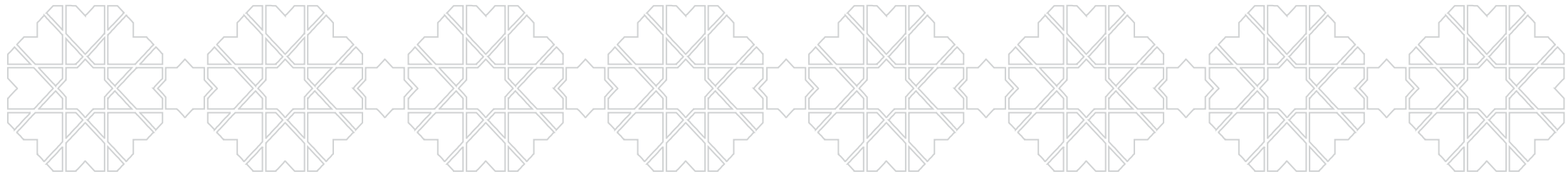


O A S I S C R E S C E N T



M A N A G E M E N T C O M P A N Y L T D .

## OASIS COLLECTIVE INVESTMENT SCHEMES



### Performance Fees Frequently Asked Questions





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## Performance Fees Frequently Asked Questions



### 1. DEFINITIONS

Act:	The Collective Investment Schemes Control Act No 45 of 2002 (as amended) regulating Collective Investment Schemes (CIS) and includes references to the applicable regulations and notices.
Benchmark:	This is the yardstick the fund is managed to. Each fund may only have one benchmark.
Fee Accrual Frequency:	This is the frequency at which provisions are made in the fund prices in order to allow for fees in excess of the Minimum Fee.
Fee Hurdle:	This is the level of performance the fund must enjoy, prior to a fee higher than the Minimum Fee being charged. Fee Hurdle refers to the absolute hurdle (e.g. ALSI + 2% per annum) and not only the threshold (e.g. 2% per annum). The fee hurdle and the Benchmark are the same for all Oasis portfolios. As set out in the table below.
Fee Payment Frequency:	This is the frequency at which the amounts provided in the fund in respect of fees in excess of the Minimum Fee are transferred from the fund to the Manager.
High-Water Mark:	The highest level of outperformance the fund has reached since the previous Fee Payment Date.
Management Company:	Oasis Crescent Management Company Limited, (Company Registration Number: 1997/004764/06), an authorised manager of Collective Investment Schemes regulated by the Financial Services Board.
Maximum Fee:	This is the maximum annual management fee (service charge as per s 93(1)(d) of the Act) that may be recovered from the fund by the Manager. This fee includes the minimum fee and all performance fee elements.
Minimum Fee:	This is the annual management fee (service charge as per s 93(1)(d) of the Act) charged regardless of performance.
Performance Fee Measurement Period:	The length of the period for which the fund performance is compared to the fee hurdle, each time the fee is accrued.
Shari'ah Compliance:	Means compliance of the Shari'ah provisions as set out in the relevant supplemental deed and explained within the terms and conditions.
Sharing Rate:	The percentage of performance in excess of the Fee Hurdle the Manager is entitled to share in with the client.

### 2. PREAMBLE

Section 93(1)(d) of the Act stipulates that a Management Company may only receive a service fee from the fund should the fee have been disclosed by the Management Company to the prospective client (i.e. prior to investment) and the client agreed to this fee. The disclosure requirements pertaining to this obligation are clearly set out in the "ASISA (previously ACI) Standard on Unit Trust Performance Fees." This document serves to adhere to best practice within the industry and to facilitate appropriate disclosure around the deduction of the applicable service charges by the Management Company. The purpose of this document is to provide factual information to the client and is not an indication of the desirability of one investment option over the next. This document does not constitute investment advice or an inducement to invest in the aforesaid financial products managed by the Management Company. You must consult with your financial advisor before you make any decision to invest.



# OASIS COLLECTIVE INVESTMENT SCHEMES

## Performance Fees Frequently Asked Questions



### 3. FREQUENTLY ASKED QUESTIONS:

- What are the minimum fees for the relevant funds and classes?  
(see table below)
- What are the maximum fees for the relevant funds and classes?  
(see table below)
- At which performance levels (also called the fee hurdles) will the Manager charge more than the minimum fees?  
(see table below)

Fund Name	Class	Minimum Fee	Benchmark	Fee Hurdle	Sharing Rate*	Maximum Fee	Performance Fee Method	Performance Fee Measurement Period
<b>OASIS CRESCENT RANGE</b>								
Oasis Crescent Equity Fund	A and D	1%	Average Shari'ah Compliant South African Equity - General Portfolios	Average Shari'ah Compliant South African Equity - General Portfolios	20%	3%	Rolling	36 months
Oasis Crescent International Feeder Fund	A and D	1%	Average Shari'ah Global General Equity Fund in ZAR	Average Shari'ah Global General Equity Fund in ZAR	20%	3%	Rolling	36 months
Oasis Crescent International Property Equity Feeder Fund	A and D	1%	CPI Rate of OECD countries + 3% in ZAR	CPI Rate of OECD countries + 3% in ZAR	20%	3%	Rolling	36 months
*Oasis Crescent Income Fund	*A	0,3%	Not Applicable	Not Applicable	Not Applicable	Not Applicable	Not Applicable	Not Applicable
Oasis Crescent Balanced High Equity Fund of Funds	A and D	1%	CPI Rate + 3%	CPI Rate + 3%	20%	3%	Rolling	36 months
Oasis Crescent Balanced Progressive Fund of Funds	A and D	1%	CPI Rate + 1%	CPI Rate + 1%	20%	3%	Rolling	36 months
Oasis Crescent Balanced Stable Fund of Funds	A and D	1%	CPI Rate	CPI Rate	20%	3%	Rolling	36 months
<b>OASIS RANGE</b>								
Oasis General Equity Unit Trust Fund	A and D	1%	Average South African Equity General Portfolios	Average South African Equity General Portfolios	20%	3%	Rolling	36 months
Oasis International Feeder Fund	A and D	1%	Average Global General Equity Fund in ZAR	Average Global General Equity Fund in ZAR	20%	3%	Rolling	36 months
Oasis Property Equity Unit Trust Fund	A and D	1%	CPI Rate+4%	CPI Rate+4%	20%	3%	Rolling	36 months
Oasis Bond Fund	A and D	1%	Average South African Interest Bearing Variable Term Portfolios	Average South African Interest Bearing Variable Term Portfolios	20%	3%	Rolling	36 months
*Oasis Money Market Fund	*A	0,3%	Average South African Interest Bearing Money Market Portfolios	Average South African Interest Bearing Money Market Portfolios	Not Applicable	Not Applicable	Not Applicable	Not Applicable
Oasis Balanced Fund	A and D	1%	CPI Rate + 2%	CPI Rate + 2%	20%	3%	Rolling	36 months
Oasis Balanced Stable Fund of Funds	A and D	1%	CPI Rate + 1%	CPI Rate + 1%	20%	3%	Rolling	36 months

Outperformance by the Investment Manager compared to the applicable fee hurdles, as detailed in the table above, will result in the Manager charging more than the minimum fee. Where performance fees are applied to a specific class, the fee hurdle is the same as the applicable benchmark. All fees quoted in this document are exclusive of VAT. The amounts charged shall include VAT where applicable.

\* No performance fee charge to this portfolio.



# OASIS COLLECTIVE INVESTMENT SCHEMES

## Performance Fees Frequently Asked Questions



- d. Are the fee hurdles the same as the relevant fund benchmarks?  
Yes.
- e. Will more than the minimum fee be charged regardless of whether the fund is experiencing positive or negative performance?  
No. When the applicable fund is experiencing negative performance relative to its benchmark/fee hurdle then only the minimum fee will be charged. Where the applicable fund is experiencing positive performance relative to its benchmark/fee hurdle, then the minimum fee shall be charged as well as a performance fee based on the extent of the outperformance calculated over a rolling 36 month period.
- f. What portion of the funds' performances will the Manager be entitled to share, should the funds perform above their fee hurdles (also called the sharing rate)?  
Where a fund's class performs above the fee hurdle, the sharing rate is 20% of the outperformance to the maximum set in the table please see (h) below.
- g. Do any other classes of the funds charge fixed fees instead of performance fees?  
Yes. The Oasis Money Market Fund and the Oasis Crescent Income Fund charges a fixed fee only (Class A). Performance fees are charged in Class A and D in respect of the funds listed below :
- Oasis Crescent Range**  
 Oasis Crescent Equity Fund  
 Oasis Crescent International Feeder Fund  
 Oasis Crescent International Property Equity Feeder Fund  
 Oasis Crescent Balanced High Equity Fund of Funds  
 Oasis Crescent Balanced Progressive Fund of Funds  
 Oasis Crescent Balanced Stable Fund of Funds
- Oasis Range**  
 Oasis General Equity Unit Trust Fund  
 Oasis International Feeder Fund  
 Oasis Property Equity Unit Trust Fund  
 Oasis Bond Fund  
 Oasis Balanced Fund  
 Oasis Balanced Stable Fund of Funds
- h. What fee rate will be charged under the following conditions:  
(see table below)
- the funds perform 10% pa less than Benchmark
  - the funds perform 5% pa less than Benchmark
  - the funds perform in line with Benchmark
  - the funds perform 5% pa more than Benchmark
  - the funds perform 10% pa more than Benchmark



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Difference in portfolio Benchmark	Minimum Fee	Performance Fee	Total Fee
-10%	1%	0%	1%
-5%	1%	0%	1%
0	1%	0%	1%
+5%	1%	1%	2%
+10%	1%	2%	3%

- i. When fund performance is considered, are fees included or excluded (net of fees or gross of fees)?  
For measurement periods subsequent to 1 January 2017 performance fees for the CPI linked benchmarked portfolios are considered on fund performance net of fees and for measurement periods prior to 1 January 2017 performance fees for the CPI linked benchmarked portfolios are considered on fund performance gross of fees. Performance fees for peer group linked benchmark portfolios are considered on fund performance net of fees. Performance fees are calculated gross of NPI (Non-Permissible Income).
- j. What is NPI (Non-Permissible Income)?  
Funds falling within the Oasis Crescent Range are Shari'ah Compliant products. Any interest earned on a contribution amount or arising from any transaction shall be treated as NPI and upon receipt of such interest, such proceeds shall be treated accordingly. This is done in accordance with the mandate of the Product.
- k. Are the performance fees accrued daily (also called the Fee Accrual Frequency)?  
Yes. Performance fees accrue daily and are paid monthly.
- l. Do performance fee accruals pertain to performance periods more than a month prior to accrual?  
No. Performance fees accrue daily.
- m. Is a rolling measurement period used?  
Yes. A rolling 36 month period is used. Where rolling measurement periods are used, certain unit holders may carry a lower proportion of the performance fee relative to performance enjoyed, whilst other investors may carry a higher proportion of the performance fee relative to performance enjoyed.
- n. How often is the performance fee paid to the Manager (also called the "Fee Payment Frequency")?  
Performance Fees accrue daily and are paid monthly to the Manager.
- o. Should the fund experience underperformance to the fee hurdle, how long is that underperformance held against the Manager?  
In particular, at what point would that underperformance be written off from a fee calculation point of view? A 36 month rolling period is applied. Underperformance would then be applicable for 36 months from the date of underperformance.
- p. Does performance in excess of the hurdle need to overcome prior underperformance (also called a High-Water Mark system)?  
No
- q. Do any underlying funds charge implicit performance fees? If so, include the following:  
Yes. Where a fund holds an investment in a foreign fund CIS then that will trigger an implicit performance fee charge. Where underlying funds charge implicit performance fees (i.e. implicit in their unit prices) unit holders may carry these performance fees, regardless of whether the top tier fund or mandate has outperformed its own benchmark.

#### 4. STATUTORY DISCLOSURES:

Collective Investment Schemes in Securities are generally medium to long term investments. The value of participatory interests may go down as well as up and past performance is not necessarily a guide to the future. Participatory Interests are traded at ruling prices and a portfolio can engage in borrowing and scrip lending. Commission and incentives may be paid, and if so, would be included in the overall costs. Different classes of units apply to some of the Oasis funds, which are subject to different fees and charges. A schedule of fees and charges and maximum commissions is available on request from the company. A Fund of Funds portfolio invests in other CIS which may levy their own charges. This could result in a higher fee structure for these portfolios. A Feeder Fund portfolio only invests in the participatory interests of a single CIS, apart from assets held in liquid form. Oasis reserves the right to close portfolios from time to time in order to manage them more efficiently and in accordance with their mandates. All portfolios are valued daily at approximately 16h00 (South African Time). Forward pricing is used. CIS prices are calculated on a net asset value basis, which is the total book value of all assets in the portfolio divided by the number of participatory interests in issue. CIS prices may fluctuate relative to the market value of the securities comprising the relevant fund. Permissible deductions from the total portfolio may include bank charges, trustee or custodian fees, auditor's fees, Shari'ah compliance charges, service charges of the manager, securities transfer tax (STT) and brokerage fees. The buying price of participatory interests may include an initial adviser's fee of up to a maximum of 2.5% (excl VAT) of the investment amount. This fee is not compulsory and is negotiated independently between the unit holder and the Financial Adviser. Oasis is a member of the Association for Savings and Investment South Africa (ASISA). No warranty as to the accuracy, correctness or completeness of the information or opinions contained herein is provided.

OASIS CRESCENT



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