annualised)	4.56%	12.25%	-7.69%
Past 12 Month	23.43%	28.15%	-4.72%
YTD	18.26%	22.09%	-3.83%

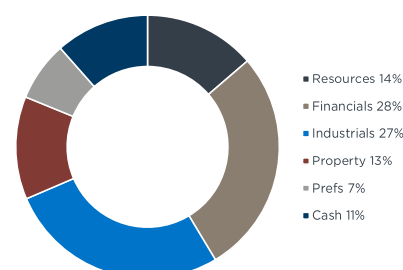
PORTFOLIO

Risk Rating	Aggressive
Inception Date	September 2008
Minimum	R1 Million
Benchmark	70% FTSE/JSE Dividend Plus TR Index/ 30% STEFI
Management	Sanlam
Portfolio Manager	Renier de Bruyn
Initial Fees	Nil
Annual Management	Fee Sliding Scale (refer to mandate)

TOP 5 SHARE HOLDING

(Please note your portfolio might vary from this)

British American Tobacco Plc	6.44%
BHP Group Plc	6.20%
Vodacom Group (Pty)	5.28%
Investecp	4.49%
Absa Group Ltd	4.47%

EQUITY SECTOR EXPOSURE


1. The net of fee calculation assumes a 1.15% Annual Management Charge and Total Trading Costs of 1% (both inclusive of vat) on the value of actual portfolio turnover.



ABOUT THE PORTFOLIO MANAGER

Renier de Bruyn

Renier joined Sanlam Private Wealth at the start of 2010 as an investment analyst, focusing on financial, retail, media and selected industrial shares. Renier graduated with a BCom Honours in Financial Analysis from the University of Stellenbosch and also has an Advanced Postgraduate Diploma in Financial Planning from the University of the Free State. He is a CFA charterholder.

PORTFOLIO MANAGER'S COMMENTS

November was a turbulent month for financial markets given the emergence of the Omicron variant of Covid-19. Equity markets were in positive territory until the news broke late in the month. However, unlike their global peers, SA equities managed to stay in positive territory. In fact, local equities, as measured by the FTSE/JSE All Share Index, gained a healthy 4.47% in rand terms in the month and were flat in US dollar terms.

The strong performance of SA equities had two major drivers. Mining shares advanced strongly by 10.2% as precious metal counters – both gold and platinum – were exceptionally strong. Even diversified miner BHP Group advanced by 10% in the month. Personal goods – read Richemont – gained 26% in the month after releasing results that were much better than the market expected. Travel and leisure shares (-16.7%) sold off in the Omicron tsunami, as did life assurance (8.9%) and healthcare providers (-8.9%).

Local bond yields firmed in line with the offshore trend. The All Bond Index returned 0.66% and cash returned 0.34%. Listed property returned 2.17%.

The Dividend Income portfolio returned -0.9% during November, with the exposure to healthcare (Netcare) and life insurance (Sanlam and Old Mutual) dragging performance lower due to fears over the emergence of a fourth wave of Covid-19 infections driven by the Omicron variant. The portfolio has returned 23.4% over the past 12 months, with Investec (+122%), Vukile Property Fund (+98%), Mas Real Estate (+75%) and Exxaro (+72%) included among the top contributors. The JSE Limited (-7%) and MultiChoice (-5%) were the main detractors over the 12-month period.

The gross expected dividend yield over the next 12 months is 6.1%.

MANDATORY DISCLOSURE

Participation in the Sanlam Private Wealth's Dividend Income Portfolio is a medium to long-term investment. The value of this portfolio is subject to fluctuation and past performance is not necessarily a guide to its future performance. Calculations are based on a lump sum investment with gross income reinvested on the ex-dividend date. All performance figures are net of fees and costs. Actual investment performance will differ based on the fees applicable, the actual investment date and the date of reinvestment of income. A schedule of fees and maximum commissions is available from the manager. Sanlam Private Wealth (Pty) Ltd, registration number 2000/023234/07, is a member of the Johannesburg Stock Exchange, a licensed Financial Services Provider (FSP 37473) and a Registered Credit Provider (NCRCP1867). Please [click here](#) to read our Privacy Statement.

TREATING CUSTOMERS FAIRLY (TCF)

As a business we are committed to the principles of TCF, practicing a specific business philosophy that is based on client-centricity and treating customers fairly. Our clients can be confident they are dealing with a company where TCF is central to what we do and be reassured that we have a holistic wealth management product offering that is tailored to their needs, and a service that is of a high standard.

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