

The World of ETFs: Diversification, Transparency, Low Cost and Access to All Asset Classes

FSP Invest
Protect & Prosper Symposium
20th October 2012

Mike Brown
Managing Director
etfSA.co.za

The Home of Exchange Traded Funds[®]



Agenda

- What are Exchange Traded Products (ETPs)?
- Why you should be using them.
- Advantages of ETPs.
- Types of ETPs available.
- Managing Portfolios of ETPs.
- Learn more about ETPs.
- How to invest in ETPs.

Continued/...

The Home of Exchange Traded Funds[®]



What Are Exchange Traded Products (ETPs)?

- They are securities listed and traded on the JSE just like any other listed product.

Continued/...

The Home of Exchange Traded Funds[®]



What Are Exchange Traded Products (ETPs)?

Prices from "The Star" newspaper (3 Oct 2012)

PLATINUM & PRECIOUS METALS				TRAVEL & LEISURE														
AMPLATS	40800	42400	40131	-1625	-26.4	0.5	101.5	398019	9	9	9	-72.7	-0.2	48613	AFDAWN			
AQUARIUS	589	605	580	+15	-75.9	-	-2.3	619143	CITYLDG	9500	9900	9391	+190	51.8	2.6	23.1	28916	AH-VEST
ATLATS	175				-61.0	-	7.7		COMAIR	142	142	142	-	-29.4	-	37.4	8000	ALERT
BAUBA	125				-44.4	-	17.9		CULINAN	110			-	37.5	0.9	25.2		ALLIANCE
FASTPLATS	155	174							DON	17	17	17	-	-32.0	-	-1.1	105562	ANSYS
IMPLATS	13950	14150														25.9	67528	B&W
JUBILEE	122	125														-1.4		BEIGE
LONMIN	7454	7671														9.6		BEIGE PREF
NORTHAM	2929	3039														17.1	14090	BIOSCI
PLATFIELD	4	5														12.6	43284	BLACKSTAR
RBPLAT	4750	4775														14.3	337613	BLUE
WESIZWE	82	89														87.8		BRIKOR
CONSTRUCTION & MATERIALS				EXCHANGE TRADED FUNDS														
AFRIMAT	749	749							BBEWT40	3926	3936	3936	+14	18.8	2.6	-	100	BSI STEEL
AGI	2								BE GREEN	1557	1556	1556	+4	-	1.0	-	1400	CHEMSPEC
AVENG	3148	3170							DBX JAPAN	479	488	485	+5	-0.6	1.2	-	40000	CHROMETCO
BASREAD	862	873							DBX USA	1155	1164	1150	-2	30.7	0.6	-	58844	DIAMONDCP
CALGRO M3	474	475							DBX WORLD	1107	1118	1100	+3	23.7	1.2	-	63278	ERBACON
CERAMIC	13000								DBXEURO50	2723	2740	2703	+30	14.7	2.1	-	59518	FINBOND
DAWN	640	650							DBXFT100	7855	7860	7838	+25	22.3	2.6	-	12807	FONEWORX
ESORFRANK	135	135							MAPPS GRO	1307			+3	22.0	0.4	-		GOODERSON
GROUP S	2700	2700							MAPPS PRO	2497			+4	19.2	0.3	-	240	HARDWARE
KAYDAV	72								NEW RAND	2691	2687	2686	+4	19.0	-	-	2103	HUGE
M&R HLD	2234	2234							NEWFEQMOM	1801			+27	-	-	-		IMBALIE
MASNITE	3990								NEWFNGOVI	4215			+21	-	-	-		INTEWASTE
MAZOR	150								NEWFNILBI	5084			+3	-	-	-		IPSA
PPC	2883	2900							NEWFNILBI	5084			+3	-	-	-		IQUAD
PROTECH	45	48							NEWFNISWIX	946			+3	-	1.0	-	105	ISA
RAUBEX	1586	1587							NEWFTRACI	1684			+1	-	-	-		KIBO
SANYATI	21								NEWGOLD	14425	14500	14375	-45	17.1	-	-	127037	LONRHO
SEAKAY	1	1							NEWSA	3594			+7	24.8	1.4	-	9	MAS
STEFSTOCK	1050	1058							PREFEX	1095	1093	1093	+1	-	1.0	-	45	MINERESI
WBHO	13960	14184							PROXSAPY	4825	4850	4800	-5	28.8	1.5	-	220	MONEYWB
GENERAL INDUSTRIALS																		
ARGENT	645	645							PROPXTEN	1402	1410	1405	-5	27.5	5.5	-	12270	MSHOLDING
ASTRAPAK	680	680							RAEFIFM	2065	2065	2065	+34	20.1	1.2	-	8.5	MUVONI

Continued/...

The Home of Exchange Traded Funds®



What Are Exchange Traded Products (ETPs)?

- They offer access to a **basket or portfolio** of listed companies and **not** just a **single company**.
- The portfolios either:
 - Track an index of shares or bonds, or
 - They offer the return of an asset class or bundle of shares.

What is An Index?

Index Weights – Basket of Constituents (as at October 2012) FTSE/JSE Top 40 Index

	Market Cap Weighted (%)	Equally Weighted (%)		Market Cap Weighted (%)	Equally Weighted (%)
Absa Group Limited	1,16	2,5	Capital Shop Centres Grp	0,68	2,5
African Rainbow Minerals	0,31	2,5	Compagnie Fin Richemont	6,34	2,5
Anglo Platinum Ltd	0,74	2,5	Exxaro Resources Ltd	0,52	2,5
Anglo American Plc	8,06	2,5	Firststrand Ltd	2,77	2,5
Anglo Gold Ashanti Ltd	2,52	2,5	Gold Fields Ltd	1,79	2,5
Aspen Pharmacare Hldgs	1,15	2,5	Growthpoint Properties Ltd	1,01	2,5
Assore Ltd	0,32	2,5	Harmony Gold Mining Co	0,67	2,5
BHP Billiton Plc	13,04	2,5	Impala Platinum Holdings	2,02	2,5
Bidvest Group Ltd	1,57	2,5	Imperial	0,90	2,5
British American Tobacco	2,3	2,5	Investec Ltd	0,34	2,5

What is An Index? (continued)

Index Weights – Basket of Constituents (as at October 2012) FTSE/JSE Top 40 Index

	Market Cap Weighted (%)	Equally Weighted (%)		Market Cap Weighted (%)	Equally Weighted (%)
Investec Plc	0,75	2,5	RMB Holdings Ltd	0,92	2,5
Kumba Iron Ore Ltd	1,07	2,5	SABMiller Plc	10,82	2,5
Massmart	0,42	2,5	Sanlam Ltd	1,65	2,5
Mondi Ltd	0,23	2,5	Sasol Ltd	5,50	2,5
Mondi Plc	0,72	2,5	Shoprite Holdings Ltd	2,30	2,5
Mr Price Group Ltd	0,78	2,5	Standard Bank Group Ltd	3,85	2,5
MTN Group	6,77	2,5	Steinhoff International Hldg	1,09	2,5
Naspers Ltd -N-	5,07	2,5	Tiger Brands Ltd	0,91	2,5
Nedbank Group Ltd	1,08	2,5	Truworths	1,04	2,5
Old Mutual Plc	2,70	2,5	Vodacom Group	1,07	2,5
Remgro Ltd	1,52	2,5	Woolworths Holdings Ltd	1,23	2,5

What Are Exchange Traded Products (ETPs)? (continued)

- They are **passive** investments – they merely replicate the performance of an index or basket of shares.
- Unlike **active** investments – where the asset manager attempts to outperform the index or market benchmark performance.

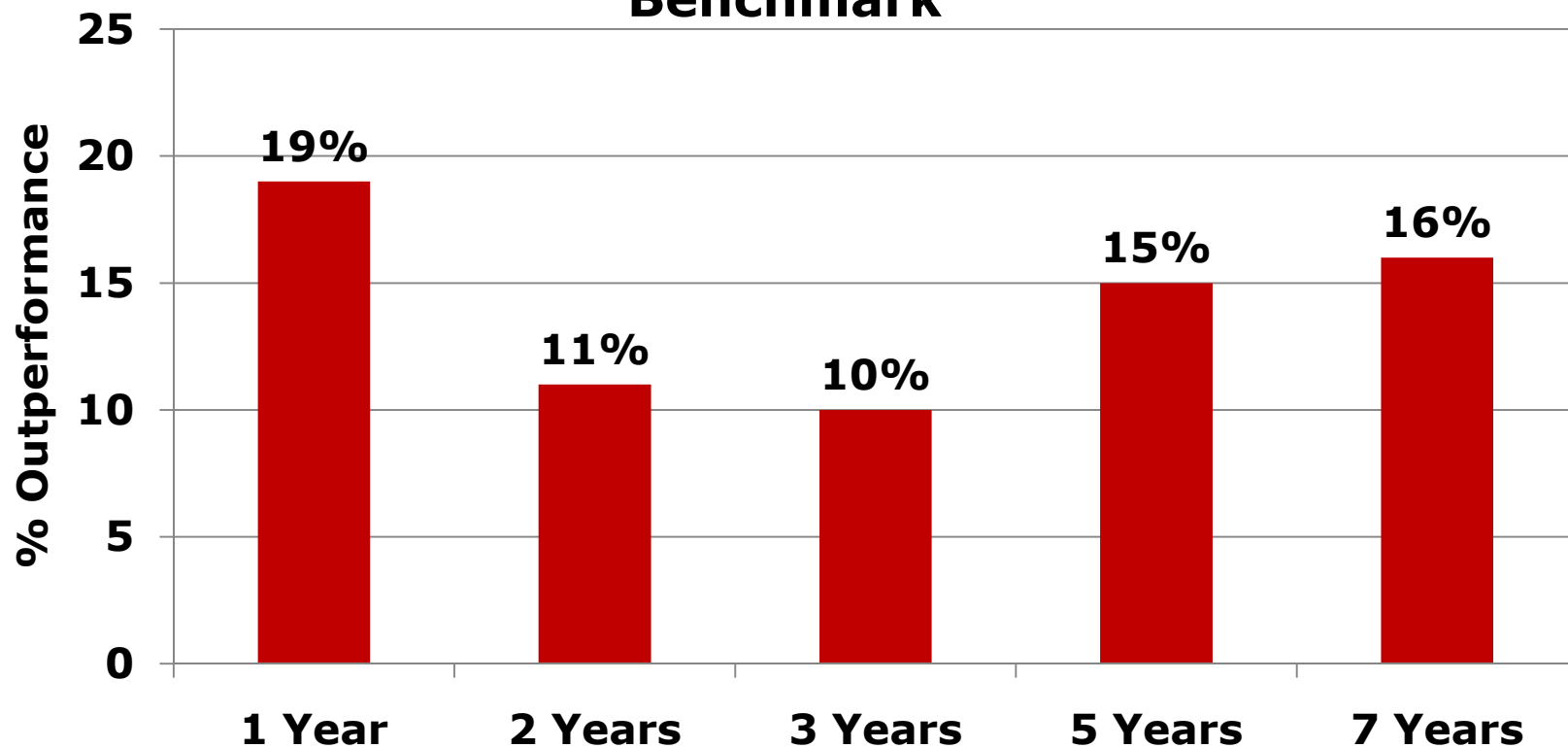
Continued/...

The Home of Exchange Traded Funds®



Why You Should Be Using ETFs/ETNs

Unit Trusts Beating the FTSE/JSE SWIX Index Benchmark



Source: "The Quest for Alpha" - D Wessels - DRW Investment Research (June 2012)

The Home of Exchange Traded Funds[®]



Why Buy An Index Tracker?

- You buy one ETF and own a whole portfolio of index shares:
 - Reduce your risk by diversifying your portfolio
 - Enhance performance potential
 - Lower your costs – you only pay brokerage and JSE costs once, not for every share in the portfolio.
- So you own say 40 shares but you only pay to buy one share.

Types of Exchange Traded Products:

1) Exchange Traded Funds (ETFs)

- Tracks an index
- The Stock Exchange selects the index shares.
- The ETF replicates the index portfolio by owning the index constituents in exactly the weighting stipulated by the Stock Exchange.
- Are Collective Investment Schemes
- Physically hold all index constituent shares in a **Trust**, which is insolvency remote and managed by an independent **Trustee**.
- Effectively are unit trusts listed on the JSE.

Types of Exchange Traded Products:

2) Exchange Traded Notes (ETNs)

- Typically provide the Total Returns of an Asset or Asset Class that can be accessed more efficiently through a futures or forward contract.
- ETNs often provide exposure to assets not otherwise easily accessible, i.e. commodities, currencies, asset baskets.
- The issuer of the ETN has the obligation to provide the total return of the asset tracked by the ETN.
- This obligation effectively makes ETNs debt instruments and therefore the creditworthiness of the issuer has to be taken into account.
- ETNs are securities traded on the JSE, but are not Collective Investment Schemes.

What Are The Advantages of ETPs?

Complete Transparency

- Listed on the JSE, pricing is done on the market and is know to every investor.
- Underlying portfolio is published daily.
- Settlement, trading, registration, transfer done through JSE/STRATE – fully centralised electronic, failsafe and cost effective.

Instant Liquidity & Tradeability

- ETPs are like normal shares. Can be bought or sold at any time through the JSE
- Market makers and open-ended structures cater for large trades.

Passive Investments

- An index always contains the premium shares/assets in the market.
- Index measures the average performance (BETA) of the market.

Continued/...

What Are The Advantages of ETFs?

(Continued)

Diversification

Diversified portfolio.

- Provides full exposure to blue chip shares/ assets.
- Reduces risk/volatility.
- Ensures benchmark performance.
- Can be easily hedged.

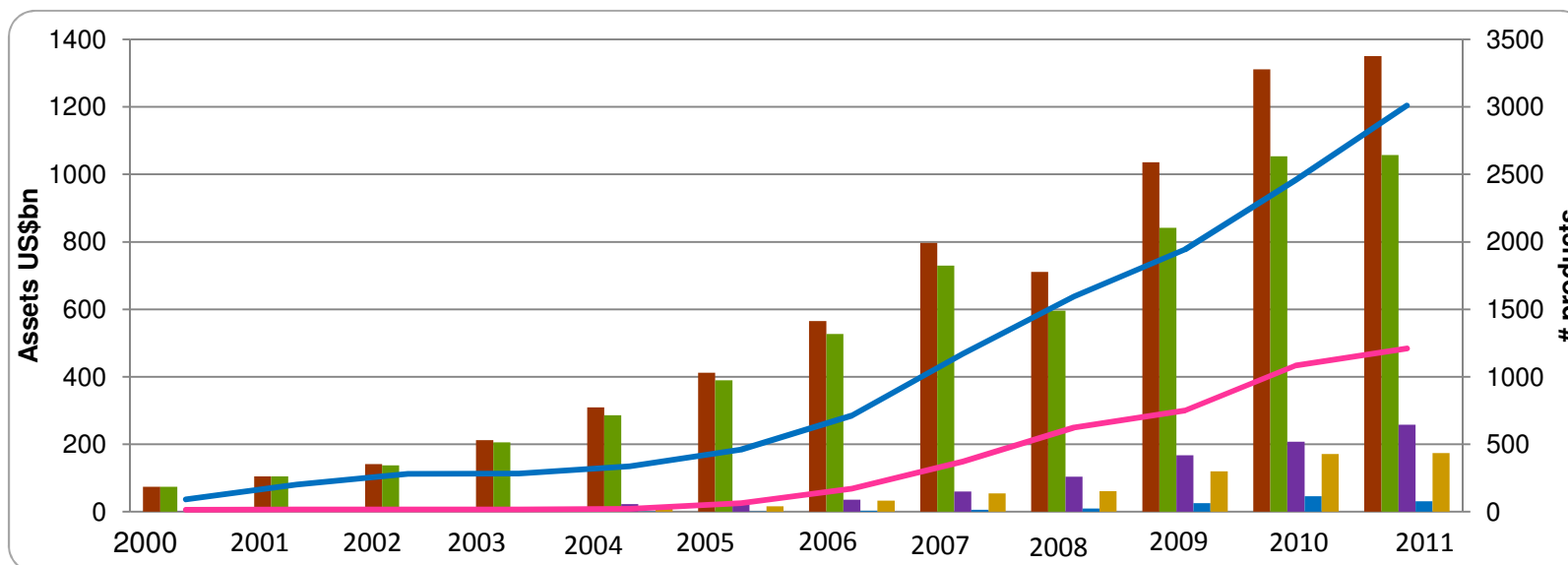
Very Cost Efficient

- Average costs one-third of unit trusts.

Total Expense Ratios (TERs)

ETFs	Basis Points	
BIPS Top 40	0,21	(0,21%)
Stanlib Top 40	0,19	(0,19%)
BettaBeta EWT 40	0,39	(0,39%)
Satrix 40	0,45	(0,45%)
Average of all local ETFs	0,55	(0,55%)
Unit Trusts		
Average General Equity Funds	1,62	(1,62%)
Average Value Funds	1,75	(1,75%)
Average Growth Funds	1,54	(1,54%)
<ul style="list-style-type: none"> ▪ <i>Total Expense Ratios (TERs) measures the cost (annualised) of providing the product.</i> ▪ <i>TER is included in the price of the product.</i> <p><i>Source: ASISA – Quarterly Unit Trust Survey (June 2012).</i></p>		

Global Exchange Traded Products Industry



Assets (US\$bn)	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
ETF total	74.3	104.8	141.6	212	309.8	412.1	565.6	796.7	711.1	1036	1311.3	1350.9
ETF equity	74.3	104.7	137.5	205.9	286.3	389.6	526.5	729.9	596.4	841.6	1053.8	1057.4
ETF fixed income	0.1	0.1	4	5.8	23.1	21.3	35.8	59.9	104	167	207.3	257.7
ETF commodity	-	0	0.1	0.3	0.5	1.2	3.4	6.3	10	25.6	45.7	31.1
Other ETPs total	5.1	3.9	4.1	6.3	9.3	15.9	32.5	54.6	61.2	119.7	171.3	173.5
# ETFs	92	202	280	282	336	461	713	1170	1595	1944	2460	3011
# Other ETPs	14	17	17	18	21	63	170	371	625	750	1083	1210

Source: BlackRock ETF Landscape Annual Review (Jan 2012)

The Home of Exchange Traded Funds[®]



South African ETP Industry

Summary Market Capitalisation ETFs/ETNs

(R million)

A) Market Cap (Rmillions)	2006	2007	2008	2009	2010	2011	June 2012	Sept 2012
Exchange Traded Funds (ETFs)	11 966	12 561	16 444	27 503	32 832	35 414	36 472	40 345
Exchange Traded Notes (ETNs)	-	-	-	-	465	3 398	3 719	4 228
Total	11 966	12 561	16 444	27 503	33 297	38 812	40 191	44 573
B) Number of Products	2006	2007	2008	2009	2010	2011	June 2012	Sept 2012
Exchange Traded Funds (ETFs)	9	10	17	23	26	30	37	38
Exchange Traded Notes (ETNs)	-	-	-	-	4	16	20	20
Total	9	10	17	23	30	46	57	58
Notes	<i>End of period Source: JSE/etfSA.co.za</i>							

The Home of Exchange Traded Funds®



Types of ETPs Available in the South African Market

Exposure	Provides	Product	
Overall Market Performance (BETA)	Access to average JSE market performance	<ul style="list-style-type: none"> • RMB 40 • Satrix 40 • Satrix SWIX Top 40 • BettaBeta EWT 40 	<ul style="list-style-type: none"> • Stanlib Top 40 • Stanlib SWIX Top 40 • NewFunds SWIX 40
Sectoral Performance	Access to different sectors of the JSE	<ul style="list-style-type: none"> • Satrix INDI 25 • Satrix FINI 15 • Satrix RESI 10 	<ul style="list-style-type: none"> • RMB MidCap
Bonds	Access to Government bonds Access to the listed preference shares	<ul style="list-style-type: none"> • Investec zGOVI • RMB Inflation-X • Prefex 	<ul style="list-style-type: none"> • NewFunds GOVI • NewFunds ILBI
Property	Exposure to the commercial property sector of the JSE	<ul style="list-style-type: none"> • Proptrax SAPY • Proptrax TEN 	
"Style" or "Thematic" (ALPHA)	Based on an investment strategy	<ul style="list-style-type: none"> • NewFunds Shariah Top 40 • NewFunds NewSA • NewFunds NewRand 	<ul style="list-style-type: none"> • Satrix DIVI • NewFunds Equity Momentum
"Balanced" ETFs	Mix of bonds, equities and cash to provide exposure to a basket of asset classes	<ul style="list-style-type: none"> • NewFunds MAPPS Protect • NewFunds MAPPS Growth 	

Continued/...

The Home of Exchange Traded Funds[®]



Types of ETPs Available in the South African Market (continued)

Exposure	Provides	Product
Offshore (Foreign) markets	Investment in overseas indices in both developed and emerging markets	<ul style="list-style-type: none"> • DBX Tracker EuroStoxx50 ETF • DBX Tracker FTSE 100 ETF • DBX Tracker Japan MSCI ETF • DBX Tracker USA MSCI ETF • DBX Tracker World MSCI ETF • DBX China ETN • DBX Africa Top 50 ETN • DBX Emerging Markets ETN • Standard Bank Africa Equity ETN
"Value" Strategies	Looks to outperform the market average using fundamental analysis and technology	<ul style="list-style-type: none"> • Satrix RAFI 40 • NewFunds eRAFI Overall • NewFunds eRAFI INDI • NewFunds eRAFI FINI • NewFunds eRAFI RESI
Commodity Markets	Invests in physical commodity markets	<ul style="list-style-type: none"> • NewGold ETF – gold bullion • Standard Bank Gold-Linker ETN • Standard Bank Silver-Linker ETN • Standard Bank Platinum-Linker ETN • Standard Bank Palladium-Linker ETN • Standard Bank Commodity Basket ETN • Standard Bank Copper ETN • Standard Bank Corn ETN • Standard Bank Oil ETN • Standard Bank Wheat ETN
Money Market & High Income	Provides money market total return. Returns linked to prime interest rate	<ul style="list-style-type: none"> • NewFunds TRACI ETF • PrefEx
Currency	Invests in foreign currency deposits, provide pure "rand hedge"	<ul style="list-style-type: none"> • NewWave US Dollar ETN • NewWave UK Pound ETN • NewWave Euro ETN

Asset Allocation or Balanced ETF Portfolio

Asset Allocation ETF Portfolio				
Product	% of Portfolio	3 Year Total Return (% p.a.)	Asset Class	Asset Allocation
Satrix INDI 25	20%	25,91%	Domestic Equity	30%
Satrix DIVI Plus	10%	22,22%	Domestic Equity	
Proptrax SAPY	20%	24,52%	Property	20%
DBX MSCI USA	10%	16,84%	Foreign Equity	25%
DBX MSCI World	10%	11,74%	Foreign Equity	
NewGold	5%	22,45%	Commodities	
zShares GOVI	15%	11,05%	Bonds	25%
PrefEx	10%	10,13%	Interest Bearing	
	100%			

ETF Balanced Portfolio Compared With High Equity Weighted Asset Allocation Unit Trusts

Performance Comparison (Total Return with dividends reinvested)		
		3 Year (p.a.)
1)	Pro-Forma ETF Asset Allocation Portfolio (average TER 0,56%)	18,94%
2)	Asset Allocation Variable Equity Unit Trust Funds (88 funds) (average TER 1,97%)	
	Arithmetic average return	11,85%
	Highest Return	18,86%
	Lowest Return	4,77%
3)	Asset Allocation High Equity Unit Trust Funds (15 funds) (average TER 2,15%)	
	Arithmetic average return	13,76%
	Highest Return	16,00%
	Lowest Return	11,55%
4)	Asset Allocation Flexible Equity Unit Trust Funds (67 funds) (average TER 2,00%)	
	Arithmetic average return	13,77%
	Highest Return	29,34%
	Lowest Return	4,53%
<i>Source: ASISA Quarterly Unit Trust Survey (June2012).</i>		

Monthly ETP Performance Survey – September 2012

etfSA.co.za Monthly Performance Survey Best Performing Index Tracker Funds – 28 September 2012 (Total Return %)*

Fund Name	Type	5 Years (per annum)		Fund Name	Type	3 Years (per annum)
NewGold	ETF	22,79%		NewGold	ETF	25,47%
Prudential Property Enhanced	Unit Trust	14,99%		Prudential Property Enhanced Index Fund	Unit Trust	24,06%
Satrix INDI 25	ETF	14,17%		Satrix INDI 25	ETF	23,98%
Proptrax SAPY	ETF	13,41%		Proptrax SAPY	ETF	22,08%
		2 Years (per annum)				1 Year
Standard Bank Silver-Linker	ETN	36,31%		NewFunds eRAFI FINI 15	ETF	38,78%
NewGold	ETF	27,55%		Prudential Property Enhanced Index Fund	Unit Trust	36,36%
Standard Bank Gold-Linker	ETN	25,37%		Proptrax TEN	ETF	33,50%
Satrix INDI 25	ETF	23,39%		Proptrax SAPY	ETF	33,42%
DBX Tracker MSCI USA	ETF	22,57%		Standard Bank Platinum-Linker	ETN	32,60%
		6 Months				3 Months
Standard Bank Wheat-Linker	ETN	39,86%		NewWave Silver	ETN	31,08%
Standard Bank Corn-Linker	ETN	39,78%		Standard Bank Silver-Linker	ETN	28,94%
Proptrax SAPY	ETF	18,06%		NewWave Platinum	ETN	16,86%
				Standard Bank Platinum-Linker	ETN	16,30%

Source: Profile Media FundsData (28/09/2012)

* Includes reinvestment of dividends.

The full etfSA Performance Survey is available on www.etfSA.co.za

The Home of Exchange Traded Funds®



For More Information on ETFs/ETNs

Click on the "LEARN MORE" button



Navigation menu: About etfSA | ETFs | ETNs | How to Invest | **Learn More** | My Profile | Performance Data

Market data: 0.00 (0.00%) | ETF Property Index Tracker SAPY: 4590 ↓ -12.00 (-0.26%) | ETF Property Index Tracker Top Ten: 1360 ↑ 23.00
SW Carbon Credit Note: 10998 = 0.00 (0.00%) | SBR003 - Retail deposit note R100 denominations: 10138 = 0.00 (0.00%) |

Search: [] Search

You are here: Home | Education

etf Education

On this page you will find easy to understand general information about ETF's.

To view presentations about ETF's click [here](#).

To view a brief description of the different types of ETFs click [here](#).

What are ETF's?
An Exchange Traded Fund (ETF) is an investment vehicle which provides an investor with direct access to a basket of shares traded on stock exchanges such as the Johannesburg Stock Exchange (JSE) with the convenience of trading in a single security. Most ETFs track an index, such as the FTSE/JSE Top 40. ETFs are attractive as investments because of their low costs (Total Expense Ratio TER) and the ability to purchase them like a normal exchange listed security. An ETF combines the diversified portfolio of a unit trust investment with the tradability features of a listed security allowing it to be bought or sold at the end of each trading day at the market ruling price.

How can ETF's benefit me?
Buying a basket of shares (an ETF) is less risky than buying a single listed company as the diversification and spread of investments reduces the risk exposure. ETFs typically track an index of the most liquid shares on the stockmarket. Indices are regularly rebalanced by the Johannesburg Stock Exchange (JSE) to ensure that they reflect the

ETF Education page:

Continued/...

The Home of Exchange Traded Funds®



For More Information on ETFs/ETNs (continued)

March 2012 15:21 ETF BetaBeta Equally Weighted Top 40 Portfolio: 3749 \uparrow 0.00 (0.00%) | ETF BetaBeta Green: 1489 \uparrow 0.00 (

March 2012 15:21 ETN - Deutsche Bank AG: 1 \uparrow 0.00 (0.00%) | ETN - Deutsche Bank MSCI Africa Capped 50 TRI: 6032 \uparrow 0.00 (0

Presentations
page:

Search

You are here ▶ [Home](#) | [Presentations](#)

Capital announces a drop in management fees its ETFs

Global Lists New Exchange Funds

Investment "Making ETFs the Core Investment Plans" – March

Retail Bonds in South Africa

SA.co.za SA ETF, ETN & Structured Product Survey (Jan)

Investor clubs / stokvels

Presentations

On this page you are able to view easy to understand presentations about ETF's.

To view additional information about ETF's [click here](#)

2011

- [JSE MyShare Investment Day presentation - "ETFs 101" ▶ 22 October 2011](#) [190kb]
- [What are ETFs?](#) [50kb]
- [What are the Advantages of ETFs?](#) [49kb]
- [What can ETFs do for my Investment Portfolio?](#) [10.1kb]
- [Using ETFs in Portfolio Management](#) [42kb]
- [Global Development of the ETF Market](#) [88kb]

2010

The New World of ETFs - November 2010 presentations:

- [Nedbank Capital – BetaBeta Retail presentation – Nernia Visser](#) [494kb]
- [etfSA - Exchange Traded Funds presentation – Mike Brown](#) [220kb]

RMB Exchange Traded Notes



For More Information on ETFs/ETNs

Click on the "ETF or ETN" button



Satrix INDI Portfolio
Domestic--Equity--Industrial

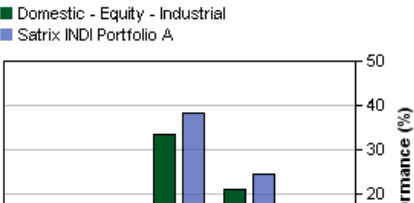
Focus and Objective

The Satrix INDI is an Exchange Traded Fund (ETF) listed on the JSE. The Satrix INDI aims to give investors the performance of the FTSE/JSE Industrial index. The Satrix INDI provides the opportunity to invest in the top 25 shares, measured by their market capitalisation, in the industrial sector. The Satrix INDI tracks the FTSE/JSE INDI25 index, as closely as possible. Dividends received from these companies are also paid out quarterly - net of costs.

Management

Satrix Securities
This fund is managed by Satrix Managers (Pty) Ltd.

Comparative Performance - A Class

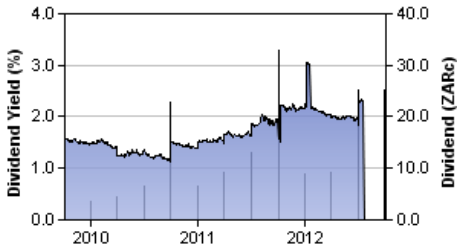


Technical Overview

FORMATION DATE:	15 Feb 2002
BENCHMARK:	FTSE/JSE INDI25 (J211)
HOLDINGS:	26
UNIT HOLDERS:	8 293
ORIGINAL PRICE:	705
PRICING SYSTEM:	Forward
INCOME DECL:	31/03,30/06,30/09,31/12
MINIMUM LUMP SUM:	R1 000
MINIMUM MONTHLY:	R300
RISK RATING:	High

Dividend Yield A Class

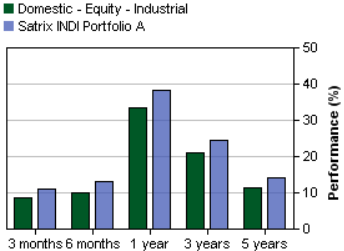
Vertical lines represent dividends.



Management

Satrix Securities
This fund is managed by Satrix Managers (Pty) Ltd.

Comparative Performance - A Class



Dividend Yield A Class

Vertical lines represent dividends.



Dividend History - A Class (last 3 years)

30 SEP 2012	25.08c
30 JUN 2012	25.08c
31 MAR 2012	9.07c
31 DEC 2011	8.95c
30 SEP 2011	33.03c
30 JUN 2011	13.18c
31 MAR 2011	9.27c
31 DEC 2010	6.63c
30 SEP 2010	22.87c
30 JUN 2010	6.45c
31 MAR 2010	4.51c
31 DEC 2009	3.59c
30 SEP 2009	13.73c
30 JUN 2009	6.42c
31 MAR 2009	8.16c

Profile page:

Continued/...

For More Information on ETFs/ETNs

(continued)

Fees	
TER, CLASS-A (30 JUN 2012):	0.46%
PERF FEE TER, CLASS-A (30 JUN 2012):	0%
ANNUAL, CLASS-A:	0.8% (Satrix Investment plan)

PERFORMANCE, CLASS-A: 0.45% - 0.80% PER ANNUM DEPENDING ON THE SIZE OF THE INVESTMENT. ONLY APPLICABLE IF PURCHASED THROUGH THE INVESTMENT PLAN.

Top Holdings on 30 Jun 2012

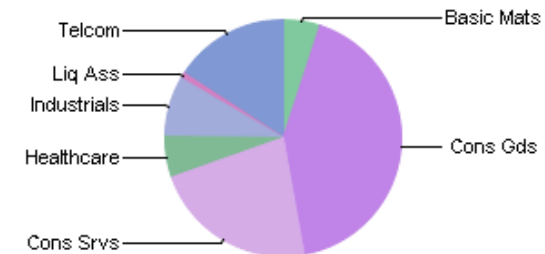
SHARE	No Units	Value (Rm)	% of Fund
SABMILLER	457 656	150.98	21.20%
MTN GROUP	690 771	97.34	13.67%
RICHEMONT	1 914 857	85.86	12.05%
NASPERS-N	150 603	65.51	9.20%
BATS	81 750	34.38	4.83%
Totals		434.07	60.94%

Asset Allocation



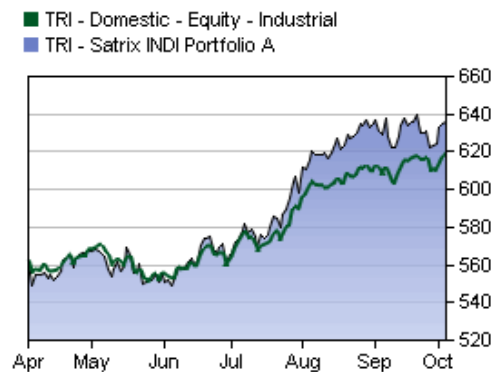
F. Bonds	- 0.00%
F. Cash	- 0.00%
F. Equity	- 0.00%
F. Property	- 0.00%
SA Bonds	- 0.00%
SA Cash	- 0.82%
SA Equity	- 99.18%
SA Property	- 0.00%

Sectoral Breakdown



Satrix INDI Portfolio - A Class

PRICE - A CLASS



Latest NAV 03 Oct 2012 **3 644.98c**
NAV on 03 Apr 2012 **3 248.45c**

PERFORMANCE TO 3 OCT 2012

R1 000 LUMP SUM (NAV-NAV INCL. DIVIDENDS)

PERIOD	Return	Value(R)	Inflation(R)
3 MONTHS	11.08%	1 110.80	1 006.40
6 MONTHS	13.07%	1 130.70	1 013.80
1 YEAR	38.29%	1 382.90	1 047.80
3 YEARS	24.39%	1 924.80	1 142.70
5 YEARS	14.04%	1 929.00	1 351.70
10 YEARS	22.34%	7 510.10	1 733.90

R100 PER MONTH (NAV-NAV INCL. DIVIDENDS)

PERIOD	Return	Value(R)	Inflation(R)
3 MONTHS	2.04%	304.10	303.23
6 MONTHS	12.07%	643.69	n/a
1 YEAR	25.72%	1 381.06	n/a
3 YEARS	22.01%	5 129.37	n/a
5 YEARS	19.81%	10 288.14	n/a
10 YEARS	19.97%	38 149.82	n/a

* VALUES FOR PERIODS GREATER THAN ONE YEAR ARE ANNUALISED

The Home of Exchange Traded Funds®



How To Invest In ETFs/ETNs

Through Stockbrokers	Through Investment Plans (etfSA.co.za)
<ul style="list-style-type: none"> • Minimum investment amounts often apply. 	<ul style="list-style-type: none"> • R1000 lump sum.
<ul style="list-style-type: none"> • No debit orders. 	<ul style="list-style-type: none"> • R300 debit order.
<ul style="list-style-type: none"> • Brokerage minimum charge R85-R125 per transaction. 	<ul style="list-style-type: none"> • Brokerage 0,1% of investment value.
<ul style="list-style-type: none"> • Annual custodian fees – R600-R700. 	<ul style="list-style-type: none"> • Included in annual management fee (0,45% to 0,8%).
<ul style="list-style-type: none"> • Advisory fees 1% per annum. 	<ul style="list-style-type: none"> • n/a

How to Invest

Click on the "Learn More button, then **"How to Invest"**

You are here ▶ Home | How to invest

etf How to invest

Invest now in the **etfSA Investor Scheme™** from as little as **R300 per month** or from **R1000** for once-off lump sum amounts in all the ETFs in South Africa.

Low annual costs cover all administration, registration, custodianship, reinvestment of dividends, statements, etc. **Only 0,45% to 0,8% per annum** (depending on size of investment).

All transactions (buy, sell, transfers and switches) can be done online, or by downloading the application form.

Please select an option by clicking on a link below:

- ➔ [Apply Online](#)
- ➔ [Download Application Form](#)

Investors can transact (buy, sell, switch, transfer, etc.) on any of the ETF products listed on this website through the "etfSA Investor Scheme™". Investors who utilize the etfSA Investor Scheme™ for transaction in ETFs are and remain the clients of etfSA.co.za. etfSA.co.za will protect the privacy and respect the confidentiality rights of its clients at all times. etfSA.co.za is owned and managed by Mike Brown Consulting Services (a registered Financial Services Provider FSP No. 39217). etfSA.co.za, its logo and slogan are registered trademarks.

The Home of Exchange Traded Funds®



The Advantages of Using an Investment Platform for ETPs

- Will accept investments from R1000.
- Will process debit orders from R300 per month.
- Automatically reinvests dividends four times a year.
- Administration fee (0,4% - 0,8% p.a.) is administered over 12 months and covers all transactions over that period.
- Will facilitate third party investments
- Specialise in ETPs only.

Visit www.etfsa.co.za

Contact details

Website	www.etfsa.co.za – fully internet based
etfSA Call Centre	0861 383 721 (0861 ETFSA1) queries@etfsa.co.za
etfSA Management	Tel: 011 561 6653 Fax: 011 388 4674 info@etfsa.co.za

Terms and conditions: Redistribution, reproduction, the resale or transmission to any third party of the contents of this article and this website, whether by email, newsletter, internet or website, is only possible with the written permission of etfSA. etfSA, its sponsors, administrators, contributors and product providers disclaim any liability for any loss, damage, or expense that might occur from the use of or reliance on the data and services provided through this website. etfSA.co.za is the registered trading name of M F Brown, an authorised Financial Services Provider (FSP No 39217). Professional Indemnity Insurance is maintained.

The Home of Exchange Traded Funds[®]

