

Investment Philosophy - Avoid the Human Factor

A common myth is that to generate higher portfolio returns an investor must take on more risk. That is not true at all. Some types of risks result in losses rather than greater returns. The G&L Offshore Equity fund avoids these risks and by doing so increase the return.

The Fund is designed around a unique and proprietary methodology developed by New Age Alpha, LLC that measures investor behaviour risk, called the Human Factor. The Human Factor is the risk that investors have pushed the stock price too high and out of line with management's ability to deliver the performance to support that stock price.

Assessing management's ability to deliver performance to support the price of the stock is critical because it balances the stock price (which is based on investors' biases) and the company's results. If management fails to deliver such results the stock price will drop, and investors will lose money. Investor loss is strongly related to management failing to deliver the results the stock price implies.

There is no benefit of exposure to Human Factor Risk, only cost. This Human Factor Risk is the risk of losing for which investors are not paid for taking.

By avoiding this Human Factor risk, the fund both reduces risk and outperforms. Using both company fundamentals and stock price - both unambiguous pieces of information - allows us to repeatedly and consistently identify stocks likely to underperform. Alpha at that point is as simple as eliminating those high Human-Factor shares from our portfolios.

The G&L Offshore Equity fund is a quantitative fund that allocates exposure to Human Factor strategies, Low Volatility equity strategies and cash over the following regions: U.S. Large-Cap, U.S. Small-Cap, UK, Europe Ex-UK, and Japan.

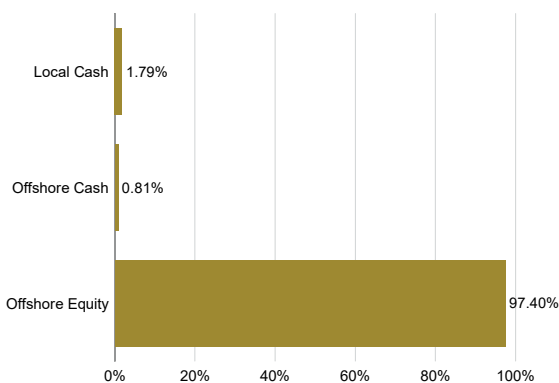
Exposure to each underlying regional risk allocation corresponds to their weights in the benchmark, the S&P BMI Global Developed World Universe.

Within each of the underlying regions, the exposure to Human Factor strategy, Low Volatility equity strategy and cash for that region is determined by respective indicators that reflect market momentum, sentiment and economic strength.

Investment Strategy

The Portfolio is a quantitative multi-factor focused portfolio. The Portfolio is constructed using the following factors globally: Unpriced Risk and Low Volatility. The Portfolio determines the allocation between US (Large Cap), US (Small Cap), the United Kingdom, Europe (ex-UK) and Japan based on the respective jurisdictions weighting in the S&P Developed BMI (Ticker: SBBMWDU). The portfolio will invest a minimum of 80% of its market value in foreign equities.

Asset Allocation



Fund Details

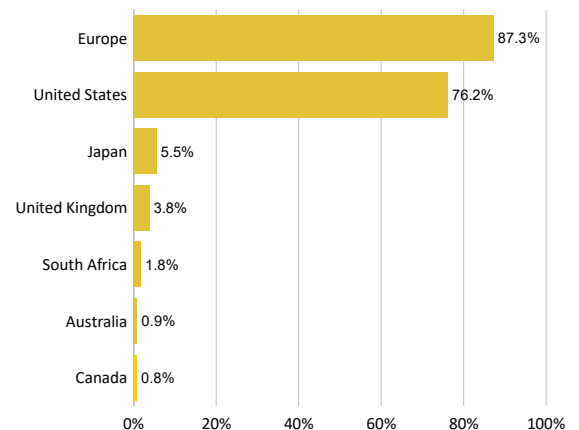
Investment Manager:	Global & Local Investment Advisors (Pty) Ltd
Portfolio Manager:	Carl Iserhinke
Inception Date:	1 November 2019
Cost Ratios (incl. VAT)	
Total Expense Ratio (TER%):	1.30%
Transactions Costs Ratio (TC%):	0.26%
Total Investment Charges (TIC%):	1.56%
Performance Fee (PF) Included in TER:	N/A
Fees:	Annual Base Fee: 0.85% (excl. VAT.)
Fund size (in Millions):	300.25
NAV Price (as at month end):	11.81
Number of Units:	25 195 570.75
Benchmark/Hurdle:	S&P Developed BMI
Analysis Currency:	ZAR
Minimum Investment:	N/A
Income Distribution:	
Distribution Frequency:	Last day of December
Distribution Total for the past 12 months:	December 2020: 0.00 cpu
ASISA Classification	Global - Equity - General

Inception date was 14 October 2019, October month return not reflected as it was not a full month

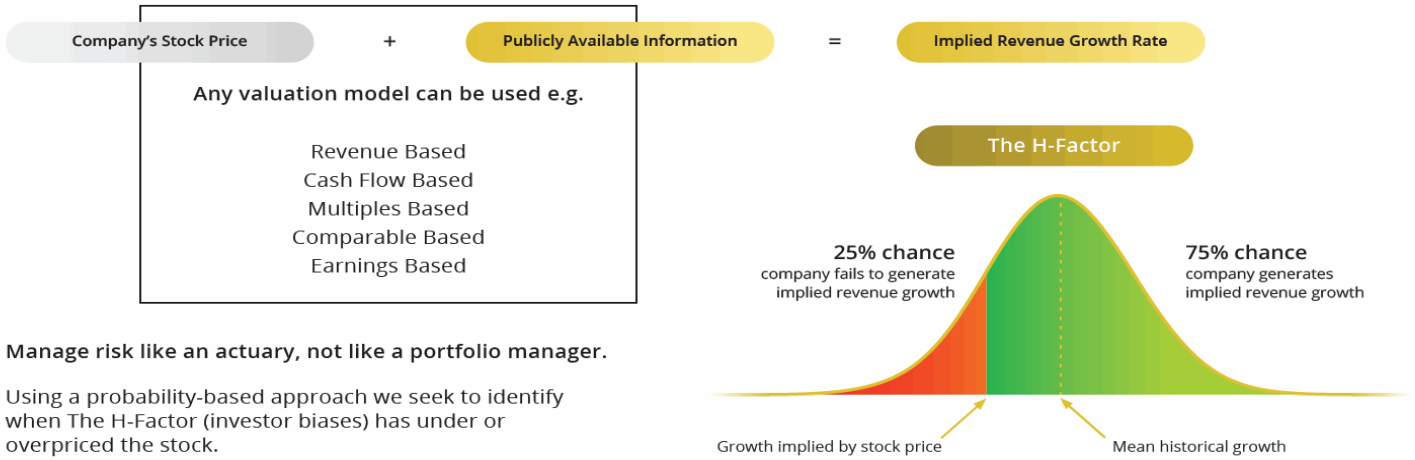
Portfolio Objective

The portfolio's investment objective is to deliver moderate to high long-term capital returns by way of a global portfolio investing across the equity's asset class. The portfolio's returns will be benchmarked against the S&P Developed BMI (Ticker: SBBMWDU).

Equity Regional Allocations



The H-Factor



Manage risk like an actuary, not like a portfolio manager.

Using a probability-based approach we seek to identify when The H-Factor (investor biases) has under or overpriced the stock.

Index Construction

The H-Factor System is designed to help you avoid The H-Factor inside your portfolio. This system measures the amount of H-Factor in a stock's price.

Higher H-Factor = Higher Risk of Loss

Stock	H-Factor
Apple Inc	38,7
Astrazeneca PLC	23,6
Berkshire Hathaway	54,2
BMW	35,6
Lindt & Sprungli Ag reg	2,0
Overstock.com INC	14,4
Samsung Electronics	21,6
Tencent Holdings Ltd	7,3
Tesla Inc	58,6
Zoom Video Communications inc	30,3

The table above shows the H-Factor for some stocks on various exchanges and is for illustrative purposes only and should not be construed as providing investment advice or as a recommendation to buy or sell any particular security. The information presented in the above table may have changed materially from the date on which the table was created. The fund may or may not hold any of the securities from the table.

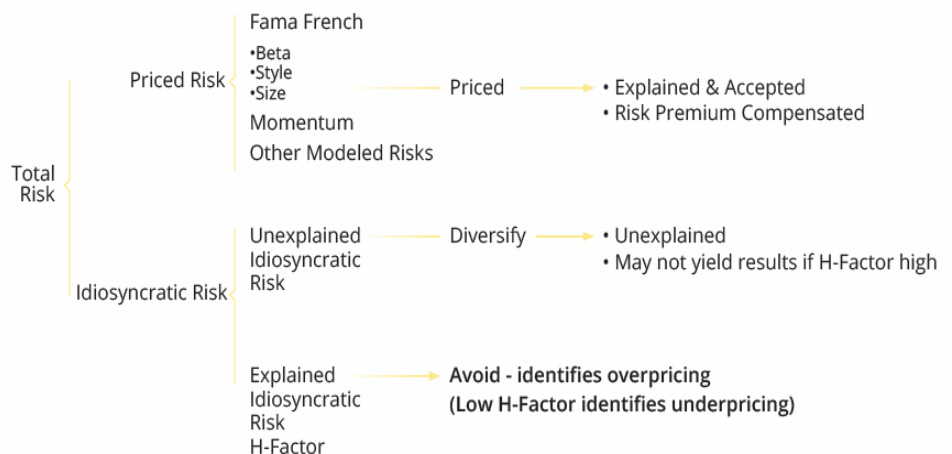


Avoiding The H-Factor is an Innovative Source of Alpha

It's commonly assumed that there are two types of risks, those that are priced, for which investors demand compensation, and those that remain unpriced. Conventional wisdom says to diversify the unpriced portion of the risk when constructing a portfolio. We agree, pure idiosyncratic risk should be diversified away.

We believe the unpriced risk contains more than simply idiosyncratic risk, but rather a combination of idiosyncratic and H-Factor Risk.

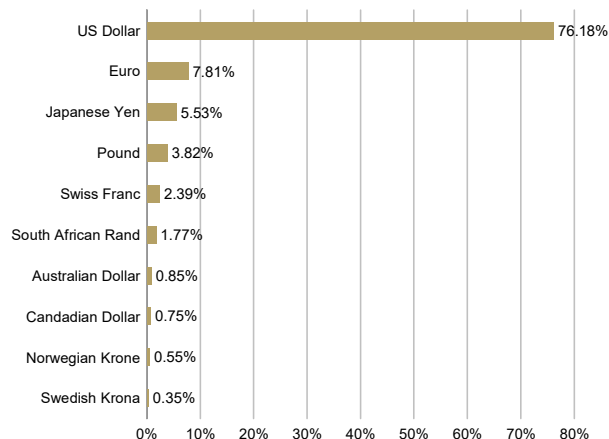
However, the H-Factor cannot be diversified away and its presence makes your diversification strategy inefficient. To make your diversification strategy work, you need to identify, measure and AVOID the H-Factor.



Increase in NAV Attributable to Investors

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
2019													
2020	7.43%	-4.60%	0.42%	7.34%	-1.79%	-1.40%	3.31%	0.87%	-2.79%	-4.30%	-0.68%	-0.91%	2.06%
2021	2.22%	-0.92%	-0.40%	2.27%	-2.36%	2.42%	3.31%	1.45%	-1.79%	7.53%	5.04%		19.94%

Currency Allocation



Fund Performance

	Fund	S&P BMI
1 Year	18.85%	23.16%
3 Years (annualised)	n/a	n/a
5 Years (annualised)	n/a	n/a
Highest 12 month rolling return	18.85%	30.31%
Lowest 12 month rolling return	-5.24%	10.20%
Since inception (annualised)	8.32%	19.87%

Risk Profile

Low
Low - Medium
Medium
Medium - High
High

The risk-reward profile is based on historical data and may not be a reliable indication of the future risk profile of the portfolio. 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. Equity investments are volatile by nature and subject to potential capital loss. The Manager and the Portfolio 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 advisor to determine the appropriateness of the product for your portfolio.

Fund Risk

Volatility Risk:	Volatility refers to uncertainty and risk related to size of change of an instrument or portfolio. It is a statistical measure of the dispersion of returns for a given security or market index. Volatility is proportional to the directional exposure of a portfolio and is measured by Value at risk (VaR) which is a statistical technique used to measure and quantify the level of volatility.
Concentration and Sector Risk:	A large proportion of total assets invested in specific assets, sectors or regions. Concentrated positions or concentrated sectors in a portfolio will material impact the returns of the portfolio more so than diversified portfolios.
Equity Risk:	Applies to investment in shares or derivatives based on shares. The market price of shares varies depending on supply and demand of the shares. Equity risk is the risk of loss due to the drop in the market price of shares. Equity risk can either be systematic risk which is risk to the entire market based on political and economic indicators or unsystematic risk which is company specific and includes risk relating to company profits, future prospects and general consensus on the company or sector.
Currency/Exchange Rate Risk:	Assets of a fund may be denominated in a currency other than the Base Currency of the fund and changes in the exchange rate between the Base Currency and the currency of the asset may lead to a depreciation of the value of the fund's assets as expressed in the Base Currency.

Glossary

Net Asset Value (NAV):	Means net asset value, which is the total market value of all assets in a portfolio including any income accruals and less and deductible expenses such as audit fees, brokerage and service fees.
Annualised Return:	Is the weighted average compound growth rate over the performance period measured.
Highest & Lowest Return:	The highest and lowest rolling twelve-month performance of the portfolio since inception.
Total Expense Ratio (TER)	Reflects the percentage of the average Net Asset Value (NAV) of the portfolio that was incurred as charges, levies and fees related to the management of the portfolio. A higher TER does not necessarily imply a poor return, nor does a low TER imply a good return. The current TER cannot be regarded as an indication of future TER's.
Transaction Costs (TC)	Is the percentage of the value of the Fund incurred as costs relating to the buying and selling of the Fund's underlying assets. Transaction costs are a necessary cost in administering the Fund and impacts Fund returns.
Total Investment Charge (TIC)	Should not be considered in isolation as returns may be impacted by many other factors over time including market returns, the type of Fund, investment decisions of the investment manager.
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).
Standard Deviation/Volatility:	The deviation of the return of the portfolio relative to its average.

Portfolio Valuation & Transaction Cut-Off

The portfolio is valued daily. The transaction cut-off time is 14:00pm on a business day. Investor instructions received after 14:00pm shall be processed the following business day.

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.

Mandatory Disclosure

Collective Investment Schemes are generally medium- to long-term investments. The value of participatory interests (units) may go down as well as up. Past performance is not necessarily a guide to future performance. Collective investments are traded at ruling prices and can engage in scrip lending and borrowing. A schedule of fees, charges and maximum commissions, as well as a detailed description of how performance fees are calculated and applied, is available on request from Sanne Management Company (RF)(Pty) Ltd ("the Manager").

The Manager does not provide any guarantee in respect to the capital or the return of the portfolio. Excessive withdrawals from the portfolio may place the portfolio under liquidity pressure and in such circumstances, a process of ring-fencing of withdrawal instructions and managed pay-outs over time may be followed. Commission and incentives may be paid, and if so, are included in the overall costs.

The Manager may close the portfolio to new investors in order to manage it efficiently according to its mandate. Prices are published daily on our website and local media. Additional information, including key investor information documents, minimum disclosure documents, as well as other information relating to the basis on which the manager undertakes to repurchase participatory interests offered to it, and the basis on which selling and repurchase prices will be calculated, is available, free of charge, on request from the Manager. The value of an investment is dependent on numerous factors which may include, but not limited to, share price fluctuations, interest and exchange rates and other economic factors. Where foreign investments are included in the portfolio, performance is further affected by uncertainties such as changes in government policy, political risks, tax risks, settlement risks, foreign exchange risks, and other legal or regulatory developments.

The Manager ensures fair treatment of investors by not offering preferential fee or liquidity terms to any investor within the same strategy. The Manager is registered and approved by the Financial Sector Conduct Authority under CISCA.

The Manager retains full legal responsibility for the portfolio. FirstRand Bank Limited, is the appointed trustee. The Portfolio shall invests in portfolios of collective investment schemes that may levy their own charges, which could result in a higher fee structure.

The Financial Services Provider ("FSP"), Global and Local Investment advisors (pty) Ltd, FSP no 43286, is authorized under the Financial advisory and Intermediary Services Act 37 of 2002 to render investment management service

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The Manager will accept no responsibility of whatsoever nature in respect of the use of any statement, opinion, recommendation or information contained in this document. This document is for information purposes only and does not constitute advice or a solicitation for funds.

The annualised 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 performance figure given show the yield on a Net Asset Value ("NAV") basis. The returns 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. The investment performance is calculated for a lump sum investment by taking initial fees and all ongoing fees into account for the amount shown income is reinvested on.

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