



Investment  
Solutions

WITH CONFIDENCE

# INVESTING

## in a collective investment scheme (unit trust)

---

CLICK  
HERE

**Why** choose a unit trust?

CLICK  
HERE

What are some of the **factors** that I should consider when choosing a unit trust?

CLICK  
HERE

**How** does a unit trust work?

CLICK  
HERE

What are the **benefits** of a unit trust?

CLICK  
HERE

What **types** of unit trusts are available?

CLICK  
HERE

What are my **tax liabilities** when investing in a unit trust?

CLICK  
HERE

Why make use of an **accredited financial adviser**?

CLICK  
HERE

Why should **Investment Solutions unit trusts** be considered?

CLICK  
HERE

Which Investment Solutions unit trusts are **available** to invest in?

CLICK  
HERE

How do I **invest**?

# WHY CHOOSE A UNIT TRUST?

---

It all starts with  
a **personal goal**.

So whether it is an overseas trip, a wedding or seeing your child graduate, **every goal needs a savings plan, to make it happen.**

Investors within unit trusts may potentially **benefit from returns** (capital appreciation and income generation). Returns earned are paid into the unit trust (in other words **reinvested**), which increases the capital balance of the investment.



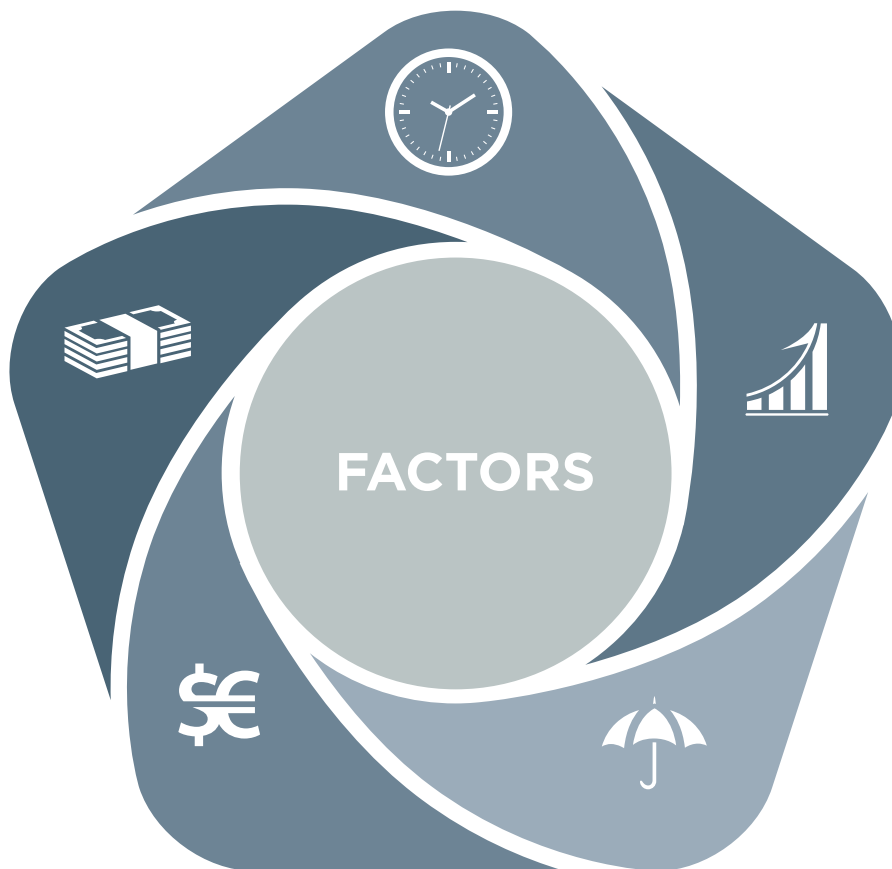
# FACTORS TO CONSIDER WHEN CHOOSING A UNIT TRUST

---

- How much **time** you have to reach your goal
- The level of **growth** you want to achieve
- The amount of investment **risk** you are willing to take
- Whether you want to invest **locally, offshore**, or a combination of both
- The **amount** you have to invest, and how **frequently** you want to invest.

**This is not advice.**

You must determine your own risk profile, and you may obtain assistance from an authorised financial adviser.



# HOW DOES A UNIT TRUST WORK?

---

A unit trust **pools the money received from many investors**, and the **portfolio manager invests** into the relevant asset classes for the particular portfolio, for example shares (also known as equities), bonds, property, cash and other investment types. The **total pool** is then **divided into equal units** (also called participatory interests). All units in the pool have the same value and are priced on a daily basis. As a unit trust investor, you hold a certain number of participatory interests, relevant to your portion of the portfolio. This means that your **investment will go up in value, when the unit price rises**, and down in value, when the unit price drops. If you **invest more, your number of units increases**, and if you withdraw, your number of units decreases.

By investing in a unit trust, you get the **expertise of top investment managers**, through a single investment. A unit trust gives you **flexibility**, to invest on a once-off basis, on a regular basis or on an ad-hoc basis. You also have the **freedom to withdraw** money from your investment at **any time** (subject to certain regulatory limitations).

Each unit trust is managed by a collective investment scheme (CIS) manager, like Investment Solutions. CIS managers operate unit trusts within certain legislative and regulatory limitations, determined by the Financial Services Board, and additional guidelines and standards set by the Association for Savings and Investment South Africa (ASISA).



# WHAT ARE THE BENEFITS OF A UNIT TRUST?

---

## You choose how you want to invest

You can invest:

- by **regular debit order**, from as little as R500 a month;
- a **lump-sum** amount only, starting from R30 000; or
- a **combination** of a regular debit order and a lump-sum investment, from as little as R500 per month, for the debit order, and no limitation on the lump sum.

## You can spread your risk

You can **reduce your risk**, by investing in different investment managers and asset classes (shares, bonds, cash and property), for instance, by investing in a multi-manager unit trust.

## You get easy access to your savings

You can **withdraw** some, or all, of your savings **easily** and usually at **no cost to you**. You can also set up regular withdrawal payments.

## You receive fast payouts

When you withdraw your money, you will receive payment **within 24 hours** of submitting your instruction (as long as all the requirements have been met, and subject to certain regulatory limitations). The payment may take up to two days to reflect in your bank account.

## A professional manages your investment

Investment **experts manage the money** within the unit trusts on an ongoing basis. This gives you peace of mind that your money is in good hands.

## The law protects you

To protect you, there are **laws that regulate unit trusts**. This means that unit trusts operate in a safer environment than unregulated investments.

## Fees are transparent

You pay an **annual investment fee** for your unit trust. To see the total expenses of a unit trust, look at its total investment costs (the total expense ratio and the transaction costs).



# WHAT TYPES OF UNIT TRUSTS ARE AVAILABLE?

---

## Fund of funds

A fund of funds invests in a **range of different unit trusts**, depending on the nature of the specific portfolio. With a fund of funds, you have **access to multiple unit trusts within a single investment**. The underlying portfolios levy their own charges, which **could result in a higher fee** structure for the fund of funds.

## Single-manager unit trust

A single-manager unit trust gives you access to **one investment manager**, with one investment style and philosophy.

## Feeder fund

A feeder fund is a unit trust that **invests directly into another single unit trust**. The underlying portfolio levies its own charges, which **could result in a higher fee structure** for the feeder fund.

## Multi-manager unit trust

A multi-manager unit trust **blends the investment styles and philosophies of different investment managers** into one unit trust. This provides an additional layer of diversification (protection), at **no additional cost**.

## UNIT TRUSTS



# WHAT ARE MY TAX LIABILITIES WHEN INVESTING IN A UNIT TRUST?

---



This applies to any income earned in the form of dividends and interest in your unit trust. At the end of the tax year, we will send you an IT3(b) certificate, which gives you the details of what needs to be included on your tax return.



If you **withdraw from** your unit trust **or switch between** unit trusts, **you dispose of an asset** and will be subject to **capital gains tax**. At the end of the tax year, we will send you an IT3(c) certificate, which gives you the details of what needs to be included on your tax return.



Some shares pay **dividends to their shareholders**. Your dividends are **paid into your unit trust**. The **investment manager withholds tax** on dividends and pays it directly to SARS.



# WHY MAKE USE OF AN ACCREDITED FINANCIAL ADVISER?

---

Your adviser has the **financial skills** to assess your **risk appetite, evaluate your current investments,** discuss your **objectives**, and help you to control your emotions through tough market conditions.

Your adviser will work with you, to assist you in **determining your investment risk profile and objectives,** to create a diversified, cost effective investment portfolio.

Assists you in  
**determining  
your investment  
risk profile and  
objectives.**





# WHY SHOULD INVESTMENT SOLUTIONS UNIT TRUSTS BE CONSIDERED?

---

**We exist to protect and grow our investors' wealth,** by providing investment expertise. In an industry filled with risk, we are dedicated to guarding investor assets against unforeseen events, through our effective risk management techniques. We aim to ultimately provide more consistent and predictable investment outcomes.

**Our vision is to be the most trusted financial guardian to our investors, helping them achieve consistent outcomes and peace of mind on investment matters.**

## Benefits of investing in Investment Solutions unit trusts

- You receive an **additional layer of diversification**, by spreading your risk across more than one investment manager in a single unit trust
- We **continually research and monitor new and existing** single investment managers, with the intention of our unit trusts being **optimally constructed**
- Our sizeable asset base (R340 billion assets under stewardship as at 31 March 2016) allows us to **negotiate competitive fees**, providing you with an **added layer of expertise** (multi-management), at no extra cost
- There are **no tax implications** when, as a multi-manager, we change an investment manager or rebalance the assets within our unit trusts
- We manage transitions between investment managers, to limit increased costs and out-of-market risk - the chance of missing out on a big gain, while **making a routine transfer of funds**.



# WHICH INVESTMENT SOLUTIONS UNIT TRUSTS ARE AVAILABLE TO INVEST IN?

## LOCAL

If you want to invest in rands, in SA-registered portfolios.

## RAND-DENOMINATED FOREIGN

If you want to invest in rands, in SA-registered portfolios, but have exposure to the performance and diversification of offshore markets.

## FOREIGN

If you want to invest in a foreign currency portfolio, registered offshore, so you can use your investment proceeds offshore.

CONSERVATIVE	MODERATELY CONSERVATIVE	MODERATE	MODERATELY AGGRESSIVE	AGGRESSIVE
Investment Solutions Superior Yield Unit Trust	Investment Solutions Conservative Passive Unit Trust	Investment Solutions Real Return Focus Unit Trust	Investment Solutions Aggressive Passive Unit Trust	Investment Solutions Equity Fund of Funds
Investment Solutions Enhanced Income Unit Trust Fund	Investment Solutions Stable Fund of Funds	Strategic Global Moderate Fund*	Investment Solutions Multi-Manager Balanced Fund of Funds	Investment Solutions Flexible Fund of Funds
Investment Solutions Income Unit Trust Fund	Strategic Global Conservative Fund*		Investment Solutions Performer Managed Unit Trust	Investment Solutions Institutional Equity Unit Trust
Investment Solutions Inflation Linked Bond Unit Trust Fund			Investment Solutions Strategic Global Balanced Feeder Fund	Investment Solutions Property Equity Unit Trust
Investment Solutions Pure Fixed Interest Unit Trust			Strategic Global Aggressive Fund*	Investment Solutions Global Equity Feeder Fund
Investment Solutions Global Fixed Income Feeder Fund			Strategic Global Balanced Fund*	Strategic Global Equity Fund*
Investment Solutions U.S. Dollar Feeder Fund				
Strategic Sterling Liquidity Fund*				
Strategic U.S. Dollar Liquidity Fund*				

\*The risk profile is currency based. Foreign portfolios may have additional risks depending on the specific country. Detailed information about each portfolio and fees are available in the Minimum Disclosure Document/s (<https://sa.investmentsolutions.co.za/Download-Centre/Fund-Fact-Sheets>) for each portfolio, as well as on the schedule of fees, charges and maximum commissions, which is available on our website (<https://sa.investmentsolutions.co.za/Products-Services/Individual-Investments-Unit-Trust-Fees>) or from our Call Centre (0860 333 316).



# HOW DO I INVEST?

---



1 Set your **goal**.



2 **Decide** on the most **appropriate investment**, to meet your investment goal. If you need guidance, speak to a financial adviser.



3 Decide **how much and how often** you want to invest, for example, monthly (at least R500 a month) or a lump sum only (at least R30 000), or a combination of both (at least R500 per month, no limit on the lump sum).



4 Fill in the **application form** and include all the **documents we need**. The form is available from your financial adviser or our website <https://sa.investmentsolutions.co.za/Products-Services/Individual-Investments-Unit-Trust-Forms>



# DISCLAIMER (FOR LOCAL AND RAND-DENOMINATED FOREIGN PORTFOLIOS)

---

Collective investment schemes (unit trusts) are generally medium- to long-term investments. The value of participatory interests (units) 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. The collective investment scheme may borrow up to 10% of the market value of the portfolio to bridge insufficient liquidity. The Manager does not provide any guarantee, either with respect to the capital or the return of a portfolio.

Foreign securities within portfolios may have additional material risks, depending on the specific risks affecting that country, such as: potential constraints on liquidity and the repatriation of funds; macroeconomic risks; political risks; foreign exchange risks; tax risks; settlement risks; and potential limitations on the availability of market information. Fluctuations or movements in exchange rates may cause the value of underlying international investments to go up or down. Investors are reminded that an investment in a currency other than their own may expose them to a foreign exchange risk.

Different classes of participatory interests (units) apply to these portfolios and are subject to different fees and charges. Performance fees are not charged on these portfolios. A schedule of fees and charges and maximum commissions is available on request from the manager, or is available on the website: <https://sa.investmentsolutions.co.za/Products-Services/Individual-Investments-Unit-Trust-Fees>. Prices are published daily in the Business Report (South Africa's National Financial Daily) and are made available on our website: <https://sa.investmentsolutions.co.za/Download-Centre/Daily-Unit-Prices>. The portfolio valuation time is the end of the day using the latest available prices at close of business, and the transaction cut-off is 13h00.

You can obtain additional information on the proposed investment, free of charge, from brochures, application forms and the annual report and any half-yearly report, which are available on our website <https://sa.investmentsolutions.co.za/Products-Services/Individual-Investments-Unit-Trust-Forms>. The complaints policy and procedure, and the conflicts of interest management policy are available on our website <https://sa.investmentsolutions.co.za/Risk-Compliance/Corporate-Governance>. Associates of the Manager may be invested within certain portfolios, and the details thereof are available from the Manager.

Associates of the Manager may be invested within certain portfolios, and the details thereof are available from the Manager. Yields for the bond and income portfolios are historic and are calculated quarterly.

The Manager has the right to close certain portfolios to new investors, in order to manage them more efficiently, in accordance with its mandate.

## **The Manager's details are:**

INVESTMENT SOLUTIONS UNIT TRUSTS LIMITED

Registration number: 2001/015776/06, Physical address: 115 West Street, Sandown, 2196. Postal address: PO Box 786055, Sandton, 2146. Telephone number: + 27 11 505 6000. E-mail address: [investmentsolutions@ishltd.co.za](mailto:investmentsolutions@ishltd.co.za).

Website: [www.investmentsolutions.co.za](http://www.investmentsolutions.co.za).

## **The Trustee's details are:**

FIRSTRAND BANK (acting through Rand Merchant Bank Custody & Trustee Services), Physical address: First Floor, No. 3 First Place, Bank City, Cnr Jeppe & Simmonds Street, Johannesburg, 2000, Telephone number: +27 (0) 87 736 1732.

The Manager and Trustee are registered and approved under the Collective Investment Schemes Control Act (No. 45 of 2002). Alexander Forbes Limited is a member of the Association for Savings and Investment SA.

## **The Investment Manager's details are:**

Investment Solutions Limited, Registration number: 1997/000595/06 is an authorised Financial Services Provider (FSP711) under the Financial Advisory and Intermediary Services Act (No. 37 of 2002), and is authorised to act in the capacity as investment manager. The address is the same as the Manager. 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

## (FOR FOREIGN PORTFOLIOS)

---

### **Investment Solutions (Jersey) Limited**

This document is for information purposes only and the information is not advice, as defined in the Financial Advisory and Intermediary Services Act No. 37 of 2002). This document does not form part of the Investment Solutions Strategic Global Fund (the "Fund") Prospectus, and is not an invitation to subscribe for participatory interests (units) in the Fund or in any of its Class Funds. The prospectus is available on request from Investment Solutions (Jersey) Limited (the Manager). The matters set out herein should not be relied on for the purposes of making an investment in the Fund. The Fund is an open-ended collective investment scheme, which was established in Jersey on 28 April 1997 as an unclassified fund. Unclassified funds are not covered by the Compensation for Investors (Jersey) Regulations 1988. The Fund is an unregulated collective investment scheme in the UK and its promotion in the UK is restricted by the Financial Services Act 1986. The Investment Solutions Strategic Global Fund is a foreign collective investment scheme approved to solicit investments from members of the South African public, in terms of section 65 of the Collective Investment Schemes Control Act (No. 45 of 2002). At the time of publication, the information in this document was correct. However, the information is subject to change. South African Investors should review the Schedule of Similarities and Differences (the Schedule), reflecting the key differences and similarities between the regulations applicable to the Investment Solutions Strategic Global Fund, and those applicable to South African-registered collective investment schemes. The Schedule is available for inspection on <https://sa.investmentsolutions.co.za/Jersey/DownloadCentre/Information>.

### **General disclosures**

Collective investment schemes are generally medium to long-term investments. The value of participatory interests may go down as well as up. Past performance is not necessarily a guide to future performance. The Manager does not provide any guarantee, regarding the capital or the return of a portfolio. There is no assurance that the investment objectives of the Fund will actually be achieved. Collective investment schemes are traded at ruling prices and can engage in borrowing and scrip lending. Collective investment schemes may borrow up to 10% of the net asset value of the Class Fund to bridge insufficient liquidity. The Manager is allowed to lend out the underlying assets of a collective investment scheme. Forward pricing is used.

### **Specific disclosures**

A Class Fund that is a fund of funds invests in portfolios of collective investment schemes that levy their own charges, which could result in a higher fee structure for the fund of funds. A Class Fund that is a feeder fund invests in a single portfolio of a collective investment scheme, which levies its own charges and which could result in a higher fee structure for the feeder fund.

Foreign securities within portfolios may have additional material risks, depending on the specific risks affecting that country, such as: potential constraints on liquidity and the repatriation of funds; macroeconomic risks; political risks; foreign exchange-risks; tax risks; settlement risks; and potential limitations on the availability of market information. Fluctuations or movements in exchange rates may cause the value of underlying international investments to go up or down. An investment in a currency other than your own may expose you to a foreign-exchange risk. This Class Fund is an accumulation fund and does not distribute income.

You can obtain additional information on the proposed investment free of charge from the Fund Prospectus, application form and the annual report and any half-yearly report available on our website: <https://sa.investmentsolutions.co.za/Jersey/DownloadCentre>.

Prices are published daily on our website: <https://sa.investmentsolutions.co.za/Jersey/DownloadCentre/DailyUnitPrices>.

### **Valuation and cut-off times**

The Valuation Point is close of business in all financial markets on the Subscription Day. The Subscription Price will be available at 16h30 Jersey time on the following Subscription Day. The Manager must receive correctly completed application forms and notification of deposits before 11h00 Jersey time for the investment instruction to be carried out on that day. If received after the applicable cut-off times, the Manager will invest the money at the Unit Price of the next day. The 11h00 cut-off time also applies to disinvestments and switches.

### **Manager Details**

Investment Solutions (Jersey) Limited. Registration number: 67439. Physical address: 2-6 Church Street, St Helier, JE3 2NN, Jersey, Channel Islands. Telephone number: +44 (0) 1534 837 837. Fax number:

+44 (0) 1534 837888. E-mail address: [isjl@aforbes.co.je](mailto:isjl@aforbes.co.je). Website: <https://sa.investmentsolutions.co.za/Jersey>. The Manager is regulated by the Jersey Financial Services Commission for the conduct of fund services business.

### **Investment Adviser and Fund Administrator Details**

Investment Solutions Limited, Registration number: 1997/000595/06. Physical address: 115 West Street, Sandown, 2196. Telephone number: +27 (11) 505 6000. Fax number: +27 (11) 263 1555.

Website: <https://sa.investmentsolutions.co.za>. Investment Solutions Limited is an authorised Financial Services Provider (FSP711) under the Financial Advisory and Intermediary Services Act (No. 37 of 2002) and is a subsidiary of Alexander Forbes Limited, which is a member of the Association for Savings and Investments South Africa (ASISA).

### **Trustee Details**

BNP Paribas Securities Services Trust Company (Jersey) Limited, Liberte House, 19-23 La Motte Street, St Helier, JE2 4SY, Jersey, Channel Islands. Telephone number: +44 (0) 1534 813 800.

Fax number: +44 (0) 1534 849 318. The Trustee is regulated by the Jersey Financial Services Commission for the conduct of fund services business. The complaints policy and procedure, and the conflicts of interest management policy are available on our website:

[www.investmentsolutions.co.za/Risk-Compliance/Corporate-Governance](https://www.investmentsolutions.co.za/Risk-Compliance/Corporate-Governance). Associates of the Manager may be invested with certain portfolios, and the details thereof are available from the Manager.

## **JOHANNESBURG, SOUTH AFRICA**

115 West Street, Sandown, 2196, RSA

PO Box 786055, Sandton, 2146, RSA

**T:** +27 (0)11 505 6000

**F:** +27 (0)11 263 1001 (Institutional Investors)

## **SOUTH AFRICAN PRIVATE INVESTORS**

Please contact your financial adviser or  
Investment Solutions Client Interaction Centre  
on **0860 333 316**



@InvestmentSolZA



Investment Solutions (South Africa)



Investment Solutions (South Africa)

**[www.investmentsolutions.co.za](http://www.investmentsolutions.co.za)**

Investment Solutions Limited is a licensed financial services provider in terms of Section 8 of the Financial Advisory and Intermediary Services Act, 37 of 2002, as amended, FAIS licence number 711. Investment Solutions does not guarantee this product. This information is not advice as defined and contemplated in the Financial Advisory and Intermediary Services Act, 37 of 2002, as amended. Company registration number 1997/000595/06. Pension Fund Administrator number 24/217. Long Term Insurance Act number 00018/001. You can find the complaints policy and conflict of interest management policy on the Investment Solutions website [www.investmentsolutions.co.za](http://www.investmentsolutions.co.za)