

OLD MUTUAL INVESTORS' FUND

FUND INFORMATION

RISK PROFILE



RECOMMENDED MINIMUM INVESTMENT TERM



FUND OBJECTIVE

The fund aims to offer superior returns over the medium to longer term through investing in a broad spectrum of local instruments.

WHO IS THIS FUND FOR?

This fund is suited to investors seeking long-term capital growth through a broadly diversified portfolio of shares. The investor can tolerate stock market volatility.

INVESTMENT MANDATE

It invests in shares across all sectors of the stock market, focusing predominantly on the Top 100 blue-chip shares. The fund aims to achieve its performance objectives through well-researched and superior share selection. Derivatives may be used for efficient portfolio management purposes.

REGULATION 28 COMPLIANCE

The fund aims to achieve long-term inflation-beating growth, and therefore may hold a higher allocation to equities 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
* Please note: The benchmark changed to the ASISA SA-Equity-General category effective 1 July 2017.	
ASISA CATEGORY:	South African – Equity – General
FUND MANAGER(S):	Peter Linley & Meryl Pick (Old Mutual Investment Group – Equities)
LAUNCH DATE:	01/10/1966
SIZE OF FUND:	R12.2bn

DISTRIBUTIONS: (Half-yearly)*

Date	Dividend	Interest	Total	Total %
30/06/2018	579.24c	52.46c	631.70c	1.58%
31/12/2017	259.61c	36.10c	295.71c	0.70%

* Class A fund distributions

FUND COMPOSITION

ASSET & PERCENTAGE ALLOCATION	
Industrials	40.7%
Financials	37.0%
Resources	16.8%
Liquid Assets	4.4%
Exchange Traded Funds	1.1%

FUND PERFORMANCE as at 30/11/2018

	% PERFORMANCE (ANNUALISED)					
	1-Yr	3-Yr	5-Yr	7-Yr	10-Yr	Since Inception ¹
Fund (Class R)	-12.5%	-1.4%	4.8%	9.6%	11.6%	16.4%
Fund (Class A) ²	-12.9%	-1.7%	4.4%	9.3%	11.4%	-
Fund (Class A7) ³	-12.9%	-	-	-	-	-
Fund (Class B1) ⁴	-12.5%	-1.3%	4.7%	-	-	-
Fund (Class B7) ⁴	-12.5%	-	-	-	-	-
Benchmark	-11.5%	1.5%	5.9%	10.2%	13.0%	17.6%

¹ Performance since inception of the fund.

² Inception: 30 June 2007.

³ Inception: 30 April 2016.

⁴ Class B1 inception: 31 July 2013. Class B7 inception: 30 April 2016. Class B1 and B7 are only available through investment platforms such as Old Mutual Wealth.

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)	96.0%	19.2%	-45.7%

Cumulative Performance: 10 Years to 30 November 2018



Past performance is no indication of future performance.

Risk Statistics (Since Inception)

Maximum Drawdown	-51.9%
Months to Recover	80
% Positive Months	63.2%
Annual Standard Deviation	17.6%

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

5-Year Annualised Rolling Returns (Fund vs Benchmark)



PRINCIPAL HOLDINGS as at 30/09/2018

HOLDING	% OF FUND
Naspers Ltd	12.8%
Sasol Ltd	8.1%
British American Tobacco	7.7%
Old Mutual Ltd	5.4%
BHP Billiton Plc	4.7%
ABSA Group Ltd	4.5%
Investec Ltd	4.0%
Glencore Plc	3.7%
Nedbank Group Ltd	3.3%
Italtile Ltd	2.7%

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 unittrusts@oldmutual.com



OLD MUTUAL INVESTORS' FUND

FUND MANAGER INFORMATION



PETER LINLEY
PORTFOLIO MANAGER

- BA Economics, BCom (Hons)
- 33 years of investment experience



MERYL PICK
PORTFOLIO MANAGER

- BScEng (Chem), MBA
- 6 years of investment experience

FUND COMMENTARY as at 30/09/2018

The local market was weak during the quarter, with the FTSE/JSE SWIX All Share Index declining by 3.3% in rand terms, while in contrast the MSCI World Index appreciated by 8.5% in rands. The Old Mutual Investors' Fund does not invest in offshore companies, which has provided a headwind to performance compared with the peers over the quarter and for the year-to-date performance. In rand terms, the FTSE/JSE SWIX All Share Index declined by 7.8% for the nine months to the end of September compared with the strong return of 21% for the MSCI World Index. This reflects both the weakness in the rand and the stronger US dollar performance of developed markets.

During the quarter we maintained a defensive exposure in the fund as we remain cautious on the levels of markets overall and expect emerging markets to continue to lag developed markets. We materially reduced our exposure to SA Inc. shares (i.e. companies generating

the majority of their earnings locally), given the lack of value among the consumer shares, in particular, which are operating in a very tough environment. Many of the SA Inc. share prices had risen strongly earlier in the year on the back of continued positive sentiment post the election of Cyril Ramaphosa as ANC president. While the improved sentiment was welcome, the reality was that the economy remained under pressure.

Last quarter we made the point that the valuations on many SA Inc. shares were unsustainable. This quarter, many of those companies reported results to the end of June 2018. Almost without exception, these results confirmed that earnings remain under pressure. Our interactions with management, customers and suppliers would suggest that growth will be difficult to come by for the year ahead. While we also mentioned that we had bought a stake in Shoprite during the previous quarter, we took the decision to sell the entire stake on

the back of poor results, which negatively impacted our valuation of the company. The market provided us with the opportunity to sell as the price surprisingly spiked post results. This proved to be opportunistic, as the share price has since fallen significantly.

The environment remains tough and share prices are heavily penalised for any miss on earnings expectations. Fortunately, the defensive structure of the fund, with a bias to shares benefiting from a weaker rand, provided protection to the fund in a weak market. These include outperforming resources shares such as Sasol, BHP Billiton, Mondi, Anglo Platinum and Exxaro, as well as non-resources shares Investec, Santam, Discovery and Bidcorp. The fund continued to benefit from our long-term underweight in MTN, which was down 19% over the quarter as the headlines were dominated by the challenges it faces with the regulators in Nigeria. Our emphasis is on patience and discipline, and mining for opportunities in a weak market.

Source: Old Mutual Investment Group as at 30/09/2018

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.

* Please note: Initial charges do not apply to the Class B funds.

TAX REFERENCE NUMBER: 9430/021/60/1

ONGOING

	Class A	Class B1*	Class R	Class A7	Class B7*
Annual service fees (excl. VAT)	1.35%	1.00%	1.00%	1.35%	1.00%

* Please note: The Class B1 and Class B7 Funds are only available through investment platforms such as Old Mutual Wealth.

Class A7 and Class B7 are only available for tax-free investments.

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.

ISIN CODES:

Class A	ZAE000097473
Class A7	ZAE000217626
Class B1	ZAE000179289
Class B7	ZAE000217634
Class R	ZAE000020830

Total Expenses (Incl. Annual Service Fee)	36 Months					12 Months				
	Class A	Class B1*	Class R	Class A7	Class B7*	Class A	Class B1*	Class R	Class A7	Class B7*
Total Expense Ratio (TER) Incl. VAT	1.46%	1.11%	1.16%	1.51%	1.12%	1.56%	1.16%	1.16%	1.56%	1.16%
Performance Fee (incl. in TER)	0.20%	0.20%	-	-	-	-	-	-	-	-
Transaction Cost (TC)	0.28%	0.28%	0.28%	0.27%	0.27%	0.24%	0.24%	0.24%	0.24%	0.24%
Total Investment Charge	1.74%	1.39%	1.44%	1.78%	1.39%	1.80%	1.40%	1.40%	1.80%	1.40%

* Please note: The Class B1 and Class B7 Funds are only available through investment platforms such as Old Mutual Wealth.

Class A7 and Class B7 are only available for tax-free investments.

Please note the annual service fees changed with effect from 1 January 2017 from performance based fees to flat fees. Historical performance fees were charged and will reflect in the fund's TER for 3 years from the date of service fee change. Historical performance fees were accrued daily and paid to the management company on a monthly basis (details on website).

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.

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



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.
- 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 30 November 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: December 2018