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## **About STANLIB**

We are a Pan-African

multi-specialist investment company, active in three African countries. We have business partners in North America, the United Kingdom, Europe, the Middle East, and Asia.

STANLIB manages and administers R614 billion (US\$42 billion) (at 31 December 2020) in assets for retail and institutional clients. STANLIB was founded in 2002, when Standard Bank Asset Management and Liberty Asset Management joined forces.

STANLIB is fully owned by Liberty Holdings Limited and is a subsidiary of the Standard Bank Group.

Our largest client is our parent company, Liberty Holdings. Their large-scale, long-term investment ensures we are strongly supported and well-resourced. At the same time, we are a separately-registered company, which gives us the freedom to manage our clients' assets in line with their particular requirements.

We have built our business on the same foundation as our parent companies, Standard Bank and Liberty Holdings. Our focus is on today, while preparing for tomorrow. This allows us to continually meet our clients'needs, no matter how they change over time.

Our head office is in Johannesburg. We have regional offices in other major urban centres around South Africa. This gives us the knowledge that can only come from on-the-ground presence on the continent. In addition, we leverage the group's presence, which complements our own.

## **About STANLIB Lesotho**

STANLIB Lesotho (Pty) Ltd, previously Standard Lesotho Bank Unit Trust (Pty) Ltd, is a licensed financial services provider regulated by the Central Bank of Lesotho under the Collective Investment Schemes Regulations, 2018. STANLIB Lesotho (Pty) Ltd was established in August 2001 as a joint venture between Standard Lesotho Bank and STANLIB South Africa, with management control residing with STANLIB South Africa.

The establishment of STANLIB Lesotho (Pty) Ltd brought to the market an asset manager with capabilities to manage collective investment schemes. Its focus is both local and international, which enables it to meet diverse client needs. STANLIB Lesotho was initially formed to meet the goals of the Lesotho government's Privatisation and Private Sector Development Programme, which allowed Basotho citizens to hold shares in former parastatals.

## **Our clients**

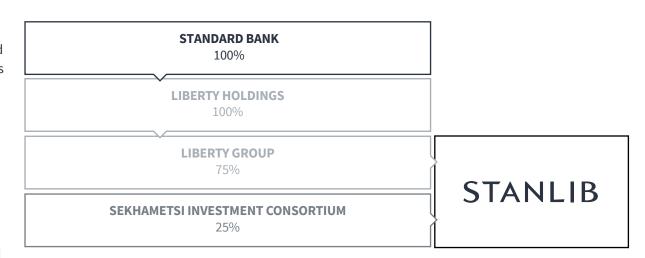
Our clients are mainly institutional and corporate investors with short-term cash management and medium-to-long term investment needs, including retirement funds and retail investors with surplus cash to invest at regular intervals or as once-off lump sum investments. Our clients consist of individual investors, stokvels, clubs, small business associations and community co-operatives We are represented in all 10 of the districts of Lesotho, predominantly in the principal towns through relationship managers in Standard Lesotho Bank's extensive branch network. We are also represented through a network of brokers and independent financial advisers. Standard Lesotho Bank's extensive branch network forms the core of our distribution and client service network.

## Our heritage

Our parent company, STANLIB is one of Africa's leading asset managers, with its headquarters in South Africa. STANLIB manages and administers R614 billion (US\$42 billion) (at 31 December 2020) in assets for retail and institutional clients. We operate in three African countries and in key developed markets globally.

We have a proud heritage. STANLIB was founded in 2002 from the merger of Liberty Asset Management and Standard Corporate and Merchant Bank Asset Management, both of which were among the top ten asset managers in South Africa. Combining these assets resulted in STANLIB becoming the third-largest asset manager in South Africa.

Additional information can be accessed by contacting our head offices based in Maseru on +266 22326821 or by visiting your nearest Standard Lesotho Bank branch.





## STANLIB Lesotho Income Fund

## WHAT IS THE STANLIB LESOTHO INCOME FUND?

The STANLIB Lesotho Income Fund is a unit trust that aims to generate a reasonable level of current income while maintaining maximum stability for capital invested. The Fund invests in fixed income securities (i.e. bonds) and other non-equity securities like financially-sound preference shares, debenture stock, debenture bonds, and other securities in the Common Monetary Area (CMA).

The STANLIB Lesotho Income Fund was specifically developed to meet the growing demand for conservative income solutions in Lesotho.

The STANLIB Lesotho Income Fund only invests in instruments issued by credible institutions and measures are in place to prevent over-exposure to any one institution. This restriction is the foundation of the diversification that this Fund offers. The STANLIB Lesotho Income Fund may invest in government issues of the Republic of South Africa, Kingdom of Lesotho, Republic of Namibia and Kingdom of Swaziland, as well as corporate issues of companies domiciled or registered in the CMA region.

The Fund is managed by a team of skilled and experienced fund managers whose industry experience provides synergistic benefits to investors by giving them direct access to the expertise and experience of one of Africa's leading fixed income teams. The weighted average maturity of this Fund may not exceed two years and it may not have any direct/indirect foreign exposure.

## WHO SHOULD INVEST?

The STANLIB Lesotho Income Fund is suitable for investors who are looking for a conservative investment solution that aims to maximise their income while maintaining capital stability. The Fund also appeals to investors that require a relatively liquid investment with exposure to fixed interest instruments across the CMA region. The STANLIB Lesotho Income Fund may suffice as a stand-alone investment solution or form part of a diversified portfolio.

#### The Fund is suitable for investors who:

- require a low-risk income fund with regular income declarations
- seek reasonable levels of current income and maximum stability of capital invested
- require a potentially higher yield than is available from the money market

### WHY INVEST IN THE STANLIB LESOTHO INCOME FUND?

The economies of scale achieved through pooling investments enables the Fund manager to purchase higher-yielding instruments that individual clients and mediumsized corporates and institutions would not normally be able to access. The STANLIB Lesotho Income Fund provides a stable environment in which investments can be housed and the quarterly distributions can supplement investors' income.

#### Investing in these assets offers other distinctive advantages:

- · Fixed income investments closely simulate cash, but often give a higher return than cash
- It is a highly liquid asset class with a low risk of capital loss
- A solid and consistent income stream

The Lesotho economy will also benefit from from this Fund, as investing in local securities will help to develop domestic financial markets. This comes at a time when it is imperative to develop a capital market to fund Lesotho's economic and infrastructure development plans.

### **INVESTMENT AMOUNTS**

Minimum initial investment amount:M 5'000.00Minimum top-up and debit order:M 1'000.00Minimum Repurchase amount:M 2'000.00Minimum Account balance:M 5'000.00

### **FEE STRUCTURE**

Initial fee Nil (institutional investors);

Nil (retail investors)

**Annual management fee** 1% per annum (institutional investors)

1.25% per annum (retail investors)

# **STANLIB Lesotho Money Market Fund**

### WHAT IS THE STANLIB LESOTHO MONEY MARKET FUND?

The STANLIB Lesotho Money Market Fund is a unit trust (collective investment scheme) that aims to maximise income while preserving capital over the medium-term and to ensure liquidity of funds invested. It invests in a wide range of highly marketable short-term debt securities, which include short-term government securities like treasury bills, corporate financial instruments such as bankers' acceptances, negotiable certificates of deposit (NCDs), commercial paper and other debt securities issued by South African and Common Monetary Area governments and banks (Lesotho, Swaziland and Namibia). Interest is calculated daily and paid at the end of each month.

There is **great demand for alternative cash products** in Lesotho. This fund is ideally suited for **investors looking for returns that are higher than those offered by local bank deposits**, coupled with the convenience of a call account.

## WHO SHOULD INVEST?

The Fund caters for corporates, institutions and private investors who have cash available to invest over the medium-term and require the flexibility to withdraw funds at relatively short notice.

#### The Fund is suitable for investors who:

- Investors who require a wholesale interest rate on cash
- Short-term investors requiring a 'parking bay' for their cash
- Investors who require low-risk, secure investments with yields that are higher than those offered by traditional banking products

# WHY INVEST IN THE STANLIB LESOTHO MONEY MARKET FUND?

In the past, investors have relied on savings accounts to set aside money for large expenses such as buying a house, children's education, retirement or for emergencies. Investors can now use the opportunity to utilise the STANLIB Lesotho Money Market Fund for all their savings needs, and earn higher yields on their cash than traditional savings accounts and term deposits offer.

The economies of scale achieved through pooling investments enables the fund manager to purchase higher yielding instruments that individual clients and medium-sized corporates and institutions would not normally be able to access using traditional savings accounts at a bank.

The Fund also provides investors with direct access to the expertise and experience of one of Africa's leading money market investment teams.

### **INVESTMENT AMOUNTS**

Minimum initial investment amount:M 10'000.00Minimum top-up and debit order:M 1'000.00Minimum Repurchase amount:M 2'000.00Minimum Account balance:M 5'000.00

### **FEE STRUCTURE**

**Initial fee** Nil

**Annual management fee** 0.5% per annum (institutional investors)

1% per annum (retail investments)

## **INCOME FUND AND MONEY MARKET FUND COMPARED**

STANLIB Lesotho Income Fund	STANLIB Lesotho Money Market Fund
Yes	No
Quarterly	Monthly
Money market, bond instruments and other interest-bearing instruments	Money market instruments
2 years	90 days
3 years	1 year (or less)
	Ves Quarterly Money market, bond instruments and other interest-bearing instruments 2 years

# STANLIB Lesotho Equity Fund

## WHAT IS THE STANLIB LESOTHO EQUITY FUND?

The Fund is a unit trust that aims to generate steady growth of income and capital invested. The Fund invests in securities, non-equity securities and takes a participatory interest in collective investment schemes.

### WHO SHOULD INVEST?

The Fund caters for corporates, institutions and private investors who have cash available to invest over the medium to long-term.

#### This Fund is suitable for investors:

- Seeking steady long-term capital growth
- Who typically have an investment horizon of more than five years
- Who require returns commensurate with medium to high risk

## WHY INVEST IN THE STANLIB LESOTHO EQUITY FUND?

The Fund is a general equity fund whose objective is steady growth in income and capital. It can be used primarily as the equity building block in a portfolio.

The Fund combines value and growth and is effectively style-agnostic. That means its mandate is not restricted to any specific investment style. Using a bottom-up stock picking approach, the Fund can invest in both local and offshore equities (up to a maximum of 25% offshore and 5% in Africa excluding SA).

The Equity Team's primary objective is to grow and preserve capital over a long-term period.

#### The team:

- Measures performance against a benchmark, with a tracking error of 3-5%
- Uses the STANLIB Research Team as its primary input for stock selection
- Invests in companies that are growing earnings above the market, generating economic profit, distributing cash and are attractively valued

The Lesotho economy will also benefit from this Fund through the Fund's investment in local securities. This will help to develop domestic capital markets, at a time when it is imperative to fund Lesotho's economic and infrastructure development plans.

### **INVESTMENT AMOUNTS**

Minimum initial investment amount:M 5'000.00Minimum top-up and debit order:M 1'000.00Minimum Repurchase amount:M 2'000.00Minimum Account balance:M 5'000.00

## **FEE STRUCTURE**

Maximum initial fee: Nil

Annual management fee: 1.5%

## **Lesotho Unit Trust Fund**

## WHAT IS THE LESOTHO UNIT TRUST FUND?

The Lesotho Unit Trust Fund is a multi-asset fund that aims to provide capital growth by investment in equities, bonds, property and cash. The bonds and cash element in the portfolio should result in a lower level of volatility, compared with an equity-only portfolio.

The Lesotho Unit Trust Fund was launched in August 2001 and has been specifically developed to meet the growing demand for investors with a preference for moderate investment risk. The fund's investment objective is to produce consistent, inflation-beating returns over the longer term. It aims to deliver long-term growth, while protecting capital from significant losses by diversification across different asset classes. The fund is an actively managed low-equity multi-asset fund that can invest in a diversified spread of local and offshore investments including equity, cash, bonds and property. It suits investors with a relatively low appetite for risk and volatility.

The Lesotho Unit Trust proposition combines the expertise and research resources of the STANLIB's Balanced specialist investment team and our global partners, and is managed within a clearly defined process. The STANLIB Balanced and Equity team has extensive experience in the management of investments across asset classes and through investment cycles;

#### The asset classes in the Lesotho Unit Trust Fund include:

- Lesotho fixed income securities; bonds, treasury bills, fixed deposits and negotiable certificate of deposits
- · South African: equities, bonds, listed property, commodities and currency exposure
- International: global equities, bonds, listed property and currency exposure

### WHO SHOULD INVEST?

The Lesotho Unit Trust is suitable for customers who seek a low- to medium-risk investment with exposure to local fixed income securities as well as investments in global equity markets. Private individuals, retirement funds and corporates seeking long-term capital growth should consider investing in this fund. The fund is managed in accordance with the trust deed and is subject to investment guidelines, which are overseen by independent trustees and the Central Bank of Lesotho. The Lesotho Unit Trust Fund may suffice as a stand-alone investment solution or form part of a diversified portfolio of investments.

## THE FUND IS SUITABLE FOR INVESTORS WHO:

- Require a low to medium risk fund which aims to provide regular income and capital appreciation,
- Seek reasonable levels of current income and maximum appreciation for capital invested.
- Require a potentially higher yield than fixed income funds over the medium to long term.
- The Equity Team's primary objective is to grow and preserve capital over a long-term period.

## **INVESTMENT AMOUNTS**

Minimum initial investment amount: M 5'000
Minimum top-up and debit order: M 1'000
Minimum Repurchase amount: M 2'000
Minimum Account balance: M 5'000

### **FEE STRUCTURE**

No initial fee and annual management fee of 1.50%.

## Our capabilities

#### STANLIB LESOTHO MULTI-ASSET CAPABILITY

The STANLIB Lesotho Multi-Asset capability is suitable for institutional investors seeking a segregated portfolio to invest in a diversified spread of equities and fixed-income securities. The primary objective of the offering is long-term capital growth and income consistent with moderate investment risk from a wide range of securities.

The STANLIB Lesotho Multi-Asset capability provides investors with exposure to a number of asset classes that are positively and negatively correlated. This diversification of assets provides investors with the comfort that their exposure to risk is contained without unduly compromising returns.

The Multi-Asset Team focuses only on asset allocation and managing the domestic equity component, nothing else. All other asset classes – property, fixed interest and offshore – are allocated to specialist teams to manage, providing clear focus on every component. Each member of the Multi-Asset Team brings a different skill set and experience to the decision-making process. This provides varied perspectives and ideas. Tactical asset allocation (TAA) informs the asset allocation and it reflects input from investment professionals locally, across the continent and globally. This results in well-informed asset allocation decisions.

## The Multi-Asset capability targets investors:

- Aiming to achieve capital growth with lower risk than equity-only funds
- With an investment time horizon of five years or longer
- With a moderate risk profile

## STANLIB LESOTHO DIRECT PROPERTY CAPABILITY

The STANLIB Lesotho Direct Property capability is suitable for institutional investors seeking a segregated portfolio. Through the STANLIB Direct Property Investment Team based in South Africa, STANLIB Lesotho is able to offer long-term inflation-beating returns to investors through a quality real estate portfolio. Our investment purpose is making real estate accessible and sustainable.

## Our investment objective is to deliver long-term outperformance characterised by strong income growth and capital appreciation through the following:

- Use of our specialist retail asset management skills to drive levers of retail growth and turnover
- Creation of a catalytic environment for other investment opportunities in specific investment nodes
- Sustaining investments in nodes which have good economic fundamentals and where the investor already has dominant investments
- Investing in quality and dominant sector classes poised for growth
- Evaluating good investment opportunities that meet our minimum investment size per asset and criteria to improve the overall quality of portfolios and improve long term returns

Our retail property mandates rely on the ability to create strong trading platforms which in turn attract good tenants, warrant high rentals and maintain a consistent demand for space. This results in sound returns for investors while increasing asset diversification. Our funds remain resilient due to the quality and diversification of our assets and wel lestablished relationships with good tenants.

All the factors intrinsic to a successful investment are evident in the STANLIB Direct Propertyinvestment team. These are the heritage and credibility of the investment provider, its historical performance, liquidity, diversification, stability and strong management.



## HOW TO INVEST AND DISINVEST

Our processes are designed to be investor friendly. An application form (available from either STANLIB Lesotho head office, your nearest Standard Lesotho Bank branch or our website) needs to be completed and submitted together with a certified copy of your identity document or passport and confirmation of your residential address. Once the application has been approved, your funds can be transferred.

Disinvesting is just as easy. By simply completing and having the authorised signatories sign the appropriate form, your funds will be readily available. Withdrawal of funds can be total or partial. Transfers will be made electronically into your account. For security reasons, payments will only be made to account holders and no payments will be made to a third party.

## BENEFITS OF INVESTING IN OUR UNIT TRUST FUNDS

#### **AFFORDABILITY**

Unit trusts are a convenient and low-cost vehicle into the investment market. All our funds provide you with well-diversified, efficiently-managed portfolios.

From as little as a lump sum of M 5,000 or monthly debit order of M 1,000, affordability is guaranteed.

#### **FLEXIBILITY**

Investments in one fund can be switched between other funds in our product suite, and income from one fund can be invested in other funds.

#### **SAFETY**

Our unit trust funds are strictly regulated by the Central Bank of Lesotho, acting as regulator for the unit trust industry in Lesotho. The funds are also overseen by a dedicated trustee/custodian, whose role is to ensure that the fund managers act in the investors' best interests and that investment best practice is adhered to. The funds' financial statements are audited annually by an independent audit firm.

#### **ACCESSIBILITY**

All our unit trust funds are liquid and easily accessible, meaning you can withdraw funds at short notice. There are no withdrawal penalties or minimum "lock-in" investment periods, unlike other term deposits that charge high fees for early withdrawal.

It is however recommended that an investment in unit trusts be viewed over the medium to long term, typically one year for money market funds and three years or longer for other funds.

#### **PROFESSIONAL MANAGEMENT**

Our unit trust funds are managed by the largest unit trust company in Southern Africa, with offices in South Africa, Lesotho, Swaziland, Botswana, Namibia, Kenya, Uganda, South Sudan and Tanzania. STANLIB is a member of the Standard Bank Group and is thus well placed to service your particular investment needs. With its dedicated and experienced fund managers, STANLIB diligently manages your money, ensuring your peace of mind.

#### **REGULAR FEEDBACK**

Depending on the fund, clients receive individual monthly or quarterly statements, providing feedback and transparency on the management and performance of the fund.

#### **DIVERSIFICATION**

Our unit trust funds are well diversified within their respective investment mandates. This enhances the stability of each fund.

#### **DEFINED RISK PROFILE**

Our unit trust funds have clearly defined risk profiles, while the STANLIB Lesotho Equity Fund is an aggressive investment solution. The STANLIB Lesotho Money Market Fund is a conservative cash investment solution. The STANLIB Lesotho Income Fund is a conservative-tomoderate fixed income investment solution, while the STANLIB Lesotho Equity Fund is an aggressive investment solution.

#### **DISTRIBUTION PERIODS**

Our unit trust funds are priced daily, with income distributed at varying frequences in line with each fund's mandate: either monthly for the STANLIB Lesotho Money Market Fundor quarterly for the STANLIB Lesotho Income Fund. The STANLIB Lesotho Equity Fund fund does not distribute dividends or interest regularly, because income is used to buy additional shares. This fund would therefore not usually pay a dividend to investors.

#### TRANSPARENT BENCHMARK

The STANLIB Lesotho Money
Market Fund and STANLIB
Lesotho Income Fund are
benchmarked against the
STEFI Composite Index. The
STANLIB Lesotho Equity Fund is
benchmarked against the FTSE/
JSE Shareholders Weighted All
Share Index.

## Requirements and supporting documents

A client must send verified/ certified copies of the documents set out below, unless this was done previously.

These are used to verify the identity of the investor. Strictly only clear, legible copies of identity and other documents will be accepted.

#### A) INDIVIDUALS/SOLE PROPRIETOR

#### Lesotho

- Identity document, OR valid driver's licence; OR valid passport
- Proof of physical residential address
- Authority to act (if applicable): power of attorney/ letter of appointment from the court and authorised signatories' resolution (if more than one). If applicable, identity document, physical residential address and contact details of persons authorised to act
- Unabridged birth certificate for minors (under 18 years)
- · Proof of bank account
- Proof of income

### Foreign

- Valid passport
- · Proof of physical residential address
- Authority to act (if applicable): power of attorney / letter of appointment from the court and authorised signatories' resolution (if more than one). If applicable, identity document, physical residential address and contact details of persons authorised to act
- Unabridged birth certificate for minors (under 18 years)
- · Proof of bank account
- Proof of income

#### **Proof of physical residential address**

One of the following documents reflecting name and physical residential address (which must be less than three months old, unless otherwise specified) is required for proof of address:

- Utility bill
- · Current lease or rental agreement
- Bank statement
- · Municipal rates and taxes invoice
- Mortgage statement
- · Telephone account
- Tax return (less than one year old)
- Letter from bank manager, medical practitioner, accountant or attorney, on a formal letterhead, stating that they have known the client for three years, and confirming physical address
- Letter on letterhead signed by board of trustees, directors, etc confirming physical business address
- Correspondence from a body corporate or share block association

Any of the documents listed above for spouse, together with marriage certificate or, if unavailable:

- Affidavit from person co-habiting with client, providing:
- Name, identity number and physical residential address of client and co-habitant
- Relationship between client and co-habitant
- Confirmation that residential address is shared
- Visit to physical address by a STANLIB Lesotho employee, or as a last resort
- Affidavit from client, providing:
- Name, identity number and physical residential address
- Confirmation that client resides at physical residential address



#### **B) TRUSTS**

- Trust deed or other founding document (e.g. will for Will Trust),
- Authority to act: letter of authority from the Master of the High Court and trustees' resolution
- Identity document, physical residential address and contact details of each trustee,
   each beneficiary, the founder and the persons authorised to act
- Proof of registered address of Master of High Court (stamp on letter of authority)
- · Proof of bank account

#### C) PARTNERSHIPS

- · Partnership agreement
- Authority to act: Partners' resolution
- Identity document, physical residential address and contact details of partners and persons authorised to act
- · Proof of bank account

#### **D) DECEASED ESTATES**

- Letter of executorship/letter of authority
- Death certificate of the deceased person
- Letter from the Master of the High Court or DA
- Passport copy of the deceased
- Passport copy of the beneficiary with three specimen signatures (on the passport)
- Proof of residential address for the beneficiary
- Transfer letter written by the beneficiary
- Verification on the client file or workflow to check if the estate late account corresponds with the client name
- Authority to act: special power of attorney (if applicable)/executors'/authorised signatories' resolution
- Identity document, details of physical residential address and contact numbers of persons authorised to act
- Proof of bank account

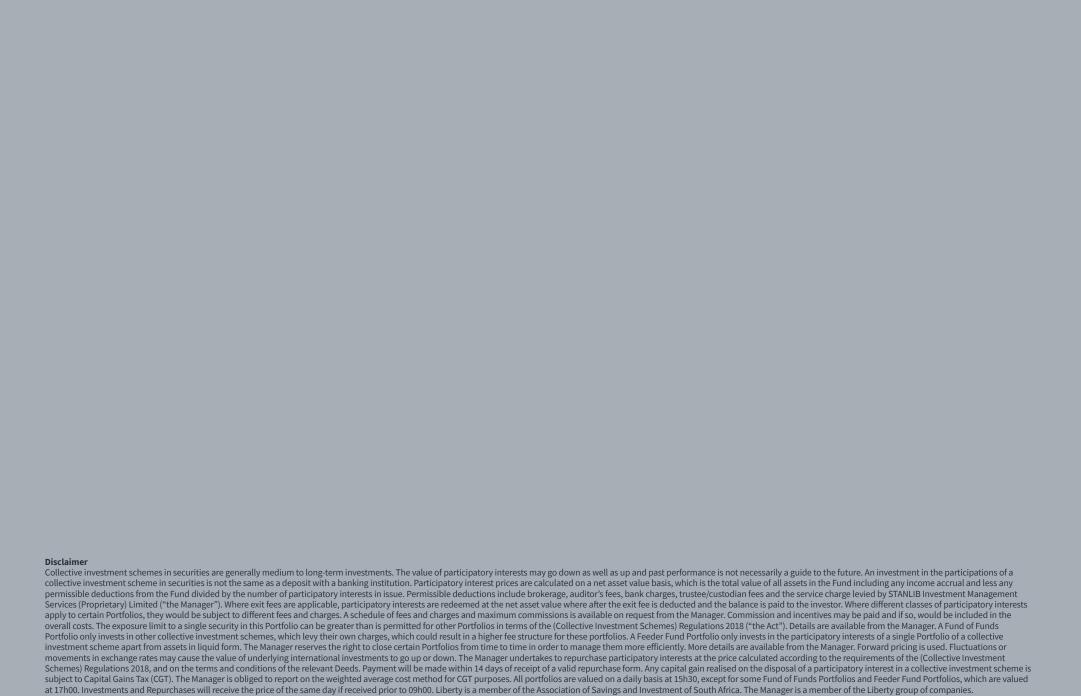
#### E) COMPANIES

#### Lesotho

- Certificate of Incorporation
- Notice of Registered Office and postal address
- Authority to act: Directors' resolution
- Identity document, physical residential address and contact details of principal executive officer of company, persons authorised to act and of persons holding more than 25% of voting rights in company
- · Proof of physical business address
- · Proof of bank account
- Tax Clearance and Trading Licence

#### **Foreign**

- Official document of Incorporation,
- If trading in Lesotho, documents for Lesotho unlisted companies
- Authority to act: Directors' resolution
- Identity document/passport, details of physical residential address and contact numbers of related parties and persons authorised to act
- Proof of physical business address
- Proof of bank account



Contact details of Trustees: Minet Lesotho (Ptd) Ltd, Minet House, No 4 Bowker Road, Maseru.



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STANLIB Lesotho is registered as a Manager under the Central Bank of Lesotho (Collective Investment Schemes) Regulations 2018.