

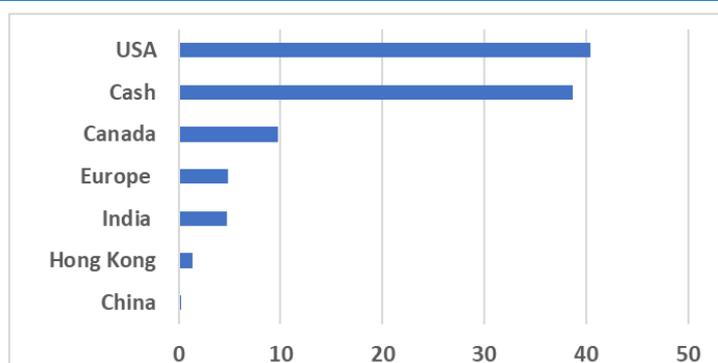
### Fund Objective

The investment objective of the fund is to provide long term capital growth. By investing primarily in a diversified portfolio of Owner-managed companies.

### Fund Style

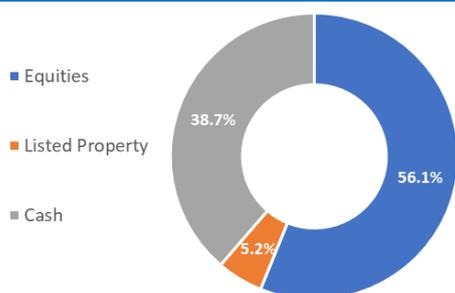
The Fund will primarily seek exposure to global equity securities and global equity linked securities (which may include such instruments as common stock, and preference shares). The Fund has the ability to achieve this exposure through directly investing in equity securities or indirectly through investment in underlying funds.

### Geographical Revenue breakdown



Source: Counterpoint Boutique (Pty) Limited

### Asset Allocation



Source: Counterpoint Boutique (Pty) Limited

### Top Holdings

Berkshire Hath-B	6.1%
Novagold Resources	4.8%
Fairfax India Hold	4.7%
Fairfax Financial	4.7%
Brookfield Ass Man	2.8%
Charter Comm Inc	2.2%
Greenlight Capital	2.1%
ViacomCBS Inc	2.1%
Stitch Fix Inc	2.1%
White Mount Ins Grp	1.9%

Source: Counterpoint Boutique (Pty) Limited

### Performance summary (annualised figures)\*

	1 year	3 year p.a	Since Inception
Counterpoint Global Owner Managed Flexible Fund	-15.1%	-3.7%	-1.6%
Benchmark—65% MSCI 35% Barclays Glob. Agg. Treasuries Index	7.9%	6.7%	7.5%

Highest rolling 12 months return% 15.91%

Lowest rolling 12 months return% -21.45%

\*As of the 1<sup>st</sup> May, 2019 the bias of the Fund changed to an exclusive focus on Owner-Managed equities, in line with the change in name. Prior to that date, the Fund was called the Counterpoint Global Balanced Fund and owner-manager equities comprised a significant proportion of the underlying equity exposure of the Fund.

### Fund Information

<b>Manager</b>	Sanlam Asset Management (Ireland)
<b>Investment Manager</b>	Counterpoint Boutique (Pty) Limited
<b>Portfolio Manager</b>	Sam Houlic / Raymond Shapiro
<b>Trustee / Custodian</b>	Brown Brothers Harriman Trustee Services (Ireland) Ltd 30 Herbert Street, Dublin 2, Ireland Tel: +353 1 241 7130   Fax: +353 1 241 7131
<b>Administrator</b>	Brown Brothers Harriman Fund Administration Services (Ireland) Ltd
<b>Transfer Agency</b>	Brown Brothers Harriman Fund Administration Services (Ireland) Ltd
<b>Domicile</b>	Ireland
<b>Listing</b>	Irish Stock Exchange
<b>Salient Risk Factors</b>	This fund is deemed to be medium to high risk in relation to other asset classes due to its exposure to shares and stocks. The price of shares and the income from them may fall as well as rise and investors may not get back the amount they have invested.
<b>Base Currency</b>	US Dollar
<b>Benchmark</b>	65% MSCI World / 35% Barclays Global Aggregate Treasuries Index
<b>Fund Size</b>	\$9 611 742
<b>Unit Price (Class B USD)</b>	\$0.88 (Class A USD not yet seeded)
<b>Launch date</b>	01 September 2016
<b>Minimum investment</b>	\$10,000 (Class B USD)
<b>Dealing/Redemption frequency</b>	Daily
<b>Dealing deadline</b>	4 PM (Irish time on the business day preceding a dealing day)
<b>Valuation point</b>	Close of business in the applicable markets
<b>Daily publication of prices</b>	Irish Stock Exchange & www.sanlam.ie
<b>Distribution</b>	This fund does not distribute. Dividends and income are automatically added to the NAV of the fund

### Portfolio Manager Monthly Comment

The fund posted gains of 1.8% (NAV to NAV; after all costs). Global Equities continued the recovery during July with the MSCI World Index advancing by 4.8%. The surge since the 19th March has been the quickest recovery rally in global equities since the global financial crisis. Despite the rally, Global Equities are still down 1.3% in 2020 and the Covid-19 related uncertainty remains prevalent. Emerging markets advanced by 9.0% well ahead of developed market equities in July but still lagging year to date.

The fund was completely out of sync with the broader market advance during July.

Our selection of owner managed equities, has a natural bias towards Consumer cyclicals, Industrials and Diversified Financials. In July, our exposure to an eclectic group of Consumer Discretionary stocks contributed positively. The majority of our stocks, particularly Investment holding companies and Industrial conglomerates declined significantly, despite equally improving fundamentals and strong balance sheets. Lower exposure to Technology and Consumer Staples were the big detractors.

The Fund is flexible and we have maintained a higher cash weighting in recent months. In March, high cash mitigated the decline in the majority of our stocks but cash became a drag since April and even more so in July. High liquidity enabled the Fund to preserve capital and dampen volatility, in a large part of the underlying portfolio. Over the past year, markets have experienced three deep corrections, in May and August of last year and in the Corona Crisis during the first quarter of 2020. In each of these instances, the Fund has held up well, when global equities experienced a sudden and deep correction. The fund has low direct EM exposure, which detracted in July, as the MSCI EM outperformance developed market equities.

Our stocks have fortress balance sheets and cheaper valuations, than the broader market. On the other hand, our stocks are more economically sensitive and are hard hit by the current crisis.

We are currently witnessing the biggest disconnect between real-economy fundamentals and public equity markets. We are anticipating headwinds for broader equity markets. For that reason, the Fund retains an above-average cash weighting. We have deployed cash into the market sell-off, but only marginally. The overwhelming signal from our underlying owner managers is one of conservatism and continued caution. The emphasis has changed to surviving the current crisis and emerging stronger once the recovery is underway.

Overall positioning remains virtually unchanged. We remain ready to deploy cash as market opportunities unfold.

Fees *	
<b>Initial fee / Front end load</b>	0% (up to 5% with intermediary charges if applicable) (Class B USD)
<b>AIFM fee</b>	0.15%
<b>Investment Management Fee</b>	1.25%
<b>Performance fee</b>	The fund does not charge performance fees.
<b>Exit Fee</b>	Not applicable
<b>Other allowed expenses</b>	Depositary fees, custody fees, administration fees, director's fees, legal fees, audit fees, bank charges, regulatory fees, brokerage/trading fees.
<b>Total Expense Ratio</b>	1.63 <b>Transaction Costs</b> 0.08%

**EAC: 1.71%**

EAC / TER / Transaction cost figures are as at 31 March 2020

All fees are our best estimate because of the short life of the fund.

Full details of fees are contained in the fund supplement, which can be obtained free of charge at [www.sanlam.ie](http://www.sanlam.ie)

### Contact Information

#### Manager: Sanlam Asset Management (Ireland)

Address: Beech House, Beech Hill Road, Dublin 4, Ireland

Web: [www.sanlam.ie](http://www.sanlam.ie)

Tel: +353 1 2053510

Fax: +353 1 2053521

e-mail: [intouch@sanlam.ie](mailto:intouch@sanlam.ie)

Company registration number: 267640 – UCITS Management Company & Alternative Investment Fund Manager regulated by the Central Bank of Ireland and is licensed as a Financial Services Provider in terms of Section 8 of the South African FAIS Act of 2002.

#### Investment Manager: Counterpoint Boutique (Pty) Limited

Counterpoint Boutique Pty (Ltd) (Registration Number 2006/018046/07) is a Registered Financial Services provider FSP no. 44508

Address: 6<sup>th</sup> Floor, Claremont Central, 8 Vineyard Road, Claremont, Cape Town

Tel: +27 21 943 4480

Fax: +27 21 914 1506

e-mail: [gayew@cpam.co.za](mailto:gayew@cpam.co.za)

#### Client Service: Counterpoint Boutique (Pty) Limited

Tel: +27 21 943 4480

Fax: +27 21 914 1506

e-mail: [gayew@cpam.co.za](mailto:gayew@cpam.co.za)

Web: [www.cpam.co.za](http://www.cpam.co.za)

### Codes (Class B USD)

**ISIN** IE00BW4Q1W68

**SEDOL** BW4Q1W6

**Bloomberg** SACGBBU ID

**Fund Category:** Global-Mixed-General

## Risk Profile

This fund is relatively high risk in relation to other asset classes due to its equity based investment approach and the potential for emerging and frontier markets exposure, it may be affected by uncertainties such as international political developments and changes in governmental policy or taxation. Irish domestic law implementing EU and United Nations sanctions may limit or prohibit investment in certain markets and this may have an adverse impact on the operations of the Fund. Investing in international companies means that currency exchange rate fluctuations will have an impact on the Fund returns. Foreign currency shortages in some markets could reduce the fund's ability to repatriate funds. The investment manager aims to reduce the overall risk by their value and fundamental stance. Other risks are Settlement and Clearing Risk, Political Custody Risk, Legal Risk, Efficient Portfolio Management Risk, Reinvestment of Cash Collateral Risk And Securities Lending Risk. Further information regarding risk can be obtained by reference to the Prospectus and Supplement.

## Regulatory statement

The Fund is a sub-fund of the Sanlam Global Funds plc, an open-ended Umbrella type Investment Company, with segregated liability between its sub-funds, authorised by the Central Bank of Ireland, as a Retail Investors Alternative Investment Fund, a category of non-UCITS collective investment scheme to which the Companies Act 2014 and Chapter 1 of the AIF Rule Book applies.

The Fund is managed by Sanlam Asset Management (Ireland) Limited, Beech House, Beech Hill Road, Dublin 4, Ireland, Tel + 353 1 205 3510, Fax + 353 1 205 3521 which is authorised by the Central Bank of Ireland, as a UCITS Management Company, and an Alternative Investment Fund Manager, and is licensed as a Financial Service Provider in terms of Section 8 of the South African FAIS Act of 2002.

The Sanlam Global Funds Plc full prospectus, the Fund supplement, and the MDD is available free of charge from the Manager or at [www.sanlam.ie](http://www.sanlam.ie). This is neither an offer to sell, nor a solicitation to buy any securities in any fund managed by us. Any offering is made only pursuant to the relevant offering document, together with the current financial statements of the relevant fund, and the relevant subscription/application forms, all of which must be read in their entirety together with the Sanlam Global Funds plc prospectus, the Fund supplement and the MDD. No offer to purchase securities will be made or accepted prior to receipt by the offeree of these documents, and the completion of all appropriate documentation. A schedule of fees and charges and maximum commissions is available on request from the Manager.

This is a Section 65 approved fund under the Collective Investment Schemes Control Act 45, 2002 (CISCA). Sanlam Collective Investments (RF) (Pty) Ltd is the South African Representative Office for this fund.

The information to follow does not constitute financial advice as contemplated in terms of the South African Financial Advisory and Intermediary Services Act. Use or rely on this information at your own risk.

Independent professional financial advice should always be sought before making an investment, decision, not all investments are suitable for all investors. Collective investment schemes are generally medium to long term investments.

Please note that past performance is not necessarily a guide to future performance, and that the value of investments / units / unit trusts may go down as well as up. Changes in exchange rates may have an adverse effect on the value, price or income of the product. Collective investments are traded at ruling prices and can engage in borrowing and scrip lending.

Collective investments are calculated on a net asset value basis, which is the total market value of all assets in the portfolio including any income accruals and less any deductible expenses such as audit fees, brokerage and service fees. Actual investment performance of the portfolio and the investor will differ based on the initial fees applicable, the actual investment date, the date of reinvestment of income as well as dividend withholding tax. Forward pricing is used. The Manager does not provide any guarantee either with respect to the capital or the return of a portfolio. The performance of the portfolio depends on the underlying assets and variable market factors. Trail commission and incentives may be paid and are for the account of the Manager. The Manager has the right to close any Portfolios to new investors to manage them more efficiently in accordance with their mandates.

The Manager retains full legal responsibility for this fund.

Performance figures for periods longer than 12 months are annualized

## Glossary

### Annualised total returns

Annualised return is the weighted average compound growth rate over the period measured.

### Capital growth

Capital growth is the profit made on an investment, measured by the increase in its market value over the invested amount or cost price. It is also called capital appreciation.

### Equities

Equities are shares that represent an institution's or individual's ownership in a listed company. These shares are also the "vehicle" through which they are able to "share" in the profits made by that company. As the company grows, and the expectation of improved profits increases, the market price of the share will increase which translates into a capital gain for the shareholder. Similarly, negative sentiment about the company will result in the share price falling.

Shares / equities are usually considered to have the potential for the highest return of all the investment classes but also have the highest level of risk i.e. share investments have the most volatile returns over the short term. An investment in equities should be viewed with a 7 to 10 year horizon.

### Undervalued equity stocks (Value investing approach)

This is a strategy of selecting shares that trade for less than their intrinsic values. Value investors actively seek stocks that they believe the market has undervalued. They believe the market overreacts to good and bad news, resulting in stock price movements that do not correspond with the company's actual long-term fundamentals. The result is an opportunity for value investors to profit by buying when the price is deflated.

### Securities

A general term for shares, bonds, money market instruments and debentures.

### Collective investment scheme (CIS)

Collective investment schemes (also called unit trusts) are portfolios of assets such as equities, bonds, cash and listed property, in which investors can buy units. They allow private investors to pool their money together into a single fund, thus spreading their risk across a range of investments, getting the benefit of professional fund management, and reducing their costs.

### Total Expense Ratio (TER)

This is the total costs associated with managing and operating an investment administration, financial planning and servicing fees). These costs consist primarily of management fees and additional expenses such as trading fees, legal fees, auditor fees and other operational expenses. The total cost of the fund is divided by the fund's total assets under management to arrive at a percentage amount, which represents the TER.

### Standard deviation

Standard deviation (also called monthly volatility) is a measure of how much returns on an investment change from month to month. It is typically used by investors to gauge the amount of expected volatility in an investment.