

Returns achieved

31 December 2017



SPECIALIST INVESTMENT SERVICES



Stochastic Portfolio Optimisation
Through Simulation **SPOTS**



Third Circle Asset Management (Pty) Ltd, registration number 2004/007420/07, is an authorised financial services provider, FSP number 24202, under the Financial Advisory and Intermediary Services Act (No. 37 of 2002). This information is not advice, as defined in the Financial Advisory and Intermediary Services Act (No. 37 of 2002). Please be advised that there may be representatives acting under supervision.

2017 Hugo L. Snyman. All rights reserved.

 powered by third circle asset management

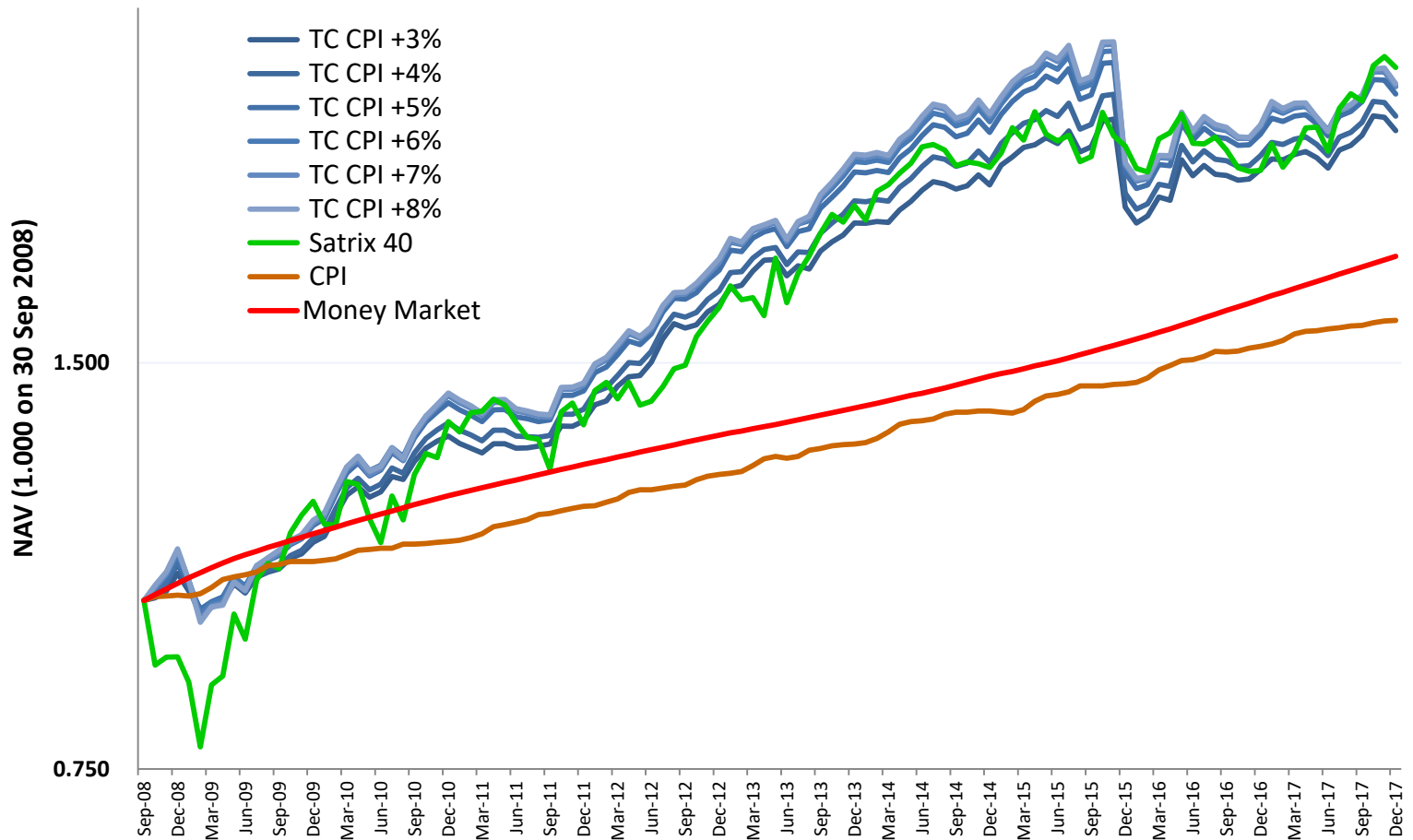
Comparative track record 31 December 2017: net returns achieved before platform and advisor fees

Return targets	CPI +3%	CPI +4%	CPI +5%	CPI +6%	CPI +7%	CPI +8%	All share index
Minimum and maximum equity exposure	0%<40%	0%<47%	0%<54%	0%<61%	0%<68%	0%<75%	
Average equity exposure (modeled/actual combined, since 1 Jan 1994)	35%	40%	47%	52%	58%	64%	
1 year return	6.92%	7.00%	7.09%	7.17%	7.25%	7.33%	20.93%
2 year returns (per annum)	6.75%	6.80%	6.93%	6.95%	6.99%	6.97%	11.20%
3 year returns (per annum)	3.15%	2.66%	2.20%	2.02%	1.75%	1.73%	9.14%
4 year returns (per annum)	4.02%	3.68%	3.37%	3.25%	3.06%	3.05%	9.57%
5 year returns (per annum)	6.11%	6.14%	6.19%	6.20%	6.21%	6.16%	11.85%
Realised annualised return since inception (1 Oct 2008)	9.05%	9.34%	9.79%	9.94%	9.96%	10.00%	13.58%
Model/actual combined annualised return (1 Jan 1994)	15.67%	16.28%	16.94%	17.41%	17.81%	18.28%	14.44%
Current drawdown	-2.46%	-3.64%	-5.26%	-5.90%	-6.80%	-6.87%	-0.34%
Drawdown targets	<5.00%	<7.50%	<10.00%	<12.50%	<15.00%	<17.50%	
Since 1 Oct 2008, 90% of realised drawdowns have been better than	-7.79%	-9.53%	-11.05%	-11.64%	-12.48%	-12.58%	-15.52%
2 year annualised standard deviation of monthly returns	6.12%	6.61%	7.14%	7.70%	8.28%	8.88%	11.77%
Scenario planning:							Probability of
Estimated returns per annum over a rolling three year period							outperformance
Nightmare scenario - there is a 90% probability of exceeding these levels	4.2%	4.1%	4.0%	3.7%	3.2%	2.8%	90%
Likely scenario - there is a 50% probability of exceeding these levels	7.4%	8.3%	9.3%	10.0%	10.9%	11.8%	50%
Optimistic scenario - there is a 10% probability of exceeding these levels	11.6%	12.7%	14.0%	15.5%	16.6%	18.0%	10%

Third Circle Asset Management (Pty) Ltd, registration number 2004/007420/07, is an authorised financial services provider, FSP number 24202, under the Financial Advisory and Intermediary Services Act (No. 37 of 2002). This information is not advice, as defined in the Financial Advisory and Intermediary Services Act (No. 37 of 2002). Please be advised that there may be representatives acting under supervision.

2017 Hugo L. Snyman. All rights reserved.

Value development over time



MONEY ANCHOR PROFILER®

We know that investor behaviour is driven by the conflict between avoiding pain (potentially losing money) and the achievement of pleasure (gaining wealth through investments growing).

The Money Anchor Profiler® (MAP) offers an indication of both how much pain an investor may be able to stomach emotionally without becoming overanxious, and how much emotional value they attach achieving elevated levels of growth.

INVESTOR FEAR AND GREED

Fear of Draw downs	Greed for Growth
<-05.00%	Potential growth CPI+3%
<-07.50%	Potential growth CPI+4%
<-10.00%	Potential growth CPI+5%
<-12.50%	Potential growth CPI+6%
<-15.00%	Potential growth CPI+7%
<-17.50%	Potential growth CPI+8%



THIRD CIRCLE WRAP FUND

	Third Circle Wrap Fund					
	CPI + 3%	CPI + 4%	CPI + 5%	CPI + 6%	CPI + 7%	CPI + 8%
BCI Income Plus Fund	12.2%	12.0%	11.8%	11.6%	11.4%	11.2%
Coronation Global Emerging Markets Flexible Fund	9.0%	8.9%	8.9%	8.9%	8.9%	8.8%
Coronation JIBAR Plus Fund	5.0%	6.1%	7.2%	8.3%	9.4%	10.5%
Investec Managed Fund	0.0%	1.2%	2.4%	3.6%	4.8%	6.0%
Nedgroup Investments Flexible Income Fund	11.6%	9.3%	7.0%	4.7%	2.3%	0.0%
Old Mutual Global Equity Fund	6.7%	6.6%	6.6%	6.6%	6.6%	6.6%
Prescient Income Provider Fund	11.4%	9.1%	6.8%	4.5%	2.3%	0.0%
Sanlam India Opportunities Feeder Fund	3.6%	3.8%	3.9%	4.1%	4.3%	4.4%
Sanlam Select Strategic Income	9.7%	7.7%	5.8%	3.9%	1.9%	0.0%
STANLIB Absolute Plus Fund	11.8%	10.5%	9.1%	7.8%	6.5%	5.1%
STANLIB ALSI 40 Fund	13.8%	18.6%	23.4%	28.2%	33.1%	37.9%
STANLIB European Equity Feeder Fund	5.0%	4.8%	4.7%	4.6%	4.4%	4.3%
STANLIB Inflation Plus 3% Fund	0.0%	1.0%	2.0%	3.0%	4.0%	5.1%
Cash	0.3%	0.3%	0.2%	0.2%	0.2%	0.1%
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Stochastic Portfolio Optimisation
Through Simulation



Third Circle Asset Management (Pty) Ltd, registration number 2004/007420/07, is an authorised financial services provider, FSP number 24202, under the Financial Advisory and Intermediary Services Act (No. 37 of 2002). This information is not advice, as defined in the Financial Advisory and Intermediary Services Act (No. 37 of 2002). Please be advised that there may be representatives acting under supervision.

DISCLOSURE DOCUMENT

(IN TERMS OF ACT NO. 37, 2002 FINANCIAL ADVISORY AND INTERMEDIARY SERVICES ACT, 2002) FAIS ACT 2002.

Third Circle Asset Management (Pty) Ltd (TCAM) is a registered financial services provider licensed by the Financial Services Board under license no.: 24 202. Physical address: Suite 2, Regency Pavilion, c/o Regency and Viceroy str, Route 21 Office Park, Irene, Pretoria, South Africa | Tel: 086 111 4560 | www.thirdcircle.co.za

As an independent asset management company we focus on value added discretionary investment management services, both for the individual as well as institutions. TCAM is wholly owned by its management. We are a multi manager of collective investment schemes, all of which are in conjunction with respected banking establishments.

- ◇ TCAM is a pioneer in the field of aligning a person's asset allocation with a person's money personality (Money Anchor Profiling - MAP).
- ◇ TCAM have done this in such a way that a seamless integration is maintained between the client's wishes, personality traits and the eventual design of the client's portfolio.
- ◇ TCAM does not give financial advice.
- ◇ TCAM does not directly or indirectly hold more than 10% of an insurer's shares.
- ◇ TCAM did not receive more than 30% of the last year's asset management fees and remuneration from one institution.
- ◇ TCAM is not an associated company of any insurer.
- ◇ TCAM has Professional Indemnity Insurance.

FULL DUE DILIGENCE REPORT IS AVAILABLE ON REQUEST.

BUSINESS ASSOCIATES



Absa Investment Management Services (AIMS)



Glacier Financial Solutions (Pty) Ltd



Momentum Wealth

LISP'S specializes in the administration and management of unit linked investments as well as in multi investment management. LISP'S cater for discretionary saving investments, retirement solutions, guaranteed offerings and offshore investing on single investment platforms thereby providing a full spectrum of investment solutions with access to the complete range of South African unit trust funds as well as select offshore unit trusts. By complementing their administrative capabilities with investment expertise, LISP'S have uniquely positioned themselves as new generation investment houses and has independent status facilitates complete objectivity in providing optimal investment solutions.

aims.absa.co.za | www.sanlam.co.za | www.momentumwealth.co.za

Compliance: Keycomply, PO Box 752415, Gardenview 2047, Tel: 083 4698 166.

E-mail: profile@keycomply.co.za | Registration No. 2011/095962/23, Practice No. 6090

External Auditors: Malan du Preez, 42 Lebombo Drive, Ashlea Gardens, 0081 | Tel: (012) 340-0700

Internal Auditors: Massyns & Associates, Registered Accountants - 211 Lange Street, Nieuw Muckleneuk, Pretoria 0181, South Africa | Phone: +27 (12) 346 0661

Attorneys: Bester en Rhoodie, Route 21 Corporate Office Park, 62 Regency Lane, Irene | Tel: (012) 345 1410 Bank: ABSA

COMPLAINTS: We appreciate it when clients communicate with us when they are dissatisfied with our services. This enables us to resolve any problems immediately and helps us to continuously offer a professional service. If a complaint is not amicably resolved, a client is welcome to obtain a complaints procedure from our offices.

DETAIL OF THE FAIS OMBUD: BAOBAB HOUSE, EASTWOOD OFFICE PARK

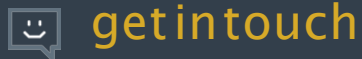
PO Box 74571, Lynwood Rd, Lynwood Ridge, PRETORIA, 0040 Tel: (012) 470 9080 | Fax: (012) 348 3447

Third Circle Asset Management (Pty) Ltd, registration number 2004/007420/07, is an authorised financial services provider, FSP number 24202, under the Financial Advisory and Intermediary Services Act (No. 37 of 2002). This information is not advice, as defined in the Financial Advisory and Intermediary Services Act (No. 37 of 2002). Please be advised that there may be representatives acting under supervision.

2017 Hugo L. Snyman. All rights reserved.

powered by third circle asset management

get in touch



Regency Pavilion, Suite 2, corner of Regency and Viceroy streets,
Route 21 Corporate Office Park, Irene, Pretoria, South Africa

Office: 086 111 4560 | tcam@3rdcircle.co.za

www.thirdcircle.co.za

HUGO	082 551 7127
JACOBUS	082 818 2044
JOHAN	082 821 2678



To determine your unique Money Anchor Profile visit:

www.moneyanchor.co.za



Third Circle Asset Management (Pty) Ltd, registration number 2004/007420/07, is an authorised financial services provider, FSP number 24202, under the Financial Advisory and Intermediary Services Act (No. 37 of 2002). This information is not advice, as defined in the Financial Advisory and Intermediary Services Act (No. 37 of 2002). Please be advised that there may be representatives acting under supervision.

2017 Hugo L. Snyman. All rights reserved.

powered by third circle asset management