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Signature



**MI-PLAN**

Asset Management  
Retirement Partners | Analytics

# MI-PLAN IP GLOBAL PROPERTY FEEDER FUND

December 2017 (Quarterly)

## FUND INFORMATION

<b>Fund Managers:</b>	<b>Guy Mountain; &amp; Geoffrey Armstrong (Sarasin); Tony Bell (Vunani)</b>
<b>Inception date</b>	31 May 2013
<b>Underlying Fund</b>	Sarasin IE Global Real Estate Equity Fund
<b>Sector</b>	Global - Real Estate - General
<b>Risk profile</b>	Aggressive *
<b>Minimum investment</b>	Lump sum: R10 000; Monthly: R500
<b>Asset composition</b>	Property, Equities and Cash
<b>Income Payment</b>	2nd day of the following month or the next business day if the 2nd does not fall on a business day.
<b>Benchmark</b>	5% Cash & 95% S&P Developed Property Net TR (USD)
<b>Fund Size</b>	R 85,545,117
<b>Income declaration</b>	Bi-annual (Mar / Sep)

<b>Distributions (Class B5):</b>	Mar 2017	0.00 (cpu)
	Sep 2017	0.00 (cpu)

\* The fund is suitable for use by investors with a long term investment horizon who are comfortable with shorter term volatility as well as the risk associated with a fund mandated to achieve real long term growth.

## FUND OBJECTIVE

The objective of the MIPLAN IP GLOBAL PROPERTY FEEDER FUND is to offer investors the opportunity for offshore diversification and exposure to global listed real estate. The investment objective of the underlying portfolio is to achieve long term capital growth.

## THE INVESTMENT CASE

- Exposure to the world's best real estate let to leading companies
- REIT's and property companies managed by the leading operators
- It is a way of diversifying risk exposure to 15+ countries and 8+ sub-sectors
- Switches between regions and sectors are easily achieved to take advantage of changes in local market fundamentals, which is not possible in a fund that invests directly in bricks and mortar.

## BACKGROUND

- The Mi-Plan IP Global Property Feeder Fund invests in the Sarasin IE Real Estate Equity Fund. It invests in listed property companies and REIT's (real estate investment trusts). It seeks to achieve long-term capital growth through a diversified quality portfolio in this real estate asset class.
- The fund has no holding in direct property or any unlisted vehicle and trades only on leading exchanges: OECD countries plus Hong Kong and Singapore
- The fund offers accumulation units, daily liquidity and price transparency - without penalties or lock-ins
- The Manager has access to research from c. 50 global and regional research teams.
- The fund is monitored by a risk team led by an independent person.

## CONTACT DETAILS

### MI-PLAN Investment Partners and IP Management Company

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IP Management Company (RF) (Pty) Ltd (Reg. No 2007/017601/07)

Collective Investment Schemes are generally medium to long term investments. The value of participatory interests or the investment may go down as well as up. Past performance is not necessarily a guide to future performance. Collective investment schemes are traded at ruling prices and can engage in borrowing and scrip lending. A schedule of fees and charges and maximum commissions is available on request from the manager. The Manager does not provide any guarantee either with respect to the capital or the return of a portfolio. Feeder funds invest in portfolios of other Collective Investment Schemes that levy their own charges, which could result in a higher fee structure for the feeder fund. The Manager retains full legal responsibility for the fund, regardless of Co-Naming arrangements. Transaction cutoff time is 14:30 daily. Each portfolio may be closed for new investments. Valuation time is 15:00 (17h00 at quarter end). Prices are published daily and available in newspapers countrywide, as well as on request from the Manager. IP Management Company (RF) Pty Ltd is the authorised Manager of the Scheme – contact 021 673 1340 or clientservices@ipmc.co.za. Standard Bank is the trustee / custodian – contact compliance-IP@standardbank.co.za. Additional information including application forms, the annual report of the Manager and detailed holdings of the portfolio as at the last quarter end are available, free of charge, from clientservices@ipmc.co.za. IP Management Company is a member of ASISA. The performance is calculated for the portfolio. The individual investor performance may differ as a result of initial fees, the actual investment date, the date of reinvestment and dividend withholding tax. The fund is invested in portfolios of collective investment schemes that levy their own charges, and which could result in a higher fee structure for the fund of funds.

## FEES

<b>Maximum initial fee</b>	3.25%
<b>Annual management fee (excluding VAT)</b>	Class B1: 0.35% (Pension fund) Class B5: 0.50% (Retail and Clean class)
<b>Underlying fund management institutional fee:</b>	0.65%

	JSE Code	Annual mngmnt fee (excl. VAT)	TER (%)	TC (%)	TIC (%)	NAV	Units in Issue
<b>Class B5: (Retail &amp; Clean Class)</b>	MISP	0.50%	1.38	0	1.38	1,488	2,774,079

\* From 01 Oct 2014 to 30 Sep 2017 1.38% of the value of the MI-PLAN IP GLOBAL PROPERTY FEEDER FUND Class B5 was incurred as expenses relating to the administration of the financial product. 0% of the value of the financial product was incurred as costs relating to the buying and selling of the assets underlying the financial product. Therefore 1.38% (Total Investment Charge) of the value of the financial product was incurred as costs relating to the investment of the financial product.

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.

## THE INVESTMENT PROCESS

- As over 90% of companies are purely focused on one region, we initially have a top down asset allocation process to decide on the geographic and sector tilts and that is done with the assistance of our in-house macro team and the Jones Lang LaSalle direct market supply and demand data.
- We check that valuations are not already pricing in our expectations which lead to our geographic and sector tilts.
- We have a focus on quality and tradability. We therefore apply a liquidity screening to eliminate poorly tradeable stocks.
- We research companies that are likely to benefit from long term trends such as the strength of global trade hubs, the growing problem of data obesity, valuable voids and the evolution and modernisation of retail.
- We do our fundamental analysis for each of the companies selected and look at corporate characteristics such as quality of assets, location, active and strong management with well defined strategy, solid balance sheet, scale advantage and resilient earnings.
- We end up with a "Buy" list of stocks in which we have high conviction, and construct a portfolio of around 50 stocks.
- We also have a risk management process, apply various risk controls and have a rigorous "sell" discipline.

## FUND PERFORMANCE\*

	Fund	Benchmark
1Year	0.2%	2.3%
2Years	-6.5%	-3.4%
3Years	5.6%	7.4%
4Years	10.1%	11.6%
Highest return	2015	34.9%
Lowest return	2016	-12.8%

Returns are annualised \*

(\*Annualised returns is the weighted average compound growth rate over the performance period measured.)

Fund returns shown are based on NAV-NAV unit pricings calculated from INET for a lump-sum investment with income distribution reinvested (after fees and cost).

An analysis of factors affecting the adherence to the policy objective is contained in the fund manager commentary together with performance as reported. A detailed listing of changes from the previous quarter is available on request from [info@miplan.co.za](mailto:info@miplan.co.za) or [clientservices@ipmc.co.za](mailto:clientservices@ipmc.co.za)



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## Underlying Fund: Sarasin IE Global Real Estate Equity Fund

### FUND MANAGER COMMENTS

Against an improving economic backdrop and tax cuts in the US, global listed REITs lagged global equities slightly over the final quarter of the year. The UK led the way for listed real estate, with better than expected Brexit negotiations pushing the region higher. Great Portland Estates, LondonMetric Property, and Derwent London were among our top Q4 performers.

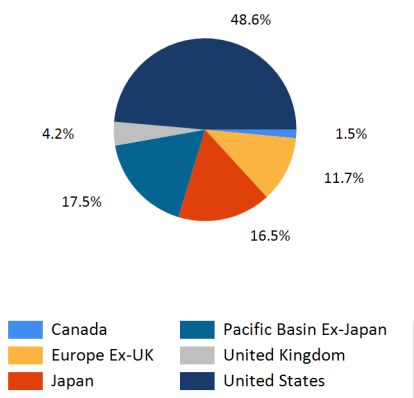
Overall, though, the Q4 spotlight was well and truly held by the mall sector and a series of takeover approaches. The tone was set in October, with Forest City Realty Trust and the Queensland Investment Corporation agreeing a \$3.2 billion deal for a portfolio of rarely traded decent quality malls. In November, a takeover approach to General Growth re-rated the sector. Taubman Centers was the portfolio's strongest performer over the quarter as a whole, with Macerich (another high quality US mall owner) in third place. December held two more newsworthy takeover approaches: Unibail for Westfield (both of which feature in the portfolio) and Hammerson for Intu (we hold the former).

Strong stock selection in the US (driven by our overweight to malls) was our largest performance contributor. We also saw good performance from our high quality central business district office names. Our only significant detractor here was an overweight to the weak apartment sector, where investors worried about a tech hiring slowdown.

Singapore was another bright spot, with the local market benefiting from the perceived bottoming of the local residential cycle and the fund enjoying strong stock selection, particularly City Developments and CapitaLand Commercial Trust. Our stock selection in Hong Kong was also robust, driven by an overweight to Link REIT (well located Hong Kong retail).

Our German residential landlords reaped the benefits of a fall in the 10 year Bund yield in late October. Vonovia was the region's standout Q4 performer. Across the world, Australian listed real estate was relatively robust despite a weak currency, and performance here too was bolstered by our stock selection.

### GEOGRAPHICAL EQUITY ALLOCATION



### TOP TEN HOLDINGS

Company Name	% of Fund
SIMON PROPERTY GROUP INC	7.0%
PROLOGIS INC	5.2%
DAIWA HOUSE INDUSTRY CO LTD	3.9%
BOSTON PROPERTIES INC	3.5%
MITSUI FUDOSAN CO LTD	3.4%
DEUTSCHE WOHNEN SE	3.1%
EQUINIX INC	3.0%
ESSEX PROPERTY TRUST INC	3.0%
AVALONBAY COMMUNITIES INC	3.0%

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The portfolio may include foreign investments and the following additional risks may apply: liquidity constraints when selling foreign investments and risk of non-settlement of trades; macroeconomic and political risks associated with the country in which the investment is made; risk of loss on foreign exchange transactions and investment valuation due to fluctuating exchange rates; risk of foreign tax being applicable; potential limitations on availability of market information which could affect the valuation and liquidity of an investment. All of these risks could affect the valuation of an investment in the fund.

Disclosure: MI-PLAN has a 37% ownership interest in IP Management Company (RF) (Pty) Ltd. IP Management is a registered Collective Investment Manager in terms of Cisca and performs administrative functions on co-branded MI-PLAN IP unit trusts for which it receives contracted fees. In terms of its licence, IP Management Company may not conduct any other business other than the business of running a Collective Investment scheme. Accordingly, all intermediary service and advice where applicable, is provided by MI-PLAN in terms of its licence for which remuneration is paid from the fees mandated in the supplemental deed and disclosed herein. MI-PLAN offers investors a unique liability matching offering that matches the clients portfolio to their unique needs as documented at [www.miplan.co.za](http://www.miplan.co.za). The complexity and uniqueness of this process and variability of each client's needs, required that technology be used to embed MI-PLAN's intellectual property in the financial service offering. In delivering this financial service, software is provided by MI-PLAN to advisers that determines a liability matched asset allocation, constructed using MI-PLAN IP funds. While the MI-PLAN IP funds are specially designed to match this liability matched asset allocation, the advisor may select up to 75% of the portfolio in other funds. No fee is charged for the software and no obligation is placed on the advisor to offer, continue to offer, or offer to a minimum number of clients, this financial service. There are no other conditions placed on the advisors for the continued use of such technology that may influence the objective performance of the advisor. The advisor's obligations to render unbiased, fair advice in the best interests of you, the client, remains with your advisor. Your advisor's obligation is to compare this financial offering against all others and ensure it is the most appropriate for your needs.