

Marriott started out as Russell & Marriott in Durban in 1862, making it one of the oldest financial services businesses in the country. We currently have over R8-billion in assets under management, and offer a number of investment products including local and international collective investments.



Marriott was acquired by Old Mutual in 2005 and now forms part of the Old Mutual Investment Group as an independent boutique.

Our Investment Style

Marriott aims to reduce the financial anxiety of the retired investor through an Income Focused Investment Style. This style is based on a business truth that the value of a company grows over time at the rate at which its profits grow. In the same way, the value of an investment, over time, grows at the rate its dividends grow.

An Income Focused Investment Style requires:

- The selection of securities that produce reliable income streams, ideally growing.
- The purchase of these income streams at the appropriate price.

The benefit of this style is:

- Reliable income to fund a lifestyle or to reinvest.
- An increase in investment value in line with income growth over time.
- Above-average risk adjusted returns.

We prefer to invest in securities issued by large companies that are trading at acceptable yields and have a proven track record of paying regular dividends or interest, thus ensuring consistent and reliable distributions to investors. This, along with the growth in dividends from these underlying investments, ensures more certainty with regard to long-term capital growth from our funds.

We specialise in investing the savings of predominantly retired investors in all asset classes, both locally and internationally, and therefore necessarily adopt a relatively conservative approach.



Investment Products

Monthly income for the retired investor

The **Income Solution** was developed in 2001 with an exclusive focus on providing the retired investor with a stable monthly income from discretionary savings. The investor has a choice of three underlying funds, each of which pay a reliable, predictable monthly income.

Spend the income, save the capital

The **Perpetual Annuity** is like no other living annuity in the market. Unlike traditional living annuities, investors do not sell units to provide them with an income stream – instead the income paid is that which is generated from the underlying investments.

Certainty of income gives certainty of outcome

The **Income Preservation Fund** is managed in accordance with Prudential Investment Guidelines to produce long-term income and capital growth for investors who are saving for retirement.

Collective Investment Schemes

Marriott is widely recognised as having introduced commercial property to the private investor with the advent of the Marriott Property Equity Fund in 1997. However, it was the benefit that property was offering at the time, not property itself that caught the team's attention. These same benefits (high yields coupled with strong growth in income) have facilitated the introduction of a selection of unit trusts over the years – all of which have a strong income focus.

International Funds

Our international funds (jointly managed by Marriott International) are **The Marriott International Growth Fund**, **The Marriott International Real Estate Fund** and **The Marriott First World Equity Fund**. The Marriott International Growth Fund has been designed specifically with the South African investor in mind, and therefore has no emerging market exposure and invests in large-cap securities in First World economies (US, UK and Europe).

Investment Professionals

SIMON PEARSE

BCom, MBA, DBA

Simon is the CEO of Marriott and has eighteen years of investment experience with the company. He was instrumental in bringing the benefits of listed property to the private investor in South Africa.



NEIL NOTHARD

BCom CA (SA)

Neil is the Chief Operating Officer of Marriott. He joined the group in 1987 as a chartered accountant and has held a variety of positions over the past twenty three years.



MIKE RONALD

BCom CA (SA), Dip Phil

Mike has fifteen years of investment experience with Marriott. He has been very involved in the management of the income funds, ensuring the delivery of reliable and predictable income streams.



LOURENS COETZEE

BSc Mathematics and Economics (US)

Lourens is an Investment Professional responsible for both primary and secondary research in the securities market, as well as monitoring broad macro economic variables. Lourens has been part of the investment team since 2006 and is a member of the Investment Analysts Society of Southern Africa.



DUGGAN MATTHEWS

BBA Economics (Hons), Strategic Management (Hons), Dip Business Computing, CFA

Duggan is an Investment Professional responsible for both primary and secondary research in the securities market, as well as monitoring broad macro economic variables. Duggan is a member of the Investment Analysts Society of Southern Africa.



BRIAN VAMBE

BCom Finance (Hons),
Post Grad Dip Financial Planning

Brian is an Investment Professional responsible for both primary and secondary research in the securities market, as well as monitoring broad macro economic variables and has successfully completed his level 1 CFA exam. Brian is a member of the Investment Analysts Society of Southern Africa.



Support Services

SALLY ANDERSON

BCom, Dip Mktg

Sally has seventeen years of experience in Operations and Administration with Marriott. She is currently Head of Operations and is responsible for ensuring efficient and timeous processing and reporting of client investments.



BRONWEN BARCLAY

BA Psychology and Communication

Bronwen has eight years of industry-related experience and was with Marriott for three years as a Senior Investment Consultant. She took up the position of Marketing Manager in 2008 and is currently Head of Marketing and Distribution.



Marriott International

RUSSELL COLLISTER

BA (Hons), Fellow of the Securities Institute

Russell joined IOMA in April 2006 after spending nearly five years as an investment director of Singer & Friedlander Investment Management. Russell has twenty four years of experience in the investment management industry and currently chairs the Marriott International investment committee.



MARK EDGE

Member of the Securities Institute

Mark joined IOMA in December 2006. He has twenty three years of experience in the investment management industry and currently sits on the Marriott International investment committee.



PAUL CROCKER

Fellow of the Securities Institute

Paul joined IOMA in November 2008. He is a Fellow of the Securities Institute and was originally a Member of the London Stock Exchange. Paul has over twenty one years experience in the industry.



MARY TAIT

Member of the Chartered Institute for Securities and Investment.

Mary joined IOMA in 2010 having held the position of Investment Director at Lorne House Trust Limited since 2007. Mary has been a Member of the Chartered Institute for Securities & Investment since 1997 and has applied to become an Associate of the Institute of Administrative Management having gained her Offshore Certificate in Company and Trust Administration in 1995.



Marriott House

2 Delamore Road Hillcrest 3610

PO Box 2099 Hillcrest 3650 South Africa

Communication Centre 0800 336 555

Tel +27 (0)31 765 0700 Fax +27 (0)31 765 0790

Email info@marriott.co.za www.marriott.co.za



A FULL MEMBER OF THE ASSOCIATION FOR SAVINGS & INVESTMENT SA

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