

# Discovery Escalator - Discovery Equity Fund

Minimum Disclosure Document

31 March 2025



## Fund Detail

Investment manager	Discovery Life Limited and Deutsche Bank
Launch date	05 November 2007
Fund size	R9 351 483
TRI price	204.16c
Protection level (based on TRI)	168.18c
Income declaration	Rolled up within unit price
Annual protector premium <sup>1</sup>	0.50%
Performance fee	None
TER (including protector premium)	2.15%
Transaction cost	0.37%
Total investment charges (TIC)	2.52%
ISIN	DE000DB7AVB2

### Notes

1. The premiums quoted above exclude the underlying investment manager charges.

## Fund Profile and Strategy

The Discovery Escalator Funds are investment portfolios underlying the investment linked insurance policies issued, or underwritten, by Discovery Life Limited, which have a unique structure that provides investors with protection against downward market movements as well as unlimited growth potential in rising markets. The protection level on each Escalator unit is at least 80% of the highest value the Escalator unit price has ever reached.

Discovery Life holds equity linked notes for the purposes of matching each policy with the correct underlying investment. The guarantee is provided by Deutsche bank, not Discovery Life. This means that the policyholder bears the risk if Deutsche Bank is unable to meet the guarantee for any reason whatsoever.

The Discovery Escalator - Discovery Equity Fund is calculated with reference to an apportionment between the underlying Discovery Equity Fund Class A (where Discovery Life Collective Investments (Pty) Ltd is the CIS manager), cash, and a put option (which Discovery Life has bought from Deutsche Bank). The ratio between the assets is dynamically adjusted on a daily basis. As the unit price of the Discovery Equity Fund Class A increases the apportionment to this fund increases and vice versa. This rebalancing is done automatically based on a mathematically defined algorithm managed by Discovery Life and Deutsche Bank.

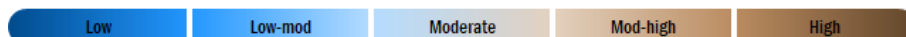
## Underlying Fund Investment Policy

The investment objective of the portfolio is to achieve long-term growth, comprising of both capital and income, primarily through investment in South African and foreign shares. The portfolio will have a blend of investments which may include larger, medium and smaller sized companies and will be unrestricted in its choice of companies either by size or industry. The portfolio will focus investment on stocks deemed by the manager to be high quality.

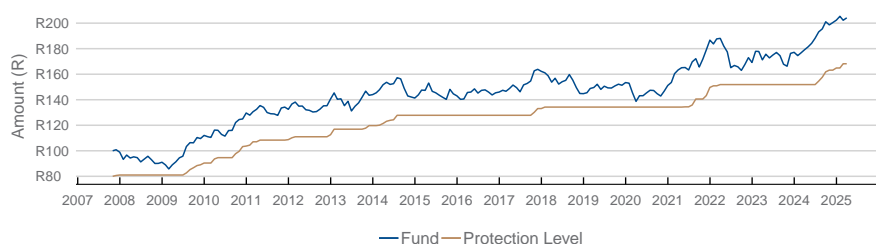
In order to achieve these objectives, the investments normally to be acquired for the portfolio will comprise a mixture of predominantly equity securities with a small percentage in assets in liquid form as allowed by the Act, and non-equity securities. The manager may also include listed and unlisted financial instruments, unlisted securities as permitted from time to time by the Act.

The portfolio may also include participatory interests or any other form of participation in portfolios of collective investment schemes or other similar schemes, as permitted by legislation.

## Risk Profile



## Illustrative Cumulative Performance for a R100 Lump Sum Investment Since Launch



## Historical Performance Table - Since Launch

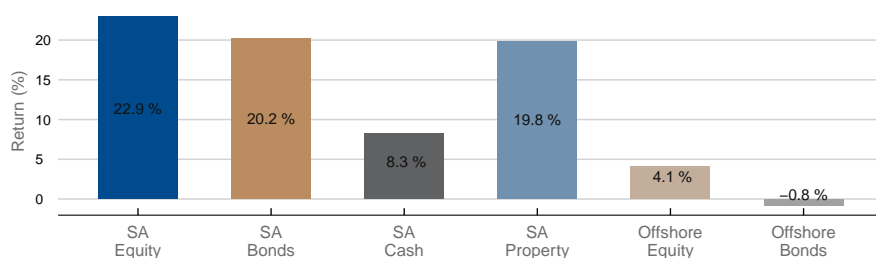
Period	Fund	Protection
1 year (Ann.)	13.92%	10.74%
3 year (Ann.)	2.77%	3.46%
5 year (Ann.)	8.04%	4.61%
10 year (Ann.)	3.32%	2.78%
Since Launch (Ann.)	4.19%	4.37%
Since Launch (Cum.)	104.16%	110.23%

## Risk Statistics Table - Since Launch

Statistic	Fund
Volatility (Last 3 Years Ann.)	10.39%
Maximum Drawdown	-18.93%
Best Annual Return	30.55%
Worst Annual Return	-11.57%
Sharpe Ratio (Rf = 0%)	0.49
Information Ratio	-0.02

Performance figures are calculated using the Total Returns Index (TRI) for a R100 lump sum investment made at launch. The TRI is calculated by purchasing and reinvesting units on the declaration date at the Net Asset Value (NAV) price as at the reinvestment date. The TRI on any day is adjusted for NAV movements and dividend declarations. The performance is shown as net of asset management fee. Investment performance is for illustrative purposes only. Investment performance is calculated by taking the actual applicable initial fees, and all ongoing portfolio fees, into account, for the value shown. Income is reinvested on the reinvestment date.  
Data source: Ninety One SA (Pty) Ltd

## Asset Class Market Returns - 1 year



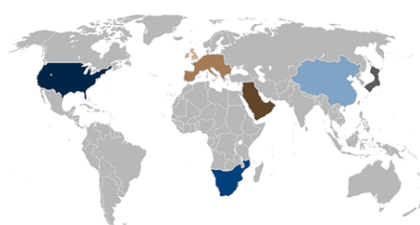
Data source: Profile

## Monthly Returns Table - Last 5 Years

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2025	1.5%	-1.5%	0.9%	-	-	-	-	-	-	-	-	-
2024	-1.5%	1.2%	1.4%	1.2%	1.5%	2.2%	2.6%	1.2%	2.8%	-1.2%	0.9%	1.0%
2023	5.2%	-0.1%	-3.7%	2.6%	-1.6%	1.3%	1.1%	-1.4%	-3.8%	-0.9%	6.1%	0.5%
2022	-1.6%	2.1%	0.2%	-3.2%	-2.6%	-7.0%	1.1%	-0.7%	-1.7%	2.9%	3.1%	-2.2%
2021	1.6%	4.5%	1.8%	1.1%	0.1%	-1.2%	3.9%	1.5%	-3.8%	3.8%	4.2%	4.3%

Data source: Ninety One SA (Pty) Ltd

## Geographic Exposure



Region	Allocation
Emerging Markets	60.4%
Europe ex. UK	6.5%
Far East Ex. Japan	4.7%
Japan	2.0%
North America	20.1%
United Kingdom	8.4%
Middle East	0%
Other	-2.1%

Data source: Ninety One SA (Pty) Ltd

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## Top 10 Holdings

Description	Weight
Capitec Bank Holdings Ltd	7.5%
Naspers Ltd	7.2%
Anglogold Ashanti Plc	6.7%
British American Tobacco Plc	5.8%
Mr Price Group Ltd	3.6%
Netcare Ltd	3.2%
Firstrand Ltd	3.2%
Sasol Ltd	3.1%
Life Healthcare Group Holdings	3.0%
Sappi Ltd	2.8%

## Current Escalator Weights

Description	Weight
Underlying Fund	100.00%
Cash	0.00%

## Specific Underlying Fund Risks

Please note that following market falls, the Escalator Fund may have a high allocation to cash. This will result in a low exposure to movements in the underlying fund which means the Escalator will not fully participate in sharp market rises following such a market drop, should they occur.

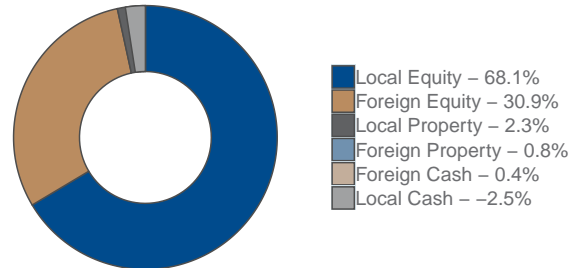
**Currency exchange risk** - Changes in the relative values of different currencies may adversely affect the value of the Fund's investments and any related income.

**Derivatives risk** - The use of derivatives may increase the overall risk in the Fund by multiplying the effect of both gains and losses. This may lead to large changes in the value of the Fund and potentially large financial loss.

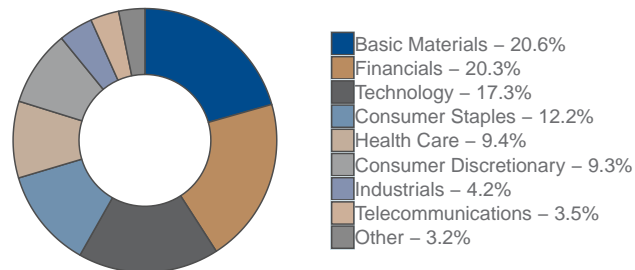
**Developing market risk** - Some of the countries in which the Fund invests may have less developed legal, political, economic and/or other systems. These markets carry a higher risk of financial loss than those in countries generally regarded as being more developed.

**Third party operational risk** - The Fund's operations depend on third parties. Investors in the Fund may suffer disruption or financial loss in the event of third-party operational failure.

## Asset Allocation Chart of Underlying Fund

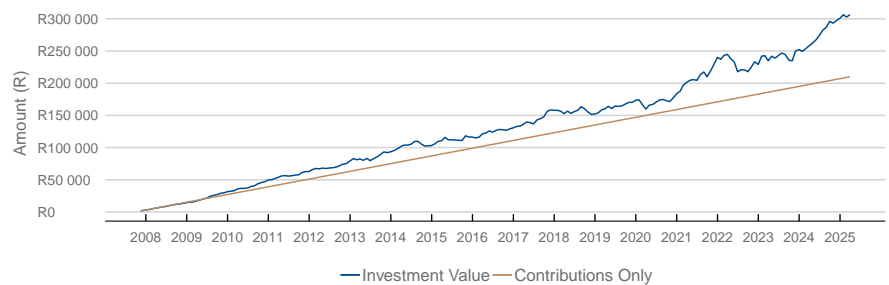


## Equity Sector Allocation Chart of Underlying Fund



All allocations are net of the exposure created by derivatives.

## Illustrative Cumulative Performance for a R1000 Recurring Monthly Investment Since Launch



## Historical Recurring Investment Performance

Period	Investment
1 year (Ann.)	9.90%
3 year (Ann.)	8.52%
5 year (Ann.)	7.13%
10 year (Ann.)	4.85%
Since Launch (Ann.)	4.18%

## Historical Recurring Investment Summary

Statistic	Investment
Total Contributions - Full Period	R210 000
Final Investment Value - Full Period	R306 573

Performance figures are calculated using the Total Returns Index (TRI) for a recurring R1000 monthly investment starting at launch. The TRI is calculated by purchasing and reinvesting units on the declaration date at the Net Asset Value (NAV) price as at the reinvestment date. The TRI on any day is adjusted for NAV movements and dividend declarations. The performance is shown as net of asset management fees. Investment performance is for illustrative purposes only. Investment performance is calculated by taking the actual applicable initial fees, and all ongoing fees, into account, for the value shown. Income is reinvested on the reinvestment date. Investment performance is for illustrative purposes only.  
Data source: Profile

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### Boosts, Benefits and Protectors

To see what benefits this investment portfolio qualifies for, click [here](#).

### Contact Details

#### Insurer

Discovery Life Limited

Registration number	1966/003901/06
FAIS licence number	18147
Insurer number	1056 (LT)
Pension fund number	24/374
National credit provider number	NCRCP3555
Postal address	PO Box 653574, Benmore, 2010
Physical address	1 Discovery Place, Sandton, 2196
Telephone number	0860 67 57 77
Website	<a href="http://www.discovery.co.za">www.discovery.co.za</a>

Discovery Life Limited, registration number 1966/003901/06, is a licensed insurer, and an authorised financial services and registered credit provider, NCR Reg No. NCRCP3555. Discovery Life is licensed for Category I (advice and non-discretionary intermediary services). Discovery Life is the issuer of the insurance policy. The portfolio reflected in this document is an investment portfolio underlying the investment linked insurance policies issued by Discovery Life.

### CIS Manager of Underlying Fund

Discovery Life Collective Investments (Pty) Ltd

Registration number	2007/008998/07
Postal address	PO Box 653574, Benmore, 2010
Physical address	1 Discovery Place, Sandton, 2196
Contact centre	0860 67 57 77
Fax number	011 539 5777
Website	<a href="http://www.discovery.co.za">www.discovery.co.za</a>

Discovery Life Collective Investments (Pty) Ltd (Discovery Life Collective Investments) is registered as a manager of collective investment schemes, in terms of the Collective Investment Schemes Control Act. Discovery Life Collective Investments, through Discovery Holdings Limited, is a member of the Association for Savings and Investment South Africa (ASISA).

### Trustee of Underlying Fund

Standard Chartered Bank

Registration number	2003/020177/10
Postal address	PO Box 782080, Sandton, 2146;
Physical address	2nd Floor, 115 West Street, Sandton, 2196
Tel number	011 217 6600
Website	<a href="http://www.standardchartered.com/za">www.standardchartered.com/za</a>

The trustee is registered as a trustee of collective investment schemes, in terms of the Collective Investment Schemes Control Act.

### FAIS and Insurance Disclosures

This information is not advice, as defined and contemplated in FAIS. The value of a portfolio can go down, as well as up, as a result of changes in the value of the underlying investments, or of currency movement. An investor may not recoup the full amount invested. The policy benefits of the linked policies are determined solely on the value of the assets, or categories of assets, to which the policies are linked. Past performance is not necessarily an indication of future performance. The performance figures of the investment portfolio are based on a lump sum investment, over the respective periods shown. The performance figures of the investment portfolio underlying the investment linked insurance policies will differ from the performance returns of the policies, due to Discovery Life's administration and policy fees (if applicable). The underlying funds may levy their own charges. The value and performance figures of the investment portfolio are based on valuation prices received from Deutsche Bank. Actual trade prices may differ marginally. Forecasts, illustrations, hypothetical data, and examples are for illustrative purposes only, and are not guaranteed to occur. Any projections contained in the information are estimates only, and are not guaranteed to occur. The projections are subject to market influences and contingent upon matters outside the control of the company, so may not be realised in the future. Please be advised that there may be supervised representatives. The complaints policy and conflict of interest management policy can be found on the website: [www.discovery.co.za](http://www.discovery.co.za). The assets underlying the Discovery Life Escalator Funds are held on Deutsche Bank's balance sheet. This means that the policyholder bears the risk, if the Discovery Life Escalator Fund falls below 80% of the highest value ever reached (the guarantee level), and Deutsche Bank is unable to meet the guarantee, for any reason whatsoever. The cash component is invested in Discovery Life's Discovery Corporate Cash Fund, as well as various bank accounts. The fee on the Discovery Corporate Cash Fund is 0.4% per annum. The full set of insurance disclosures are referenced in the policy documents, and other related documents.

### Total Investment Charge

Total expense ratio (TER) is the percentage of the value of the portfolio that was incurred as expenses relating to the administration (charges, levies and fees) of the portfolio. TER is calculated over rolling 3 years (or since inception, where applicable), and is annualised, to the most recent calendar quarter-end. A higher TER does not necessarily imply a good return. The current TER may not necessarily be an accurate indication of future TER's.

Transaction costs (TC) is the percentage of the value of the portfolio that was incurred as costs relating to the buying and selling of the assets underlying the portfolio. Transaction Costs are a necessary cost in administering the portfolio and impacts portfolio 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. Calculations are based on actual data, where possible, and best estimates, where actual data is not available.

Total investment charges (TIC) is the percentage of the value of the portfolio that was incurred as costs relating to the investment of the portfolio. It is the sum of the TER and TC.

### CIS Disclosures of Underlying Fund

For details about the underlying fund, to assist you to make an informed investment decision, please refer to its latest minimum disclosure document, available on our website: <https://www.discovery.co.za/investments/investment-funds>.

### General

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 (i.e. borrowing and lending of assets). The manager does not provide any guarantee, either with respect to the capital or the return of a portfolio. Any forecasts and/or commentary in this document are not guaranteed to occur. Different classes of participatory interests apply to these portfolios and are subject to different fees and charges. A schedule of all fees and charges, inclusive of VAT and maximum commissions, is available on request from us or from your financial adviser. Forward pricing is used.

### Redemptions

The collective investment scheme may borrow up to 10% of the market value of the portfolio to bridge insufficient liquidity. The ability of the portfolio to repurchase, is dependent upon the liquidity of the securities and cash of the portfolio. A manager may suspend repurchases for a period, subject to regulatory approval, to await liquidity, and the manager must keep the investors informed about these circumstances.

### Prices

The latest prices and TERs are published daily in the Business Report (South Africa's National Financial Daily) and are made available on our website [www.discovery.co.za](http://www.discovery.co.za).

### Valuations and Transaction Cut-off Times

Pricing date is daily, except weekends and public holidays. Valuation point is at 16h00 on each pricing date, except at month-end, where it will be at 17h00. Offers to repurchase participatory interests must be received by 16h00 on each pricing date.

### Performance Fees

Performance fees are not levied on the portfolios.

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## Contact Details (continued)

### Investment Manager of Underlying Fund

Ninety One SA (Pty) Ltd

Registration number	1984/011235/07
FSP number	587
Physical address	36 Hans Strijdom Avenue, Foreshore, Cape Town, 8001
Telephone number	0860 110 161
Website	www.ninetyone.com

Ninety One SA is an authorised FSP, as a discretionary FSP, in terms of Section 8 of FAIS.

### Administrative FSP

Discovery Life Investment Services (Pty) Ltd

Registration number	2007/005969/07
FAIS licence number	30277
Pension fund number	24/457
Postal address	PO Box 653574, Benmore, 2010
Physical address	1 Discovery Place, Sandton, 2196
Telephone number	0860 67 57 77
Website	www.discovery.co.za

Discovery Life Investment Services (Pty) Ltd (Discovery Invest) is an authorised FSP, licensed for Category I (advice and non-discretionary intermediary services), Category II (discretionary FSP), and Category III (administrative FSP). The investment portfolios underlying the investment linked insurance policies issued by Discovery Life may be administered on the Discovery Invest administrative platform.

## Performance Returns

Lump-sum performance returns are being quoted. Income distributions, prior to deduction of applicable taxes, are included in the performance calculations. NAV to NAV figures have been used for the performance calculations, as calculated by the manager at the valuation point defined in the deed, over all reporting periods. Investment performance calculations are available for verification upon request by any person. Reinvestment of income is calculated on the actual amount distributed per participatory interest, using the ex-dividend date NAV price of the applicable class of the portfolio, irrespective of the actual reinvestment date. The performance is calculated for the fee class. 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 rate of return is calculated on a total return basis, and the following elements may involve a reduction of the investor's capital: interest rates, economic outlook, inflation, deflation, economic and political shocks or changes in economic policy. Annualised returns are period returns re-scaled to a period of one year. This allows investors to compare returns of different assets that they have owned for different lengths of time. All period returns greater than one year have been annualised. Returns for periods less than one year have not been annualised. A cumulative return is the aggregate amount an investment has gained or lost over time, independent of the period of time involved. Actual annual figures are available to the investor on request. Illustrative investment performance is for illustrative purposes only.

## Additional Information

For additional information on the portfolio, refer to the following documents, available on our website [www.discovery.co.za](http://www.discovery.co.za), from your financial adviser, or on request from the manager, free of charge.

- Application forms
- Annual report
- Fee schedule
- Quarterly General Investor Report
- Minimum disclosure documents

## Complaints and Conflicts of Interest

The complaints policy and procedure, as well as the conflicts of interest management policy, are available on our website [www.discovery.co.za](http://www.discovery.co.za). Associates of the manager may be invested within certain portfolios, and the details thereof are available from the manager.

## Closure of the Portfolio

The manager has the right to close certain portfolios to new investors, in order to manage them more efficiently, in accordance with their mandates.

This document was published on 16 April 2025.