



HGG Discretionary Growth PORTFOLIO COMMENTARY

MARKET COMMENTARY

After a tough start to the year, many investors might be questioning why would should be invested in risk assets, specifically equities. We share our thoughts with you and why we continue to believe that investors should remain invested in SA shares / bonds and International equities.

- We need to remind ourselves that we are only 4 months into a post Zuma, Ramaphosa presidency and that this “new broom sweeps clean” president has hardly been priced into markets.
- Post the sell-off in March and the weak performance of SA Equities relative to Emerging Market equities we are of the view that South African equities are offering improved value – especially relative to any period in the past 5 years. This is the particularly the case if economic growth exceeds forecasts – despite the negative surprise in the first quarter.
- The best value in domestic SA shares currently lies in the mid and small cap stocks and the sector trades as the second cheapest sector in the world. We are investing cautiously into this asset class until we have evidence of more sustained economic growth in SA.
- Lower Interest rates, higher minimum wages and above CPI government wage increases will also boost the retail spending power of South Africans, but higher fuel prices and VAT will neutralise this effect somewhat.
- Global Economic Growth remains expansionary and on average monetary policy remains accommodative.
- When excluding Naspers (NPN) & Steinhoff (SNH), the forward projected dividend yield in the ALSI is 3.9%. Banks and Financial Sectors project a 4.9% forward dividend yield.
- Our 10 year SA Bond yield trades above 8.8% and as our Reserve Bank now targets Inflation at 4.5% p.a., the 4% real yield offered by SA Government Bonds remains attractive as a diversifier in a SA portfolio.

In our SA portfolios, we are more optimistic, relative to any time the past 4-5 years, about SA domestic shares – in the medium term, but remind investors that our exposure to SA rand hedged stocks facing the global consumer remain a much higher priority relative to domestic SA shares. Provided that offshore markets don't move into a ‘risk-off’ mode due to worries about quantitative tightening, implementation of global trade wars or fears of growth slowing, the SA equity market could enjoy a nice rebound from current levels.

BEST / WORST CONTRIBUTORS TO PERFORMANCE OVER THE PAST QUARTER

Best Positive Contributions:

- Old Mutual Global Equity +18.31%
- Coronation Global Emerging Markets Flexible +5.27%
- Prudential Balanced +4.71%
- Allan Gray Equity +4.59%

Negative Contributions:

- Nedgroup Investments Entrepreneur -6.01%
- Stanlib Bond -3.84%
- IP High Conviction Equity - 3.52%

PORTFOLIO ACTIONS OVER THE PAST QUARTER

None.

Discretionary
Fund
Management

ROELOFF HORNE
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South Africa



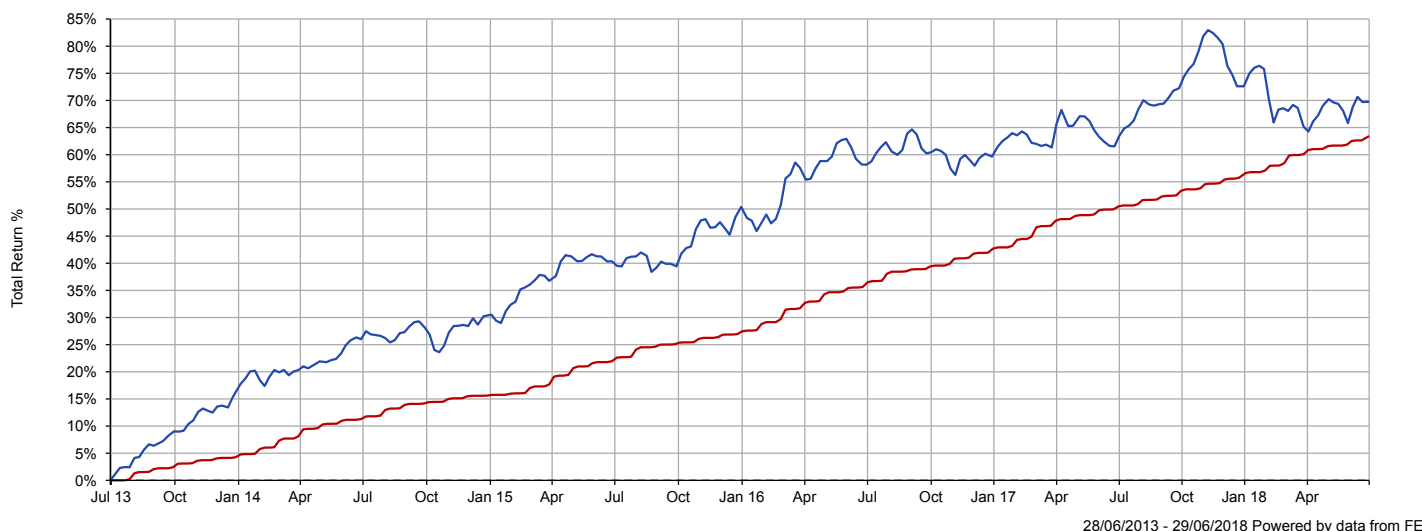
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HGG Discretionary Growth Portfolio Summary



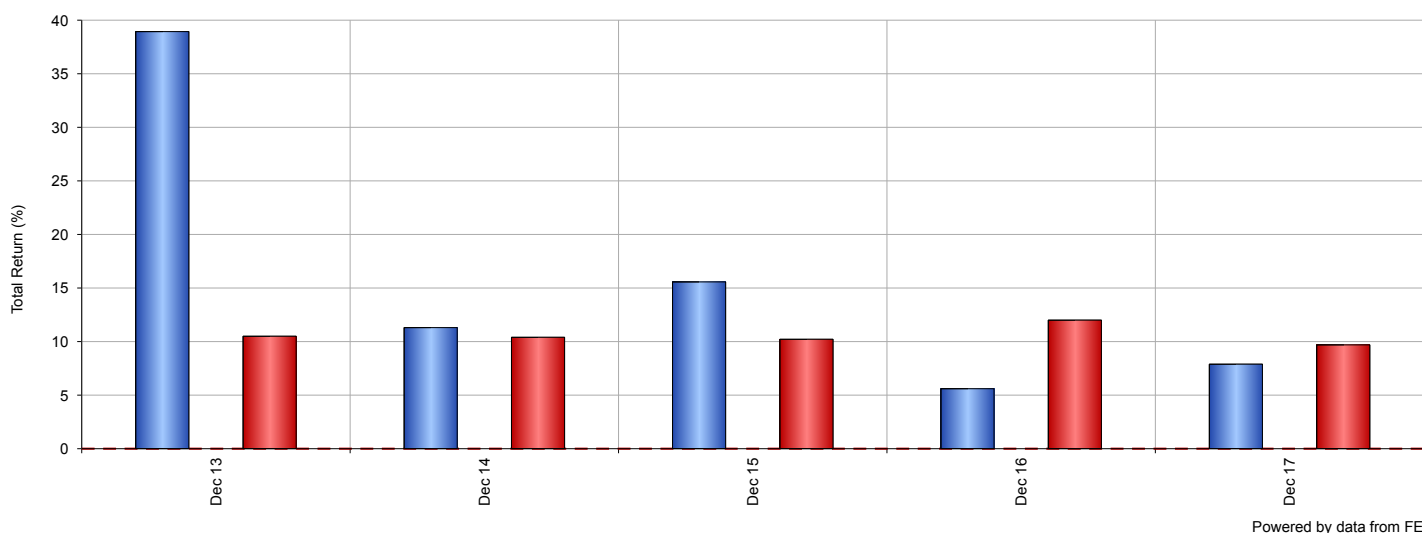
The following tables and charts illustrate the overall performance of the portfolio against its benchmark. The cumulative chart illustrates the overall performance over a maximum of five years dependant on the age of the portfolio and the table shows the overall performance broken down into specified periods. The discrete table and chart illustrates how the portfolio has performed against the benchmark during whole calendar years. All performance is to the latest month end and in composite currency.

Cumulative Performance



Name	3 mths	6 mths	1 yr	3 yrs	5 yrs
■ HGG Discretionary Growth Portfolio	3.23	-1.45	4.21	22.67	69.75
■ Benchmark - CPI Excluding Owners Equivalent Rent + 5% - Jan 97	1.41	4.15	8.40	33.10	63.29

Discrete Calendar Year Performance



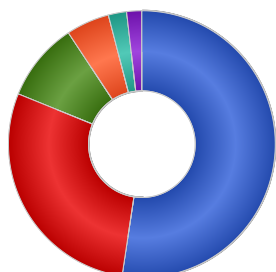
Name	2013	2014	2015	2016	2017
■ HGG Discretionary Growth Portfolio	38.95	11.32	15.58	5.61	7.90
■ Benchmark - CPI Excluding Owners Equivalent Rent + 5% - Jan 97	10.51	10.41	10.23	12.01	9.70

HGG Discretionary Growth Portfolio Asset Allocation by Holding



This report illustrates the contribution of the individual portfolio holdings to the overall portfolio asset allocation.

Asset Allocation



Name	% Weight
South African Equities	52.38
Other International Equities	28.76
South African Fixed Interest	9.58
Money Market	5.24
Global Fixed Interest	2.21
Property	1.83

Portfolio Asset Breakdown by Individual Holdings

Portfolio Holdings	South African Equities (%)	Other International Equities (%)	South African Fixed Interest (%)	Money Market (%)	Global Fixed Interest (%)	Property (%)
Old Mutual - Global Equity R	-	11.46	-	0.54	-	-
Prudential - Balanced B	5.04	2.97	2.24	1.15	-	0.60
Coronation - Global Emerging Markets Flexible A	1.74	8.07	-	0.19	-	-
MitonOptimal - IP Worldwide Flexible Fund of Funds B2	4.55	1.79	0.29	1.12	2.20	0.05
Nedgroup - Investments Entrepreneur R	8.91	-	0.15	0.88	-	0.06
PSG - Equity A	7.56	2.15	-	0.05	-	0.23
Allan Gray - Equity A	6.21	2.33	-	0.35	-	0.11
Coronation - Top 20 A	8.49	-	-	-0.03	-	0.54
MitonOptimal - IP High Conviction Equity A	6.19	-	-	0.81	-	-
STANLIB - Bond R	-	-	6.89	0.10	0.01	-
Satrix - Alsi Index A3	3.70	-	-	0.06	-	0.24
Total Portfolio	52.38	28.76	9.58	5.24	2.21	1.83

Yield

The return on an investment by means of interest or dividends received from the holdings. Yield is supplied by the Fund Manager who is under no obligation to define the type of yield supplied i.e. Gross/Net or Running/Redemption. Funds comprising mainly of bonds normally quote a gross redemption yield after all charges but before tax has been deducted whereas funds mainly made up of equities normally quote a yield representing the estimated annual payout net of tax of basic rate tax payer.

Calendar Year Performance

The aggregate amount that the investment has gained or lost during a calendar year i.e. 1st January to 31st December.

Cumulative Performance

The aggregate amount that the investment has gained or lost over specified time periods and assumes any interest is reinvested.

Discrete Performance

The aggregate amount that the investment has gained or lost between two specified time periods.

Total Expense Ratio (TER)

The TER is a measure of the total costs associated with managing and operating an investment fund such as a mutual fund. These costs consist primarily of management fees and additional expenses such as trading fees and legal fees as well as any other operational expenses.

Alpha

A measure of a fund's over- or under-performance by comparison to its benchmark. It represents the return of the fund when the benchmark is assumed to have a return of zero, and thus indicates the extra value that the manager's activities have contributed.

Beta

Beta is a statistical estimate of a fund's volatility by comparison to that of its benchmark, i.e. how sensitive the fund is to movements in the section of the market that comprises the benchmark. Beta close to 1 means a fund is likely to move in line with its benchmark, greater than 1 and the fund is more volatile than the benchmark.

r^2

The r -squared measure is an indication of how closely correlated a fund is to an index or a benchmark. A range is defined between 0 and 1, with 0 indicating no correlation at all, and 1 showing a perfect match. Values upwards of 0.7 suggest that the fund's behaviour is increasingly closely linked to its benchmark, whereas the relevance begins to diminish below that.

Sharpe

Sharpe calculates the level of a fund's return against the return of a notional risk-free investment, such as cash or Government bonds. The difference in returns is then divided by the fund's standard deviation - its volatility, or risk measurement. The resulting ratio is an indication of the amount of excess return generated per unit of risk. Therefore, a negative Sharpe usually suggests investments would have been better off in risk-free government securities. When analysing similar investments, the one with the highest Sharpe has achieved more return while taking on no more risk than its fellows - or, conversely, has achieved a similar return with less risk.

Volatility

Volatility is calculated using standard deviation, a statistical measurement which, when applied to an investment fund, expresses its risk. Volatility shows how widely a range of returns varied from the fund's average return over a particular period.

- Lower volatility means that the holding's value changes at a steady pace over time.
- Higher volatility means that the holding's value fluctuates over short time periods.

Capital Return

The return of an instrument assuming all dividend income, interest and tax is paid out.

Gross Return

The return of an instrument over a specified period with all income reinvested on a gross basis i.e. without any allowance for taxation, interest, dividends and distributions.

Total Return

Total Return shows the total return of the instrument with all income* reinvested and assuming income is taxed at basic rates of income tax.

*interest, dividends and distributions.

FE Crown Fund Rating

An FE rating system which uses three years of evenly weighted Fund history, using the alpha, relative volatility and performance consistency, which is compared to a pre-defined, relevant benchmark. The resulting score is then compared against Funds that fit into the same (one of ten) sub-asset class groupings. Broadly speaking, the top 10% of funds will get a five FE Crown Rating, the next 15% four FE Crowns, and each of the remaining 25% tiers will get three, two, and one FE Crown respectively.

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