

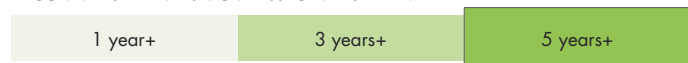
# OLD MUTUAL INDUSTRIAL FUND

## FUND INFORMATION

### RISK PROFILE



### RECOMMENDED MINIMUM INVESTMENT TERM



### FUND OBJECTIVE

The fund aims to offer superior returns over the medium to longer term by investing in a focused portfolio of listed industrial companies.

### WHO IS THIS FUND FOR?

This fund suits investors seeking capital growth over the longer term from a focused portfolio of listed industrial companies. The investor can tolerate equity and sector volatility.

### INVESTMENT MANDATE

The portfolio is fully invested in shares. Derivatives may be used for efficient portfolio management purposes.

### REGULATION 28 COMPLIANCE

The fund aims to achieve long-term inflation-beating growth, and may hold a higher allocation to equities and a greater exposure to a single equity than what is allowed in terms of Regulation 28 of the Pension Funds Act. This fund is therefore not Regulation 28 compliant.

|                         |   |
|-------------------------|---|
| <b>BENCHMARK:</b>       | ASISA Category Average  |
| <b>ASISA CATEGORY:</b>  | South African – Equity – Industrial                                       |
| <b>FUND MANAGER(S):</b> | Brian Pyle & Kayalethu Nodada<br>(Old Mutual Investment Group – Equities) |
| <b>LAUNCH DATE:</b>     | 30/06/1998  |
| <b>SIZE OF FUND:</b>    | R950m   |

### DISTRIBUTIONS: (Half-yearly)\*

| Date       | Dividend | Interest | Total  | Total % |
|------------|----------|----------|--------|---------|
| 31/12/2018 | 12.41c   | 1.50c    | 13.91c | 0.67%   |
| 30/06/2018 | 73.29c   | 5.17c    | 78.46c | 3.21%   |

\* Class A fund distributions

## FUND COMPOSITION

### ASSET & PERCENTAGE ALLOCATION

|               |  |       |
|---------------|--|-------|
| Industrials   |  | 77.7% |
| Liquid Assets |  | 9.1%  |
| Financials    |  | 8.1%  |
| Resources     |  | 5.1%  |

## FUND PERFORMANCE as at 31/12/2018

|                             | % PERFORMANCE (ANNUALISED) |       |      |      |       |                              |
|-----------------------------|----------------------------|-------|------|------|-------|------------------------------|
|                             | 1-Yr                       | 3-Yr  | 5-Yr | 7-Yr | 10-Yr | Since Inception <sup>1</sup> |
| Fund (Class A)              | -16.7%                     | -4.9% | 2.5% | 9.2% | 12.4% | 14.9%                        |
| Fund (Class R) <sup>2</sup> | -16.4%                     | -4.7% | 2.8% | 9.5% | 12.7% | -                            |
| Benchmark                   | -19.8%                     | -5.5% | 2.1% | 9.8% | 12.9% | 14.0%                        |

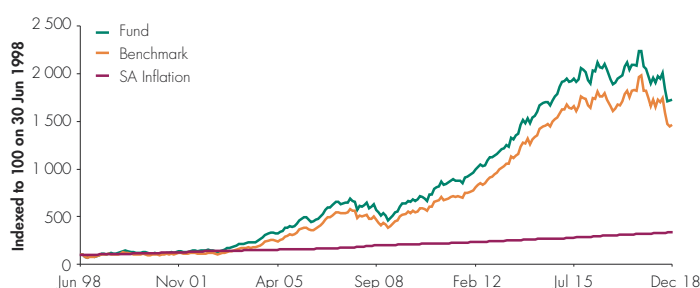
<sup>1</sup> Performance since inception of the fund.

<sup>2</sup> Inception: 31 January 2007

Performance measurements over periods shorter than the recommended investment term may not be appropriate. Past performance is no indication of future performance. Fund returns are net of fees and measured against the benchmark.

| Rolling 12-Month Return | Highest | Average | Lowest |
|-------------------------|---------|---------|--------|
| Fund (Since Inception)  | 73.3%   | 18.4%   | -24.8% |

### Performance Since Inception



Past performance is no indication of future performance.

### Risk Statistics (Since Inception)

|                           |        |
|---------------------------|--------|
| Maximum Drawdown          | -32.9% |
| Months to Recover         | 14     |
| % Positive Months         | 64.2%  |
| Annual Standard Deviation | 16.4%  |

Risk statistics are calculated based on monthly performance data from inception of the fund.

### 5-Year Annualised Rolling Returns (Fund vs Benchmark)



## PRINCIPAL HOLDINGS

| HOLDING                        | % OF FUND |
|--------------------------------|-----------|
| Naspers Ltd                    | 27.0%     |
| British American Tobacco       | 8.3%      |
| Remgro Ltd                     | 5.5%      |
| The Bidvest Group Ltd          | 4.3%      |
| Mondi Ltd                      | 3.3%      |
| Netcare Ltd                    | 3.1%      |
| Compagnie Financière Richemont | 3.1%      |
| Datatec Ltd                    | 2.8%      |
| Sea Harvest Group Ltd          | 2.5%      |
| Bidcorp                        | 2.5%      |

Funds are also available via Old Mutual Wealth and MAX Investments.

Helpline 0860 234 234 Fax +27 21 509 7100 Internet www.omut.co.za Email unitrusts@oldmutual.com



# OLD MUTUAL INDUSTRIAL FUND

## FUND MANAGER INFORMATION



**BRIAN PYLE**  
PORTFOLIO MANAGER

- CA(SA), CFA Charterholder
- 20 years of investment experience



**KAYALETHU NODADA**  
PORTFOLIO MANAGER

- BCom (Hons), CA(SA)
- 6 years of investment experience

## FUND COMMENTARY as at 31/12/2018

The FTSE/JSE All Share Index and the FTSE/JSE Industrial Index (J257) continued to be weak in the fourth quarter of 2018, posting a -4.9% and -6.5% return, respectively. During this period, the rand was pretty stable against most currencies. However, there were some notable share price movements that dragged the indices lower.

British American Tobacco (BAT) was particularly weak in the quarter, posting a -29.7% return. This came off the back of the threat of a potential ban of menthol cigarettes in the US. While we acknowledge that this would be a material threat to the company's profitability in that region, in order for the ban to come into effect we see a very long and drawn-out process ahead of us, which could include a legal challenge from BAT itself. The company can also react to this situation by repositioning its portfolio away from menthol and into other products, thereby giving customers alternative

choices. We believe that the price reaction has been overdone and are happy to hold our positions in BAT within the fund.

SA Inc. shares (those companies generating the majority of their earnings locally) continued to be weak. This comes off the back of poor results released by companies in the second half of 2018. In addition to the poor results, companies are generally reporting particular difficulty in passing on inflation while volumes are under pressure – this, of course, means that company operating margins are under pressure, and many have announced restructuring plans.

Based on our earnings estimates, the fund is trading on a forward price-earnings (PE) ratio of 12.7 times and a forward dividend yield of 3.0%. The PE of the Industrials Index has decreased over the last quarter, and is now

trading at 17.21 times, which is significantly lower than the five-year average of 24.4 times.

Source: Old Mutual Investment Group as at 31/12/2018

## OTHER INVESTMENT CONSIDERATIONS

### MINIMUM INVESTMENTS:

- Monthly: R500
- Lump sum: R10 000
- Ad hoc: R500

### INITIAL CHARGES (Incl. VAT):

There is no initial administration charge for investment transactions of R500 and above. Initial adviser fee will be between 0% and 3.45%.

Investment transactions below the R500 fund minimum incur a 2.30% administration charge.

### ONGOING

|                                 | Class A | Class R |
|---------------------------------|---------|---------|
| Annual service fees (excl. VAT) | 1.25%   | 1.00%   |

The fee is accrued daily and paid to the management company on a monthly basis. Other charges incurred by the fund, and deducted from its portfolio, are included in the TER. A portion of Old Mutual Unit Trusts' annual service fees may be paid to administration platforms.

**TAX REFERENCE NUMBER:** 9067/010/60/4

|                    |                |              |
|--------------------|----------------|--------------|
| <b>ISIN CODES:</b> | <b>Class A</b> | ZAE000020665 |
|                    | <b>Class R</b> | ZAE000088910 |

| Total Expenses (Incl. Annual Service Fee) | 36 Months |         | 12 Months |         |
|---|-----------|---------|-----------|---------|
|   | Class A   | Class R | Class A   | Class R |
| Total Expense Ratio (TER) Incl. VAT       | 1.47%     | 1.18%   | 1.47%     | 1.19%   |
| Transaction Cost (TC)                     | 0.12%     | 0.12%   | 0.17%     | 0.17%   |
| Total Investment Charge                   | 1.59%     | 1.30%   | 1.64%     | 1.36%   |

TER is a historic measure of the impact the deduction of management and operating costs has on a fund's value. A higher TER does not necessarily imply a poor return, nor does a low TER imply a good return. The current TER, which includes the annual service fee, may not necessarily be an accurate indication of future TERs. Transaction Cost (TC) is a necessary cost in administering the fund and impacts fund 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 fund, the investment decisions of the investment manager and the TER.

Funds are also available via Old Mutual Wealth and MAX Investments.

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We aim to treat our clients fairly by giving you the information you need in as simple a way as possible, to enable you to make informed decisions about your investments.

- We believe in the value of sound advice and so recommend that you consult a financial planner before buying or selling unit trusts. You may, however, buy and sell without the help of a financial planner. If you do use a planner, we remind you that they are entitled to certain negotiable planner fees or commissions.
- You should ideally see unit trusts as a medium- to long-term investment. The fluctuations of particular investment strategies affect how a fund performs. Your fund value may go up or down. Therefore, we cannot guarantee the investment capital or return of your investment. How a fund has performed in the past does not necessarily indicate how it will perform in the future.
- The fund fees and costs that we charge for managing your investment are disclosed in this Minimum Disclosure Document (MDD) and in the table of fees and charges, both of which are available on our public website or from our contact centre.
- Additional information of the proposed investment, including brochures, application forms and annual or quarterly reports, can be obtained, free of charge, from Old Mutual Unit Trust Managers (RF) (Pty) Ltd, from our public website at [www.omut.co.za](http://www.omut.co.za) or our contact centre on 0860 234 234.
- Our cut-off time for client instructions (e.g. buying and selling) is at 15:00 each working day for all our funds, except the Money Market Funds, the price of which is set at 13:00. These are also the times we value our funds to determine the daily ruling price (other than at month-end when we value the Old Mutual Index Funds and Old Mutual Multi-Managers Fund of Funds range at 17:00 close). Daily prices are available on the public website and in the media.
- Unit trusts are traded at ruling prices, may borrow to fund client disinvestments and may engage in scrip lending. The daily ruling price is based on the current market value of the fund's assets plus income minus expenses (NAV of the portfolio) divided by the number of units on issue.
- Specialist equity funds may hold a greater risk as exposure limits to a single security may be higher.
- The Net Asset Value to Net Asset Value figures are used for the performance calculations. The performance quoted is for a lump sum investment. The performance calculation includes income distributions prior to the deduction of taxes and distributions are reinvested on the ex-dividend date. Performances may differ as a result of actual initial fees, the actual investment date, the date of reinvestment and dividend withholding tax. Annualised returns are the weighted average compound growth rates over the performance period measured. Performances are in ZAR and as at 31 December 2018. Sources: Morningstar and Old Mutual Investment Group (FSP no. 604).

Old Mutual Unit Trust Managers (RF) (Pty) Ltd, registration number 1965 008 47107, is a registered manager in terms of the Collective Investment Schemes Control Act 45 of 2002. Old Mutual is a member of the Association for Savings and Investment South Africa (ASISA). Old Mutual Unit Trust Managers has the right to close the portfolio to new investors in order to manage it more efficiently in accordance with its mandate.

Trustee: Standard Bank, PO Box 54, Cape Town 8000. Tel: +27 21 401 2002, Fax: +27 21 401 3887.

Issued: January 2019