

# 10X INVESTMENT REPORT

31 DECEMBER 2018

Pre-retirement Index Portfolios: Regulation 28 compliant

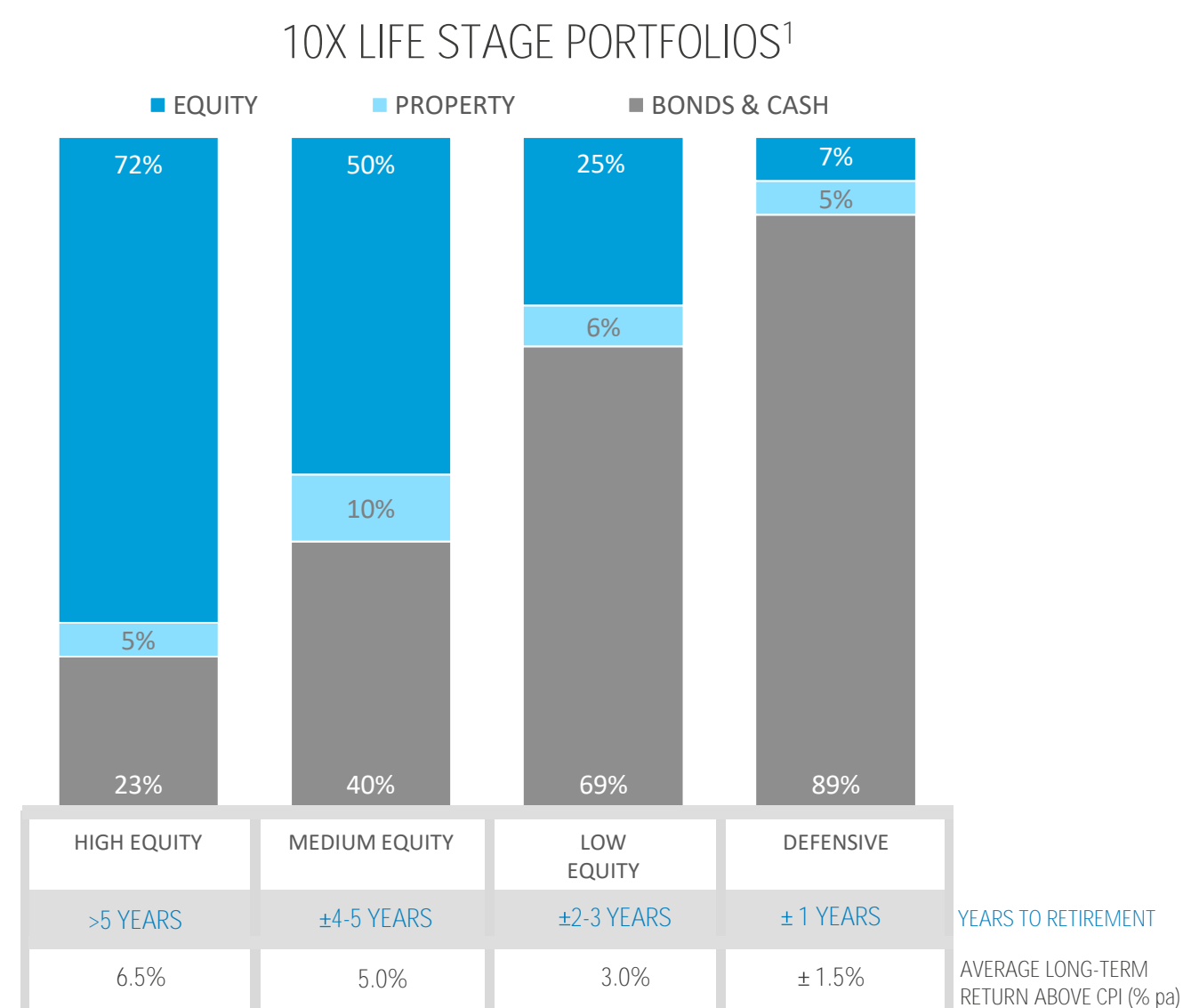


**ABOUT 10X:** Our goal is to give investors more money at and in retirement. We achieve this by providing one optimal investment solution, and no competing choices. Three investment principles underlie 10X's life-stage portfolios:

1. Time drives investment risk
2. Index funds
3. Low fees

## 01 | TIME DRIVES INVESTMENT RISK

10X invests each client's money according to their retirement date. Those more than 5 years from retirement are invested in the 10X High Equity Portfolio, to maximise their long-term return. Those within 5 years of retirement are invested in portfolios with gradually declining equity exposure to preserve their capital. Investors planning for a living annuity at retirement can opt-out of this default path.



### 10X LIFE-STAGE PORTFOLIO RETURNS

10X PORTFOLIO	1 MONTH	3 MONTH	1 YEAR	3 YEAR	5 YEAR	7 YEAR	10 YEAR
High Equity	1.7%	-4.3%	-2.9%	4.0%	6.8%	11.1%	12.3%
Medium Equity	1.5%	-2.7%	-2.2%	4.1%	6.7%	10.3%	11.2%
Low Equity	1.3%	-0.5%	2.7%	5.4%	7.1%	8.7%	9.3%
Defensive	1.1%	1.1%	5.3%	6.3%	7.1%	8.1%	8.5%

SOURCE: 10X Investments. Performance is before 10X's fee but after all other trading costs. All returns greater than 12 months are annualised.

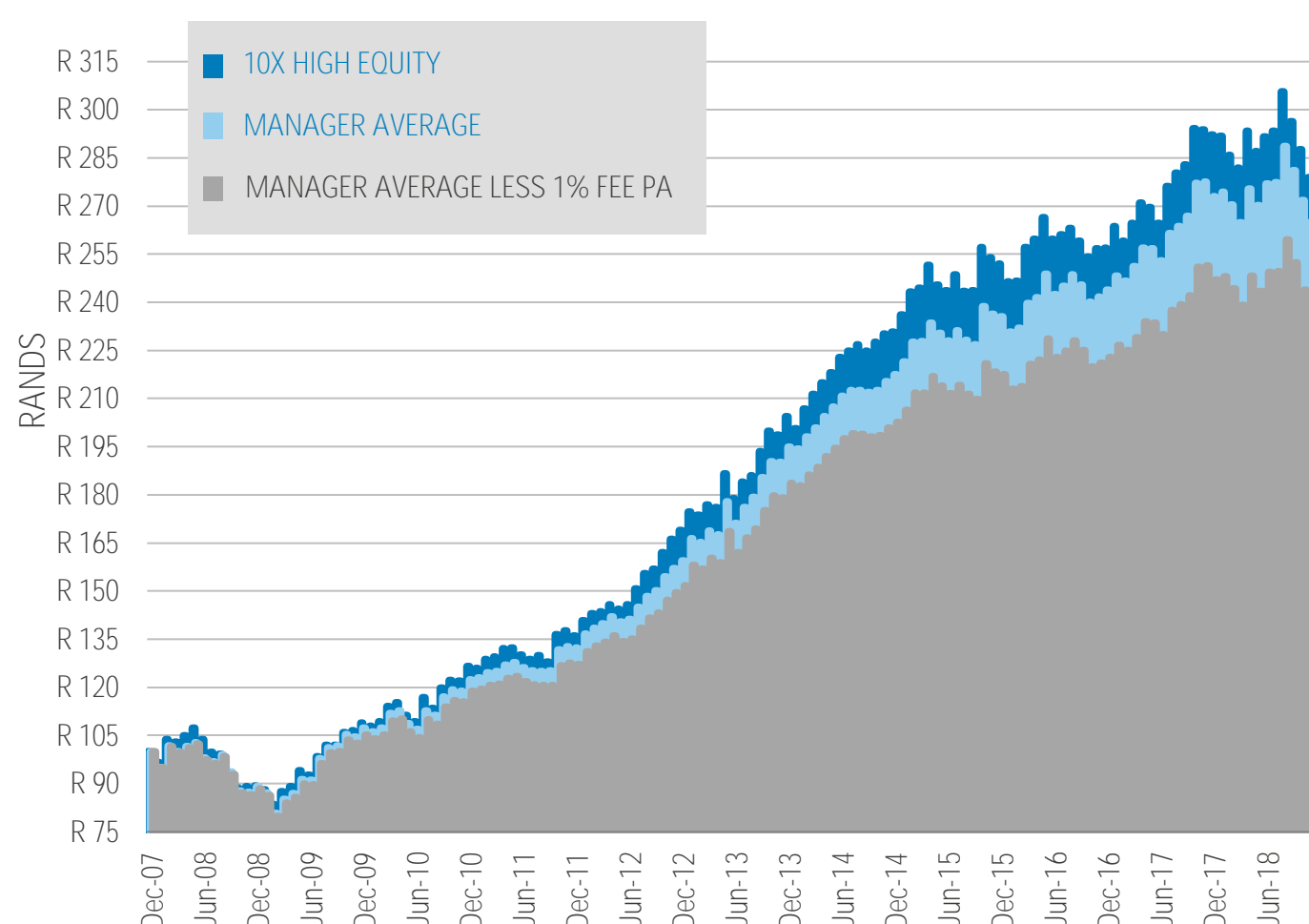
## 02 | INDEX FUNDS

10X uses index funds as 3 out of 4 have historically outperformed active funds after costs.\*

An index fund owns the same basket of investments as the index and therefore earns the index return at a low cost. Active funds do not own the same basket of investments as the index and therefore returns differ from the index return, and costs are higher.

The 10X High Equity Portfolio has consistently outperformed the average return of large fund managers (BEFORE FEES) since inception (1 January 2008). 10X's total fees are generally half the industry average\*\* and so 10X saves most clients at least 1% pa (of the investment balance) in fees. We thus also show the average return of large fund managers reduced by a 1% higher fee to show the effect of the fee differential. Higher fees will always reduce the investment outcome regardless of market performance, however past performance is used here for illustrative purposes.

### 10X HIGH EQUITY VS. AVERAGE RETURN OF LARGE INVESTMENT MANAGERS SINCE INCEPTION (BEFORE FEES)<sup>1</sup>



\* Profile Data, 10X, General Equity unit trusts, 5 yrs to Dec 2013, index fund assumed to be ALSI less 0.4% pa fee.

\*\* National Treasury, Charges in South African retirement funds, July 2013.

## BENCHMARKS

Each 10X Portfolio is benchmarked against its own asset allocation, with the relevant indices shown below. 10X's tracking performance is disclosed in our Annual Investor letter.

### 10X'S BENCHMARK (ASSET CLASS) RETURNS

ASSET CLASS	1 MONTH	3 MONTH	1 YEAR	3 YEAR	5 YEAR	7 YEAR	10 YEAR
SA Equity	4.1%	-4.3%	-8.0%	3.5%	5.2%	10.5%	12.8%
SA Bonds	0.7%	1.5%	3.5%	6.8%	6.2%	6.8%	7.7%
SA Property	-0.8%	-3.2%	-26.2%	-1.8%	5.3%	9.7%	11.9%
SA Cash	0.6%	1.7%	7.0%	7.0%	6.6%	6.2%	6.4%
International Equity	-1.7%	-10.1%	5.2%	4.8%	11.3%	16.3%	13.1%
International Currency	5.4%	2.6%	17.2%	-2.1%	6.7%	8.7%	4.3%
SA Inflation	0.4%	0.9%	4.9%	5.5%	5.4%	5.4%	5.4%

SOURCE: S&P Dow Jones Indices, Reuters, 10X Investments. All returns greater than 12 months are annualised.

ASSET CLASS	BENCHMARK (INDEX TRACKED)	DESCRIPTION
SA Equity	10X Top 60 SA Share Index	Top 60 Shares, with a 6% cap per share on re-weighting
SA Bonds	JSE Government Bond Index (GOVI) Barclays/ABSA SA Government Inflation-linked Bond Index	SA Government Bonds: nominal SA Government Bonds: inflation-linked
SA Property	10X SA Property Index	Top 14 property shares
SA Cash	AF Short Term Fixed Interest Index	Interest rate on 3-month SA cash deposits
International Equity	Global All Cap Index Emerging Markets Index	Top 7,000+ global stocks Top 900+ emerging market stocks
International Currency	US Dollar / Rand Exchange Rate	US Dollar / Rand exchange rate

SOURCE: 10X Investments

TOP 10 SA SHARES AS % OF SA EQUITY		TOP 10 INTERNATIONAL SHARES AS % OF INTERNATIONAL EQUITY	
Anglo American Plc	6.5%	Apple, Inc	1.5%
BHP Group Plc	6.5%	Microsoft Corp	1.5%
Richemont SA	6.0%	Amazon.com, Inc	1.2%
Naspers Ltd	5.9%	Johnson & Johnson	0.7%
Standard Bank Ltd	5.0%	JPMorgan Chase	0.6%
Sasol Ltd	4.9%	Alphabet, Inc (C)	0.6%
FirstRand Ltd	4.6%	Facebook, Inc	0.6%
MTN Group Ltd	3.5%	Exxon Mobil Corp	0.6%
Sanlam Ltd	3.0%	Alphabet, Inc (A)	0.6%
BAT Plc	2.6%	Berkshire Hathaway	0.6%

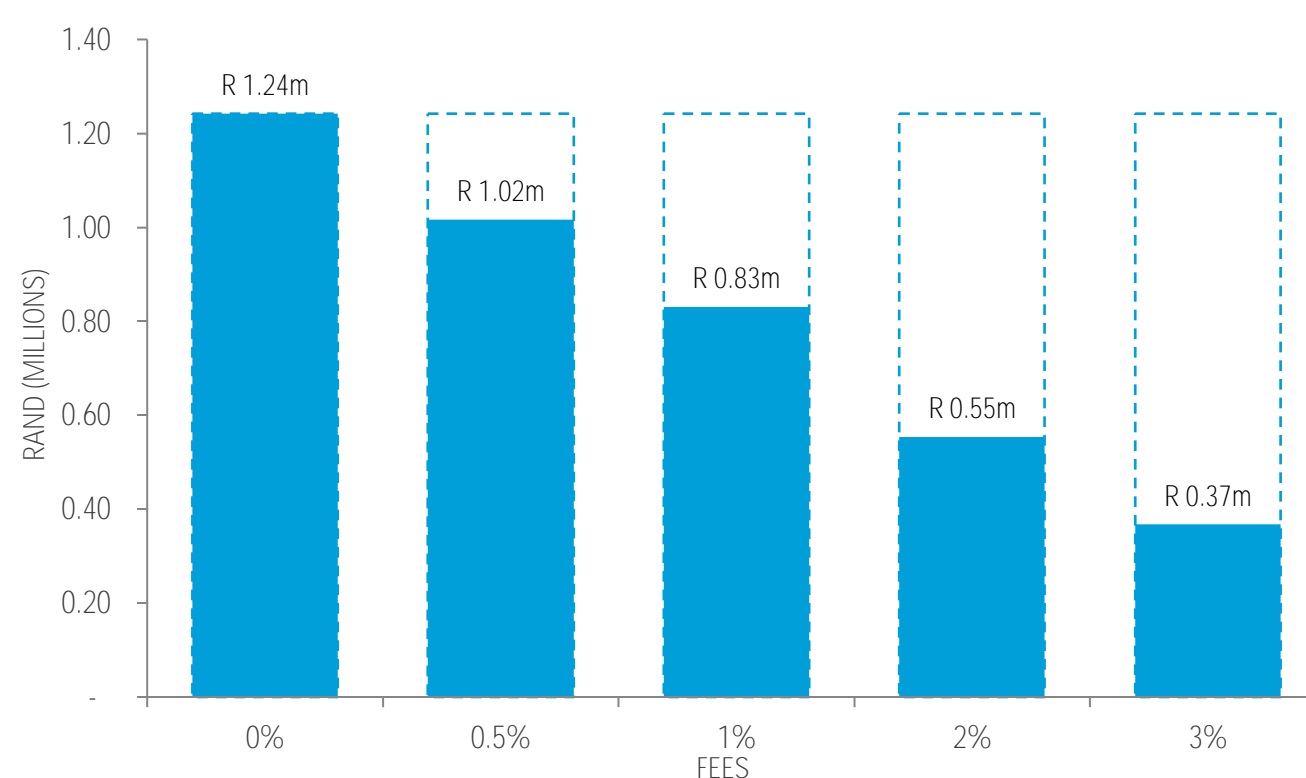
SOURCE: S&P Dow Jones Indices and FTSE

## 03 | LOW FEES

10X charges low total fees to ensure investors save more of their money, and keep more of the investment return.

A lump sum of R100,000 invested over a working life (40 years) earning 6.5% pa plus inflation will grow to R1.24 million in today's money. However, this is before fees. Paying a fee of 0.5% pa (as a % of investment value), your lump sum will only grow to R1.02 million. In fact, for every 1% in fees you save per annum, you will have almost 50% more money after 40 years.

AFTER INFLATION VALUE OF R100,000 INVESTED FOR 40 YEARS EARNING 6.5% PA PLUS INFLATION<sup>2</sup>



SOURCE: 10X Investments. This graph shows the hypothetical 6.5% pa return above inflation.

### DISCLAIMER & FOOTNOTES

- Returns are not necessarily indicative of future returns, which are not guaranteed.
- Higher fees will always reduce investment outcome regardless of market performance, however, the returns used here are for illustrative purposes. It is not necessarily indicative of future returns, which are not guaranteed.

While every effort has been made to ensure the accuracy and reliability of the information in this document, 10X Investments cannot be held responsible for any errors. Past performance is not necessarily indicative of future performance. Future returns are not guaranteed.

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### GENERAL INFORMATION

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Custodian	Investec Securities	
Bankers	FNB Corporate	
Regulator	Financial Services Board	
Investment manager	10X Investments	
Funds under management	R 9,665,176,336	
Since Inception (10X funds)	01 January 2008	