



GRAYCAPITAL

GRAY CAPITAL BALANCED PORTFOLIO

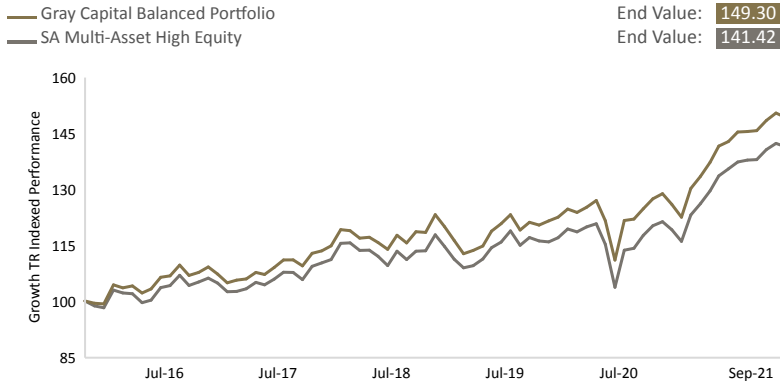
PORTFOLIO INFORMATION DOCUMENT

30 SEPTEMBER 2021

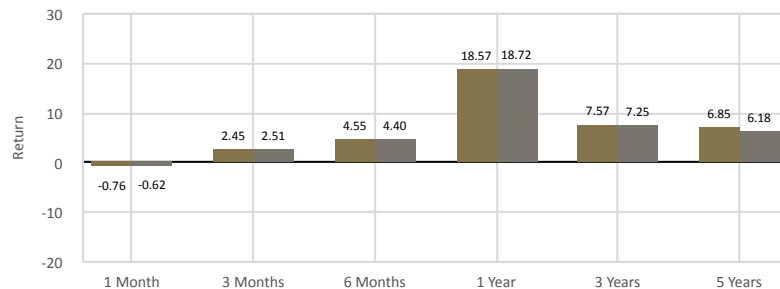
INVESTMENT OBJECTIVE

The Gray Capital Balanced Portfolio strategy is to provide investors with a well-diversified multi-managed prudential portfolio that aims to produce high long-term total return through diversification of asset managers and investment styles. The portfolio's equity exposure is limited to a maximum of 75% of the portfolio's net asset value. The portfolio will be managed in compliance with the prudential investment guidelines that apply to retirement funds in South Africa (Regulation 28 restrictions).

PERFORMANCE (Net of Fees)



TRAILING RETURNS



Gray Capital Balanced Portfolio
SA Multi-Asset High Equity

Performance numbers before fund start date are back tested.

HIGHEST AND LOWEST MONTHLY RETURNS PER CALENDAR YEAR

Year	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011
High	9.57	3.48	4.03	3.79	3.03	5.15	-	-	-	-
Low	-8.70	-3.34	-3.08	-1.69	-2.53	-0.77	-	-	-	-

PORTFOLIO HOLDINGS

Asset Allocation	Top Holdings
SA Equity 43.65	Discovery Balanced 29.71
Offshore Equity 19.85	Allan Gray Balanced C 12.61
SA Bond 16.66	Coronation Balanced Plus P 12.46
Offshore Unit Trust 7.11	Foord Balanced B2 12.41
SA Property 4.75	Discovery Equity 11.90
Offshore Cash 2.97	Ninety One Opportunity H 8.48
SA Cash 2.79	Allan Gray - Orbis Global Equity FF 4.03
SA Other 1.03	Discovery Diversified Income 2.94
Offshore Property 0.59	Discovery Flexible Property 2.85
SA Unit Trust 0.46	Discovery Global Real Estate Secs FF 1.36
Offshore Bond 0.14	Discovery Global Equity FF 1.27

FUND INFORMATION

Portfolio Manager: Boutique Investment Partners
Launch date: 01 Sep 2020
Benchmark: SA Multi-Asset High Equity
Regulation 28: This portfolio is managed in accordance with Regulation 28.

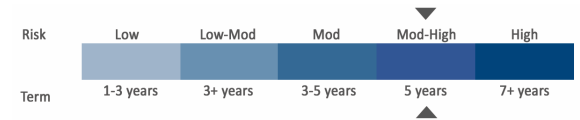
Portfolio management fee: 0.25% (Excl. VAT)

The TER's of the underlying funds may differ from platform to platform and can be obtained from the particular LISP's quote.

PLATFORM AVAILABILITY

Discovery Invest

RISK PROFILE



Low | Low - Moderate

- This portfolio has low or no equity exposure, resulting in far less volatility than more aggressive mandated portfolios and in turn the probability of a long-term capital loss is much less likely. However, expected potential long term investment returns could be lower over the medium to long term.
- Where the asset allocation contained in this MDD reflect offshore exposure, the portfolio is exposed to currency risks.
- The portfolio is exposed to default and interest rate risks.
- Therefore, it is suitable for short to medium term investment horizons.

Moderate | Moderate - High

- This portfolio holds more equity exposure than a low risk portfolio but less than a high-risk portfolio. In turn the expected volatility is higher than a low risk portfolio, but less than a high-risk portfolio. The probability of losses is higher than that of a low risk portfolio, but less than a high-risk portfolio and the expected potential long term investment returns could therefore be lower than a high-risk portfolio due to lower equity exposure, but higher than a low risk portfolio.
- Where the asset allocation contained in this MDD reflects offshore exposure, the portfolio is exposed to currency risks.
- The portfolio is exposed to equity as well as default and interest rate risks.
- Therefore, it is suitable for medium term investment horizons.

High

- This portfolio holds more equity exposure than any other risk profiled portfolio and therefore tend to carry higher volatility due to high exposure to equity markets.
- Expected potential long term returns could be higher than other risk profiles and in turn the risk of potential capital losses is higher.
- Where the asset allocation contained in this MDD reflect offshore exposure, the portfolio is exposed to currency risks.
- Therefore, it is suitable for long term investment horizons.

Gray Capital Balanced Portfolio

Risk - 1 Year

Time Period: 01/10/2020 to 30/09/2021

Annualised Return	18.57
Max Draw Down	-2.72
Information Ratio	-0.18
Sharpe Ratio	1.92
Best Month	04-2020
Worst Month	03-2020
Max Draw Down Recovery	1

BOUTIQUE
+ INVESTMENT
PARTNERS

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MARKET COMMENTARY

*South African index returns are quoted in rands, while all other return figures are quoted in USD terms.

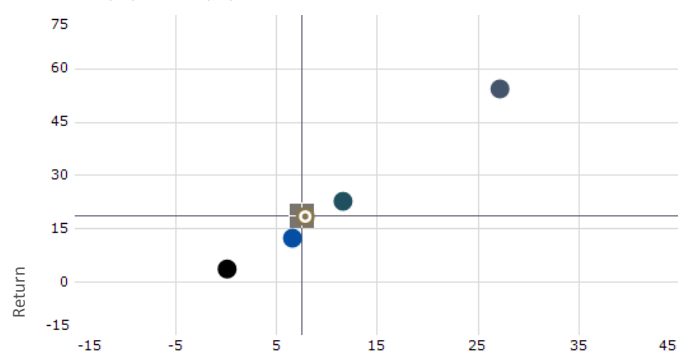
The last few months have been tumultuous. Globally, US and European Monetary authorities have been preparing the market for a cutback in stimulus and there appears to be a never-ending torrent of negative news flow from China. This has caused concern about global growth, which sent shockwaves through financial markets and led to the usual flight to safety and huge outflows from Emerging Markets, SA included. The result was a woeful month, with virtually most asset classes and regions declining sharply. The MSCI World Index and MSCI EM Index both returned -4.1% and -3.9% respectively, with the biggest regional losses stemming from China (-5.16%) and Korea (-6.39%). The US was not left unscathed. The S&P 500 fell -4.7% for the month, as high-growth tech stocks (which make up a big part of the index) sank, on the back of the spike in bond yields. The only market which seemed to hold up was Japan. The MSCI Japan Index returned +2.9%, buoyed by investors piling into the beaten down stocks, easing COVID infections and the pledge of a large-scale recovery package by the new Prime minister, Fumino Kishida. Locally, South African equities saw significant sales from foreigners, but it was the R29bn outflow from SA bonds which put pressure on our bond yields. The result was a negative 1-month return for the JSE All Bond Index (-2.1%); which made the 0.31% return on cash (SteFI) look good. Similarly, the overall JSE All Share plunged, in harmony with the global environment. In a turn of trend, Resources were the biggest losing sector, falling -9.55%. Due to its offshore sensitivity and tech heavy tilt, the JSE Top 40 Index struggled to keep up, losing -3.56%. Surprisingly, South African domestic assets proved to be the best place to hide during the global sell off. The best performers were South African Small caps (+5.58%) and SA Financials (+1.66%).

MONTHLY RETURNS

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD/YEAR
2021	2.83	3.18	0.86	1.79	0.09	0.16	1.87	1.34	-0.76	-	-	-	11.89
2020	1.45	-4.27	-8.70	9.57	0.31	2.26	2.16	1.07	-2.24	-2.72	6.30	2.48	6.61
2019	1.04	3.48	1.69	2.00	-3.34	1.75	-0.62	0.94	0.81	1.78	-0.72	1.12	10.20
2018	0.21	-1.20	-1.58	3.32	-1.75	2.60	-0.16	4.03	-2.62	-3.08	-3.06	0.79	-2.81
2017	1.65	-0.51	1.75	1.85	0.02	-1.45	3.09	0.58	1.19	3.79	-0.23	-1.69	10.34
2016	-1.83	1.07	3.03	0.36	2.71	-2.53	0.75	1.36	-1.75	-2.19	0.69	0.30	1.80

RISK REWARD - 1 YEAR

Time Period: 01/10/2020 to 30/09/2021

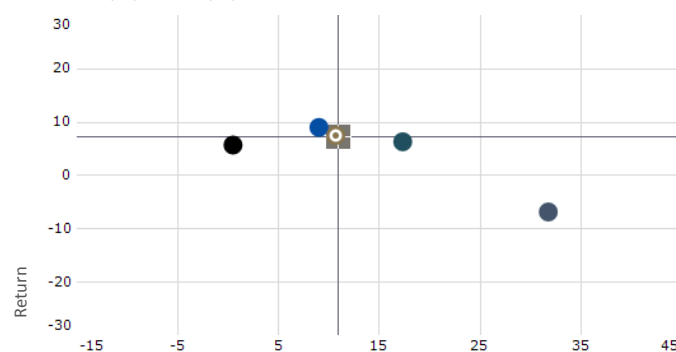


Standard Deviation

- Gray Capital Balanced Portfolio
- STeFI Composite ZAR
- FTSE/JSE All Share SWIX TR ZAR
- SA Multi-Asset High Equity
- FTSE/JSE All Bond TR ZAR
- FTSE/JSE SA Listed Property TR ZAR

RISK REWARD - 3 YEAR

Time Period: 01/10/2018 to 30/09/2021



Standard Deviation

- Gray Capital Balanced Portfolio
- STeFI Composite ZAR
- FTSE/JSE All Share SWIX TR ZAR
- SA Multi-Asset High Equity
- FTSE/JSE All Bond TR ZAR
- FTSE/JSE SA Listed Property TR ZAR

DISCLAIMER

Managed by: Boutique Investment Partners. Authorised Financial Service Provider, FSP Number 45011.

The fund allocation (above) indicates the holdings of the model portfolio, also referred to as wrap portfolios. The portfolio holdings are quantitatively and qualitatively assessed on a quarterly basis by the independent investment committee. Where any of the above funds are not available on any particular Linked Investment Service Provider (LISP) platform, an appropriately comparable replacement fund is selected by the investment committee. Due to the possible fund composition variations resulting from such comparable replacements, the actual overall asset allocation, fees and returns may differ across platforms. Periodic portfolio rebalancing is initiated by the investment committee to realign strategic allocations whilst taking specific account of the intended risk and return profiles of the portfolios as well as capital gains tax and cost effects. Past performance is not indicative of future performance and for the historical return purposes above it was assumed that before the launch date of the portfolio, the portfolio's holdings and asset allocation remained static during the entire back tested period. The capital or the return of a portfolio is not guaranteed. A wrap fund is a portfolio consisting of a number of underlying investments wrapped into a single product. Wrap funds are not legal CIS funds of funds as the wrap fund itself is not a collective investment portfolio, but is simply a collection of separate collective investment portfolios and money market accounts. With a wrap fund the investor has direct ownership of the underlying investments. Wrap funds are not regulated by the Collective Investment Schemes Control Act and do not have a separate legal status. They are regulated by the same legislation that applies to Linked Investment Services Providers (LISPs), namely the Stock Exchanges Control Act and the Financial Markets Control Act. Investors should take note that any changes made within a wrap fund can trigger capital gains tax.

The portfolio's performance numbers are based on a master portfolio tracked in the Morningstar Direct system. These performance numbers are net of all underlying managers TER's, but gross of the portfolio management, LISP and advice fees.

FAIS CONFLICT OF INTEREST DISCLOSURE

Please note that your financial advisor has to disclose any conflict of interest as well as all fees received relating to your investment in writing to you.

