

ELECTUS

■ EQUITY SPECIALISTS

Portfolio Manager I
Richard Hasson



ELECTUS GARP Fund

INVESTMENT DESCRIPTION

The ELECTUS Growth at the Right Price (GARP) Fund is a concentrated equity portfolio that is managed on an unconstrained basis, giving the client the benefit of proven stock-picking ability.

The fund consists of a limited number of quality counters showing above average earnings growth potential. These are companies whose future earnings growth potential have not yet been fully discounted into their share prices. The average price earnings (PE) ratio of the portfolio will usually be higher than the market ratio but typically this is compensated with higher earnings growth. The fund aims to achieve its performance objectives through well-researched and superior share selection.

INVESTMENT OBJECTIVE

The investment objective is to generate outperformance of the benchmark by greater than 3% per annum.

INVESTMENT COMPOSITION

The fund invests in South African listed equities, across all industries, but focuses on those companies offering superior growth characteristics such as: undervalued future earnings growth potential; excellent quality management; good competitive position and the ability of the company to earn returns on capital ahead of cost of capital.

SUITABLE INVESTORS

The ELECTUS GARP Fund satisfies investors who seek superior relative returns over the medium to long term and have a tolerance for short-term fluctuations in performance.

INVESTMENT TEAM

This capability has been managed by Richard Hasson since April 2002. Richard has 14 years investment experience as an analyst and fund manager, having joined Old Mutual in 1997 as a small cap equity analyst. He later became Small Cap Sector Head and thereafter Financial Sector Head from 2004 to 2006, during which time he won various Raging Bull and S&P Awards for the unit trust funds he managed.

Richard is supported by a team of eight investment professionals.

Launch Date
April 2002

Portfolio Category
Specialist Domestic
Equity

Product Vehicle
Pooled unitised fund
policy as defined in the
Long-term Insurance
Act, 1988.

Benchmark
The benchmark is SWIX.

Minimum Investment
R10 million

Contact details: ELECTUS, P.O. Box 878, Cape Town 8000. Tel: +27 21 509 5022 Fax: +27 21 509 8084 www.ELECTUS.co.za

Regulatory Information: Old Mutual Investment Group (South Africa) (Pty) Limited is a licensed financial services provider, FSP 604, approved by the Registrar of Financial Services Providers (www.fsb.co.za) to provide intermediary services and advice in terms of the Financial Advisory and Intermediary Services Act 37 of 2002. Old Mutual Investment Group is a wholly owned subsidiary of Old Mutual South Africa Limited. Registration No 1993/003023/07. The investment portfolios may be market-linked or policy based. Investors' rights and obligations are set out in the relevant contracts. amay not get back the full amount invested. Past performance is not necessarily a guide to future investment performance.

March 2012