

This Minimum Disclosure Document (MDD) provides investors with key information that is intended to assist the investor in understanding the nature and risks of investing in this fund.

## Fund Objective and Investment Approach

The Marriott Dividend Growth Fund has as its primary objective an acceptable dividend yield combined with long term growth of income and capital. To achieve this objective the fund will seek out fundamentally sound listed companies that currently pay dividends and possess the potential for consistent and sustainable dividend growth in the future. The fund aims to achieve a dividend yield for its investors in excess of the dividend yield of the Financial and Industrial Index and to grow distributions in excess of the dividend growth achieved by the Financial and Industrial Index measured over rolling two-year periods.

## Fund Information

<b>Registered Name</b>	Marriott Dividend Growth Fund
<b>Fund Size</b>	R 2,105,843,105.34
<b>Price (NAV) (Class R)</b>	9,855.64 cpu
<b>Distribution (Class R)</b>	47.7791 cpu

## Key Features

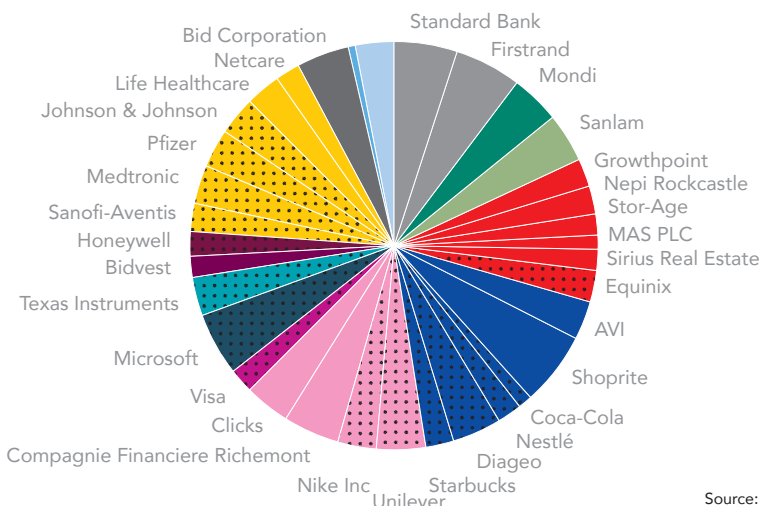
<b>Fund Classification (ASISA)</b>	South African – Equity – General
<b>Inception Date</b>	1 August 1988
<b>Base Currency</b>	ZAR
<b>Minimum Initial Investment</b>	R500
<b>Minimum Additional Investment</b>	R300
<b>Minimum Debit Order</b>	R300
<b>Distribution Declaration Dates</b>	31 March, 30 June, 30 September, 31 December
<b>Distribution Payment Dates</b>	3 to 4 working days after declaration
<b>Instruction Cut-off</b>	15h00 daily
<b>Fund Valuation Frequency</b>	15h00 daily
<b>Risk Category</b>	Aggressive

Low
Medium
High

Income is relatively low with an aim for a long term return greater than inflation. It also aims for a high level of long term growth on invested capital but with high volatility.

## Current Asset Allocation By Security

- Banks 10.3%
- Paper & Packaging 3.8%
- Insurance 4.0%
- Real Estate 11.5%
- Food & Beverage 18.1%
- Household & Personal Products 15.0%
- Financial Services 2.1%
- Software 4.9%
- Industrial Technology 3.0%
- Industrials 3.6%
- Health Care 16.1%
- Food Services 4.2%
- Intl Money Market 0.5%
- RSA Money Market 2.9%
- International



Source: Marriott

## Fees (excluding VAT)

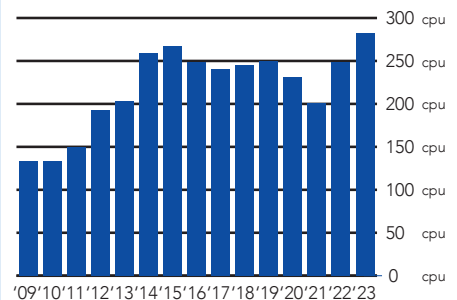
<b>Marriott Initial Fee</b>	0 %
<b>Marriott Annual Management Fee</b>	1 %
<b>Marriott Performance Fee</b>	n/a
<b>Advisor Initial Fee (max)</b>	3 %
<b>Advisor Annual Fee (max)</b>	0.5 %

## Expenses (including VAT)

<b>Total Expense Ratio (TER)</b>	1.19 %
<b>Transaction Costs (TC)</b>	0.07 %
<b>Total Invest Charge (TIC)</b>	1.26 %

## Inflation-Beating Distributions Since 2009

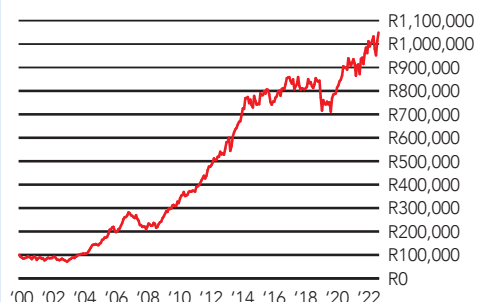
(Paid quarterly in cents per unit)



Source: Marriott

## Total Return

(Assuming R100,000 was invested in Jan 2000)



Source: Marriott

## Fund Limits and Constraints

None other than standard Collective Investment Schemes Control Act and the ASISA Fund Classification.

## Performance

Net of all fees and expenses as per the TER disclosure (including income)

Annualised (pa)	1 year	2 years	3 years	4 years	5 years	Since Inception (Jan 2000)	Volatility of Return Since Inception	
							Highest 12 Months	Lowest 12 Months
Income Return	3.8%	3.2%	3.0%	2.9%	2.9%	3.4%	-	-
Price Return	10.9%	2.5%	7.2%	2.8%	2.4%	6.9%	-	-
<b>Total Return</b>	<b>14.7%</b>	<b>5.7%</b>	<b>10.2%</b>	<b>5.7%</b>	<b>5.3%</b>	<b>10.3%</b>	<b>59.7%</b>	<b>-25.9%</b>

For periods longer than 12 months annualised performance figures are used. An annualised performance figure represents the compounded average return in percentage terms earned by the fund over the given period of time.

Source: Marriott

	Distribution	Income Growth	Total Return
2023	282.74cpu	14.0%	14.7%
2022	247.95 cpu	23.2%	-2.6%
2021	201.19 cpu	-12.7%	19.8%
2020	230.51cpu	-7.5%	-6.6%
2019	249.32cpu	1.8%	3.7%
2018	244.80cpu	1.7%	-5.7%
2017	240.76cpu	-3.0%	13.6%
2016	248.16cpu	-7.0%	1.8%
2015	266.91cpu	3.1%	2.5%
2014	258.77cpu	27.1%	20.4%

## Portfolio Security Yields

Company	Weight	Yield
Firststrand	5.3%	5.3%
Standard Bank	5.1%	6.7%
Mondi	3.8%	3.9%
Sanlam	4.0%	5.0%
Equinix	2.5%	1.8%
Nepi Rockcastle	2.3%	8.4%
Growthpoint	2.2%	11.0%
Sirius Real Estate Ltd	1.6%	5.5%
Stor-Age	1.5%	8.8%
MAS PLC	1.3%	4.9%
Shoprite	5.7%	2.4%
Diageo	4.0%	3.7%
AVI	3.1%	5.9%
Starbucks	2.3%	2.4%
Nestlé	1.9%	3.2%
Coca-Cola	1.1%	3.2%
Compagnie Financiere Richemont	4.3%	2.1%
Unilever	3.7%	4.6%
Clicks	3.6%	2.1%
Nike Inc	3.3%	1.2%
Visa	2.1%	0.8%
Microsoft	4.9%	0.8%
Texas Instruments	3.0%	3.0%
Bidvest	1.8%	3.5%
Honeywell	1.8%	2.1%
Pfizer	3.1%	6.0%
Medtronic	3.0%	3.3%
Johnson & Johnson	3.0%	3.0%
Life Healthcare	2.8%	2.4%
Sanofi-Aventis	2.3%	4.1%
Netcare	2.0%	4.7%
Bid Corporation	4.2%	2.2%

Source: Marriott

## Commentary

The past 12 months presented several challenges for both developed and developing markets globally. Equity, bond, and other asset classes had to contend with a potential US banking crisis, geopolitical uncertainty, persistent inflation, and elevated interest rates. This created a difficult operating environment for consumers, businesses, and governments alike.

As the year evolved markets focused heavily on the latest inflation data released and what it meant for interest rates. This caused significant volatility within financial markets as market participants speculated on the timing of potential interest rate cuts, and whether restrictive monetary policies would ultimately tip the global economy into recession.

Despite the challenging operating environment, the Dividend Fund performed well for investors, delivering an approximate 14.7% return (R Class). Ultimately, this demonstrates the essence of the Marriott's investment philosophy – buy high quality, income producing assets and look to hold them for the long term. During 2023 the dividends of the international and local companies we hold increased by approximately 8% and 16% respectively. Over time, this invariably translates into income growth and capital appreciation for investors.

As we move into 2024 the downward trajectory of inflation and potential for interest rate cuts will bring some relief to a heavily indebted world. However, it should be noted that interest rate cuts are normally associated with an economic slowdown. According to the World Bank, the global economy will grow more slowly over the next two years than it did in the decade before COVID-19 and is set for the worst half a decade of growth in 30 years. From an investment perspective, government bonds and high-quality companies with strong balance sheets, and the ability to pay our reliable and growing dividends will likely serve investors well in these conditions

The Dividend Growth Fund has an approximate 55% exposure to the best JSE listed dividend paying companies & REITs such as Clicks, Standard Bank and Growthpoint. This is complimented by a 45% exposure to arguably the best dividend paying companies in the world such as Microsoft, Johnson & Johnson and Nestle. The fund's total offshore exposure, taking into consideration Rand hedge stocks is now approximately 60% and is therefore less exposed to SA's deteriorating fundamentals. Consequently, the fund is well considered and ideal for investors looking for resilient equities in the next phase of the economic cycle.

**Contact us:** To find out more about this fund or to obtain free of charge additional information such as brochures, application forms, annual reports and other marketing material, please visit our website [www.marriott.co.za](http://www.marriott.co.za) or contact our Communication Centre on **0800 336 555**.

Collective investment schemes are generally medium to long-term investments. The value of participatory interests 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. If required, the manager may borrow up to 10% of the market value of the portfolio to bridge insufficient liquidity. Forward pricing is used. The ruling price of the day is calculated at approximately 15h00 SA time each day. Purchase and repurchase requests must be received by the manager by 15h00 SA time each business day. Prices are published on a daily basis on the Marriott website, [www.marriott.co.za](http://www.marriott.co.za). Unit trusts are calculated on a net asset value basis. Net asset value is the value of all assets in the portfolio including any income accrual and less any permissible deductions from the portfolio. Marriott does not provide any guarantees with respect to the capital or the return of the portfolio. A schedule of fees and charges and maximum commissions is available on request from Marriott. Where initial fees are applicable, these fees are deducted from the investment consideration and the balance invested in units at the net asset value. Commissions and incentives may be paid and if so, would be included in the overall costs. Where, different classes of units apply to the fund these would be subject to different fees and charges. The inclusion foreign securities in a portfolio are subject to risks including but not limited to potential constraints on liquidity and the repatriation of funds, macroeconomic risks, political risks, foreign exchange risks, tax risks, settlement risks and the 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. Declaration of income accruals are quarterly. Performance figures are based on lump sum investment. Individual investor performance may differ as a result of initial fees, the actual investment date, the date of reinvestment and dividend withholding tax. This portfolio may be closed to new investors in order to manage it more efficiently in accordance with its mandate. The TER shows the percentage of the average Net Asset Value of the portfolio that was incurred as charges, levies and fees relating to the management of the portfolio. A higher TER ratio does not necessarily imply poor return, nor does a low TER imply a good return. The current TER cannot be regarded as an indication of future TERs. Transaction Costs are a necessary cost in administering the Financial Product and impacts Financial Product 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. Marriott Unit Trust Management Company (RF) (Pty) Ltd is a member of the Old Mutual Investment Group. Old Mutual is a member of the Association for Savings and Investment South Africa (ASISA).

A MEMBER OF  **OLDMUTUAL** INVESTMENTS

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**Asset Manager:** Marriott Asset  
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