



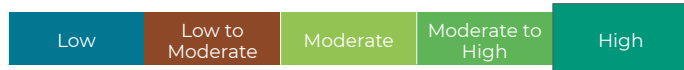
OLD MUTUAL FINANCIAL SERVICES FUND

MARCH 2019

A ballot process is underway to amalgamate the fund with the Old Mutual Equity Fund on 31 May 2019. Any new client flows, including new client switches into the fund, will no longer be processed. However, investment flows from existing investors, including contracted debit orders, will continue irrespective of the capping of the fund. There will be no restrictions on repurchases.

FUND INFORMATION

RISK PROFILE



RECOMMENDED MINIMUM INVESTMENT TERM



FUND OBJECTIVE

The fund aims to achieve long-term capital growth through well-researched and superior share selection in the financial sector.

WHO IS THIS FUND FOR?

This fund is suitable for investors who want to achieve long-term capital growth and who have a particular view of relative market sector performance. The investor can tolerate the volatility associated with equity investments.

INVESTMENT MANDATE

The fund selectively invests in a broad range of financial shares, including banks, insurance and investment companies.

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.

BENCHMARK:	ASISA Category Average
ASISA CATEGORY:	South African – Equity – Financial
FUND MANAGER(S):	Neelash Hansjee (Old Mutual Investment Group – Equities)
LAUNCH DATE:	01/10/1997
SIZE OF FUND:	R628m

DISTRIBUTIONS: (Half-yearly)*

Date	Dividend	Interest	Total	Total %
31/12/2018	33.54c	1.07c	34.61c	2.32%
30/06/2018	14.76c	0.93c	15.69c	1.06%

* Class A fund distributions

FUND COMPOSITION

ASSET & PERCENTAGE ALLOCATION	
Financials	98.9%
Liquid Assets	1.1%

FUND PERFORMANCE as at 31/03/2019

	% PERFORMANCE (ANNUALISED)					
	1-Yr	3-Yr	5-Yr	7-Yr	10-Yr	Since Inception ¹
Fund (Class R)	-2.2%	4.8%	7.6%	11.4%	14.8%	13.1%
Fund (Class A) ²	-2.5%	4.5%	7.3%	11.1%	14.5%	-
Benchmark	-5.0%	2.6%	5.7%	10.4%	14.7%	12.2%

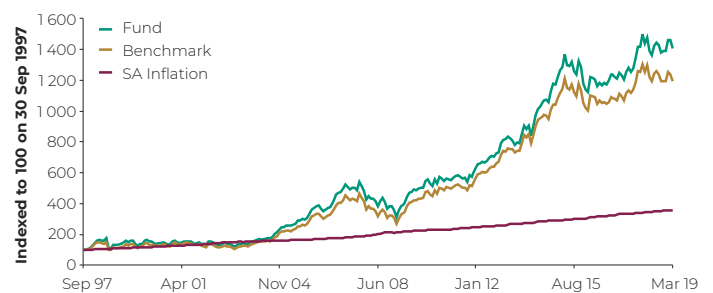
¹ Performance since inception of the fund.

² Inception: 30 June 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)	68.9%	13.9%	-32.0%

Performance Since Inception



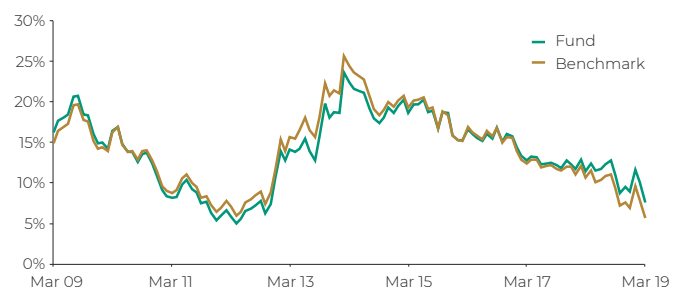
Past performance is no indication of future performance.

Risk Statistics (Since Inception)

Maximum Drawdown	-41.8%
Months to Recover	14
% Positive Months	58.5%
Annual Standard Deviation	19.4%

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
FirstRand Ltd	11.7%
Standard Bank Group Ltd	9.9%
ABSA Group Ltd	7.8%
Old Mutual Ltd	7.7%
Transaction Capital Ltd	7.5%
Nedbank Group Ltd	7.1%
Investec Ltd	7.1%
Investec Plc	7.0%
Capitec	5.9%
PSG Group Ltd	5.0%

THIS IS THE MINIMUM DISCLOSURE DOCUMENT AS REQUIRED BY BOARD NOTICE 92

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

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FUND MANAGER INFORMATION



NEELASH HANSJEE |
PORTFOLIO MANAGER
 • CA(SA)
 • 7 years of investment experience

FUND COMMENTARY as at 31/03/2019

The first quarter of 2019 started on the front foot and closed off with negative sentiment. Uncertainty remained high, with ongoing political noise from the UK as no Brexit deal can be reached and an extension of the deadline is now being sought. In SA, Eskom grabbed headlines, along with the upcoming national elections and the expectation of ratings agency Moody's review on the last day of the quarter, 29 March. These concerns carried through to the financial sector.

The FTSE/JSE Financial Index delivered positive gains of 3% over the first quarter. This wasn't enough and the sector underperformed the

FTSE/JSE Shareholder Weighted All Share Index (SWIX) by 2% over the same period.

The underperformance was driven by the insurance and bank sectors, which declined 7% and 1% respectively.

Companies that contributed to the fund's performance were overweight positions in Capitec, PSG, Quilter and Reinet. Detractors of performance were positions in the banks, namely Discovery and no holdings in Coronation.

Capitec continued its outperformance as it wins new customers at a mammoth rate – with around 500 000 new customers joining in the first two months of the year. This indicates its growth potential is not slowing down. Quilter delivered solid results with good margin expansion and further efficiency opportunities over the medium term. Reinet recovered, along with the recovery in the British American Tobacco share price.

During the quarter, we added to our holdings in FirstRand and Standard Bank. This was largely

funded from sales of Nedbank shares and the fund's cash holdings.

In South Africa, economic indicators are relatively stable in a challenging environment, as business confidence remains clouded and political uncertainty widespread across the globe. Inflation remains contained and consumer debt levels continue to moderate locally. Within this context, we prefer companies that have strong operating metrics, are well capitalised and trading at valuations we believe are appropriate.

Source: Old Mutual Investment Group as at 31/03/2019

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: 9008/028/60/8

ISIN CODES: Class A ZAE000097432
 Class R ZAE000020673

Total Expenses (Incl. Annual Service Fee) (31/12/2018)	36 Months		12 Months	
	Class A	Class R	Class A	Class R
Total Expense Ratio (TER) Incl. VAT	1.46%	1.17%	1.47%	1.18%
Transaction Cost (TC)	0.21%	0.21%	0.16%	0.16%
Total Investment Charge	1.67%	1.38%	1.63%	1.34%

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 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 March 2019. 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: April 2019