

### INVESTMENT OBJECTIVE

To achieve meaningful inflation-beating US\$ returns over rolling five-year periods from a conservatively managed portfolio of global equities, warrants, exchange traded funds, UCITS and other UCIs, interest bearing securities and cash instruments reflecting Foord's prevailing best investment view.

### INVESTOR PROFILE

Investors requiring diversification through offshore investment — with exposures to currencies, markets and securities not available in South Africa; seeking a hedge against ZAR currency depreciation.

### DOMICILE

South Africa

### MANAGEMENT COMPANY

Foord Unit Trusts (RF) (Pty) Ltd  
VAT Registration Number: 4560201594

### FUND MANAGERS

Brian Arcese and Dave Foord

### INCEPTION DATE

1 March 2006

### BASE CURRENCY

South African rands

### EQUITY INDICATOR

Indicates the relative weight of equities in the portfolio. A higher weight could result in increased volatility of returns.

### CATEGORY

Global - Multi-Asset - Flexible

### PORTFOLIO SIZE

R3.6 billion

### MINIMUM LUMP SUM / MONTHLY

Fund is closed to new investment

### UNIT PRICE (CLASS A)

3746.65 cents

### NUMBER OF UNITS (CLASS A)

20.3 million

### SIGNIFICANT RESTRICTIONS

The portfolio may only invest in cash and one other collective investment scheme.

### DISTRIBUTIONS

The Foord International Fund, in which the fund invests, does not distribute its income.

### INCOME CHARACTERISTICS

Marginal to zero income yield as the Foord International Fund is a roll-up fund and does not distribute its income.

### PORTFOLIO ORIENTATION

Fully invested in the Foord International Fund, sub-fund of Foord SICAV, domiciled in Luxembourg.

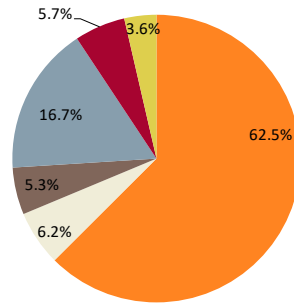
### RISK OF LOSS

Currency volatility means risk of loss in the short term is high. In general, the risk of loss is lower than that of the average foreign equity fund.

### TIME HORIZON

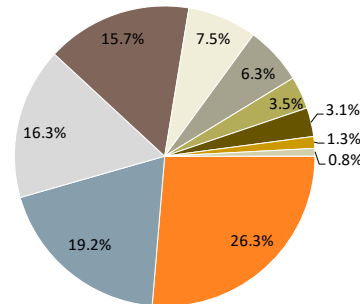
Longer than three years.

### ASSET ALLOCATION



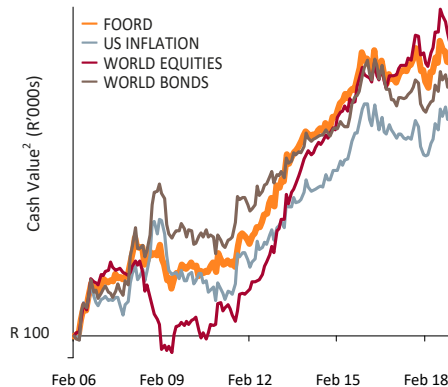
Equities Commodities Corporate bonds Money market Government bonds Property

### EQUITY SECTOR ALLOCATION

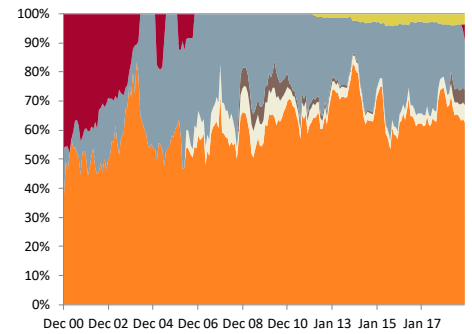


Healthcare Financials  
Communication Services Materials  
Consumer staples Utilities  
Industrials Consumer discretionary  
Energy Information technology

### PORTFOLIO PERFORMANCE



### CHANGES IN PORTFOLIO COMPOSITION: MASTER FUND



Dec 00 Dec 02 Dec 04 Dec 06 Dec 08 Dec 10 Dec 12 Jan 13 Jan 15 Jan 17

### GEOGRAPHIC EXPOSURE

	TOTAL PORTFOLIO %	REGIONAL EQUITY %	CASH %
North America	48	25	17
EM Latin America	-	-	-
Europe	26	20	-
EM Europe	-	-	-
Pacific	8	5	-
EM Asia	18	13	-
	100	63	17

### TOP 10 INVESTMENTS

SECURITY	ASSET CLASS	MARKET	% OF FUND
FMC Corp	Equity	USA	8.0
ETFs Physical Gold	Commodity	GBR	5.9
US Treasury 2.75%	Gov bond	USA	5.7
Nagacorp 9.375%	Corp bond	SGP	5.2
Roche Holding	Equity	CHE	4.4
CVS Health Corp	Equity	USA	3.9
Scottish & South'n Energy	Equity	GBR	3.9
Vodafone Group	Equity	GBR	3.7
Nestle	Equity	CHE	3.7
China Construction Bank	Equity	HKG	3.6

### PORTFOLIO PERFORMANCE (PERIODS GREATER THAN ONE YEAR ARE ANNUALISED <sup>1</sup>)

	CASH VALUE <sup>2</sup>	SINCE INCEPTION	LAST 10 YEARS	LAST 7 YEARS	LAST 5 YEARS	LAST 3 YEARS	LAST 12 MONTHS	THIS MONTH
<b>IN RANDS</b>								
FOORD <sup>3,4</sup>	R 375 427	10.8%	9.8%	12.8%	7.3%	-1.6%	4.4%	-0.3%
PEER GROUP <sup>4,5</sup>	R 260 875	7.7%	7.4%	10.8%	6.3%	-1.0%	6.4%	-0.3%
US INFLATION <sup>6</sup>	R 295 122	8.8%	6.1%	10.2%	8.1%	-0.5%	18.2%	3.4%
WORLD EQUITIES <sup>7</sup>	R 414 649	11.7%	14.3%	19.0%	11.9%	4.3%	6.4%	-4.4%
WORLD BONDS <sup>8</sup>	R 351 250	10.3%	5.8%	8.8%	7.3%	0.1%	14.9%	5.9%
FOORD HIGHEST <sup>3,4,9</sup>		42.1%	42.1%	42.1%	36.6%	18.8%	4.4%	
FOORD LOWEST <sup>3,4,9</sup>		-18.5%	-12.0%	-12.0%	-12.0%	-12.0%	4.4%	

<sup>1</sup> Converted to reflect the average yearly return for each period presented

<sup>2</sup> Current value of R100 000 notional lump sum invested at inception, distributions reinvested (graphically represented in R'000s above)

<sup>3</sup> Class A

<sup>4</sup> Net of fees and expenses

<sup>5</sup> USD Flexible Allocation Morningstar category (provisional). Source: Morningstar

<sup>6</sup> US headline consumer price index. Source: Bloomberg L.P., performance as calculated by Foord (estimated for December 2018)

<sup>7</sup> MSCI World Equity Total Return Index (Developed Markets). Source: Bloomberg L.P., performance as calculated by Foord

<sup>8</sup> Salomon Smith Barney World Government Bond Index. Source: IRESS MD RSA, performance as calculated by Foord

<sup>9</sup> Highest and lowest actual 12 month rand return achieved in the period

### COMMENTARY

- Global developed market bourses (-7.6%) posted their worst performance of 2018 – US equities (-9.1%) led the decline when Trump’s public criticism of Fed Chair Powell failed to deter a federal funds rate hike and further key Trump administration exits added to market woes
- Chinese stocks (-6.1%) fell for the sixth time in seven months – investors are sceptical of reports touting progress in the US/China trade negotiations, instead focusing on data highlighting the country’s slowing economy
- Global emerging market bourses (-2.7%) outperformed developed market peers, led by India (-0.1%) and Brazil (-1.8%) – the election of pro-business candidate Jair Bolsonaro as Brazil’s president boosted the Sao Paulo stock market to its highest ever levels
- US sovereign bond yields including the 10-year (2.7%) and the 2-year yield (2.5%) declined markedly from intra-year highs on safe-haven buying – continued US/China trade conflict coupled with a partial US government shutdown led to a selloff in risk assets
- Precious metals including gold (+4.8%) and silver (+8.6%) rose – investors flocked to uncorrelated assets as market volatility spiked
- Oil (-8.4%) continued its downward trend on rising US stockpiles and slowing global demand – the Organization of Petroleum Exporting Countries (OPEC) and its allies have agreed to curb production by 1.2 million barrels to stabilise prices
- The US dollar was little changed against the euro (+1.0%) and pound (-0.2%) while declining against the yen (+3.5%) – investors view the relative isolation of the Japanese economy as a refuge during periods of increased market volatility
- The rand (-3.5%) weakened as investors sold risk assets and fled to safe-haven US Treasuries and precious metals – although close to fair value, the currency remains vulnerable given the country’s stressed public finances, weak economy and elevated risks as we approach the 2019 SA national elections

### FEE RATES (CLASS A)

Initial, exit and switching fees	0.0%
Annual fees	0.35% plus VAT
Underlying investment fees	A 1.35% fixed annual fee is levied in the Foord International Fund

### ANNUALISED COST RATIO (CLASS A)

	12 MONTHS	36 MONTHS
TER — Basic	1.80%	1.87%
— Performance	0.00%	0.00%
Transaction costs	0.00%	0.00%
Total cost ratio	1.80%	1.87%

### INVESTING OFFSHORE

While an investment in the fund provides for global asset exposure, you may only invest and withdraw rands. Your contribution to a fund of this nature is over and above the South African offshore allowance.

### INVESTING FOR THE LONG TERM

At Foord Unit Trusts, we believe in investing for the long term. We seek to partner with clients who wish to invest for decades and who understand that superior long-term returns are not achieved smoothly each year. We pledge to earn your trust by investing your money with the same care and dedication with which we invest our own.

### ABOUT THE MASTER FUND

The Foord International Fund (FIF) is the master fund for the Foord International Feeder Fund. FIF was launched as a global equity fund in 1997 when South African exchange controls were first relaxed. It was a tumultuous time for global equity markets. Price-earnings multiples (PEs) on the S&P 500 Index in the USA grew from around 15-times earnings in 1995 to around 20-times earnings when the fund commenced. They headed even higher as investors speculated in the dot-com bubble leading up to the early 2000s.

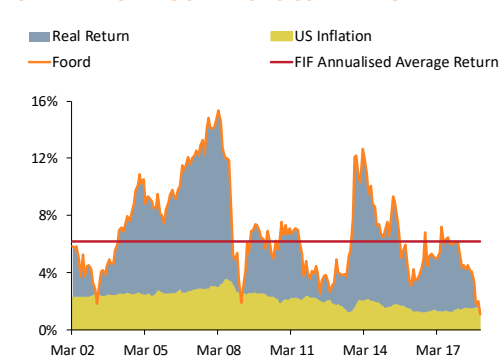
Given the speculative fever in equity markets and the entrenched Foord investment philosophy of protecting investors from permanent capital losses, the managers changed the fund’s investment policy to one of flexible asset allocation. Investment grade interest bearing assets in excess of 40% of the portfolio were subsequently included in the fund, which protected investors’ capital when equity markets retraced their gains in 1999/2000 (see Chart 1). Within the reduced equity component, the investment thesis continued to focus on quality companies offering a safe but adequate return, mostly in developed economies.

The managers then set an absolute return investment objective for the fund. Chart 2 demonstrates that FIF has consistently delivered real returns of approximately 5% per annum in US dollars over rolling five year cycles.

### CHART 1: CUMULATIVE RETURNS



### CHART 2: ROLLING 5 YEARS VS US INFLATION



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### IMPORTANT INFORMATION FOR INVESTORS

Foord Unit Trusts (RF) (Pty) Ltd (Foord Unit Trusts) is an approved CISA Company Management Company (#10), regulated by the Financial Services Board. Portfolios are managed by Foord Asset Management (Pty) Ltd (Foord), an authorised Financial Services Provider (FSP: 578). The custodian/trustee of Foord Unit Trusts is RMB Custody and Trustee Services (a division of FirstRand Bank Limited), contactable on T: 087 736 1732, F: 0860 557 774, [www.rmb.co.za](http://www.rmb.co.za).

Collective Investment Schemes in Securities (unit trusts) are generally medium- to long-term investments. The value of participatory interests (units) may go down as well as up and past performance is not necessarily a guide to the future. Performance is calculated for the portfolio. Individual investor performance may differ as a result of the actual investment date, the date of reinvestment and withholding taxes. Performance may be affected by changes in the market or economic conditions and legal, regulatory and tax requirements. Foord Unit Trusts does not provide any guarantee either with respect to the capital or the performance return of the investment. Unit trusts are traded at ruling prices and can engage in borrowing. Foord Unit Trusts does not engage in scrip lending. Commission and incentives may be paid and if so, this cost is not borne by the investor. A schedule of fees and charges and maximum commissions is available on request. Distributions may be subject to mandatory withholding taxes. A fund of funds invests only in other Collective Investment Scheme portfolios, which may levy their own charges, which could result in a higher fee structure. A feeder fund is a portfolio that, apart from assets in liquid form, consists solely of units in a single portfolio of a Collective Investment Scheme which could result in a higher fee structure. Foord Unit Trusts is authorised to close the portfolio to new investors in order to manage the portfolio more efficiently in accordance with its mandate.

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### UNIT PRICE

Unit trust prices are calculated on a net asset value basis, which is the total value of all assets in the portfolio including any income accruals and less any permissible deductions from the portfolio. Forward pricing is used. Prices are determined at 15h00 each business day and are published daily on [www.foord.co.za](http://www.foord.co.za) and in national newspapers. The cut-off time for instruction is 14h00 each business day.

### TER

A Total Expense Ratio (TER) is a measure of a portfolio’s annual expenses, fees and charges, expressed as a percentage of the average daily value of the portfolio. These expenses include the annual fee, VAT, audit fees, bank charges and costs, including trading costs, incurred in any underlying funds. Included in the TER, but separately disclosed, is a performance fee (or credit) resulting from overperformance (or underperformance) against the benchmark. A higher TER ratio does not necessarily imply a poor return, nor does a low TER imply a good return. The current TER cannot be regarded as an indication of future TERs. Performance return information and prices are always stated net of the expenses, fees and charges included in the TER. The TER for the fund’s financial year ended 28 February 2018 was 1.88%.

### FOREIGN INVESTMENT RISK

The portfolio may include underlying foreign investments. Fluctuations or movements in exchange rates may cause the value of underlying foreign investments to go up or down. The underlying foreign investments may be adversely affected by political instability as well as exchange controls, changes in taxation, foreign investment policies, restrictions on repatriation of investments and other restrictions and controls that may be imposed by the relevant authorities in the relevant countries.

Foord is a member of the Association for Savings and Investment SA.

This is a Minimum Disclosure Document. Published on 4 January 2019.