

OLD MUTUAL INDUSTRIAL 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

l year+	3 years+	5 years+

FUND OBJECTIVE

The fund aims to offer superior returns over the medium to longer term by investing in a focused portfolio of listed industrial companies.

WHO IS THIS FUND FOR?

This fund suits investors seeking capital growth over the longer term from a focused portfolio of listed industrial companies. The investor can tolerate equity and sector volatility.

INVESTMENT MANDATE

The portfolio is fully invested in shares. Derivatives may be used for efficient portfolio management purposes.

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:	A	ASISA Category Average			
ASISA CATEGO	RY: S	South African – Equity – Industrial			
FUND MANAGE	()	Brian Pyle & Kayalethu Nodada (Old Mutual Investment Group – Equities)			
LAUNCH DATE: 30/06/1998					
SIZE OF FUND: R997m					
DISTRIBUTIONS: (Half-yearly)*					
Date	Dividen	d Interes	st Total	Total %	
31/12/2018	12.41c	: 1.50c	13.910	0.67%	
30/06/2018	73.29c	5.17c	78.460	3.21%	

* Class A fund distributions

FUND COMPOSITION

ASSET & PERCENTAGE ALLOCATION

Industrials		81.2%
Financials	7.6%	
Liquid Assets	7.5%	
Resources	3.7%	

FUND PERFORMANCE as at 31/03/2019

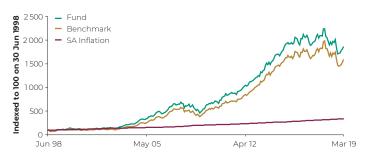
	% PERFORMANCE (ANNUALISED)					
	1-Yr	3-Yr	5-Yr	7-Yr	10-Yr	Since Inception ¹
Fund (Class A)	-1.7%	-2.9%	3.6%	8.9%	14.3%	15.1%
Fund (Class R) ²	-1.5%	-2.6%	3.9%	9.3%	14.6%	-
Benchmark	-3.9%	-3.0%	3.5%	9.7%	14.7%	14.3%

Performance since inception of the fund
 Inception: 31 January 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)	73.3%	18.0%	-24.8%

Performance Since Inception

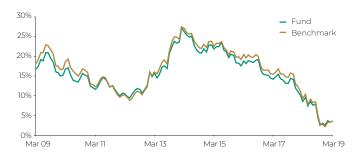


Past performance is no indication of future performance.

Risk Statistics (Since Inception)	
Maximum Drawdown	-32.9%
Months to Recover	14
% Positive Months	64.7%
Annual Standard Deviation	16.3%

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
Naspers Ltd	29.8%
British American Tobacco	9.7%
Remgro Ltd	5.0%
The Bidvest Group Ltd	3.8%
Mondi Ltd	3.7%
Datatec Ltd	3.3%
Anheuser Busch Inbev	2.8%
Bidcorp	2.7%
Netcare Ltd	2.6%
Sea Harvest Group Ltd	2.5%

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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OLD MUTUAL INDUSTRIAL FUND

MARCH 2019

FUND MANAGER INFORMATION



BRIAN PYLE I

PORTFOLIO MANAGER · CA(SA), CFA Charterholder

- 20 years of investment
- experience



KAYALETHU NODADA

- PORTFOLIO MANAGER
- · BCom (Hons), CA(SA) 6 years of investment experience

FUND COMMENTARY as at 31/03/2019

The FTSE/JSE All Share Index (+7.1%) and the FTSE/ JSE Industrials Index (J257) (+6.8%) got off to a good start in the first quarter of 2019, rebounding from a weak fourth quarter of 2018. During the quarter, the rand finished just 1% weaker versus the US dollar to end the quarter at R14.33/US\$, despite having strengthened by as much as 7.7% in January 2019 to R13.25/US\$.

In the quarterly commentary to the end of December 2018, we reported on the weakness in the British American Tobacco (BAT) share price. We suggested that the weakness was overdone

and that we were happy to maintain our position in that share. We are delighted to report that the share increased by 27.4% in the first quarter of 2019, rebounding very strongly from the low it reached in January 2019 of 42 418 cents per share (cps) to a quarter-end price of 59 787cps.

SA Inc. shares (those companies generating the majority of their earnings locally) continued to be weak. This comes off the back of poor results released by companies in the first quarter of 2019. In addition to poor results, companies are generally reporting particular difficulty in passing on rising input costs (for instance, a higher fuel price), while demand remains under pressure this, of course, means that companies' operating margins are under pressure and many have announced restructuring plans.

Based on our earnings estimates, the fund is trading on a forward price-earnings (PE) ratio of 16.2 times and a forward dividend yield of 2.5%. The PE of the Industrials Index (J257) has increased over the past quarter and is now trading at 21.1 times, (this includes the highly-rating Naspers share, which has a big influence on the overall average). We believe that this fund offers a good blend of attractively priced local shares and locally listed shares with offshore exposed earnings streams.

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 haid 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: 9067/010/60/4

ISIN CODES:	Class A	ZAE000020665
	Class R	ZAE000088910

	36 Months		12 Months	
Total Expenses (Incl. Annual Service Fee) (31/12/2018)	Class A	Class R	Class A	Class R
Total Expense Ratio (TER) Incl. VAT	1.47%	1.18%	1.47%	1.19%
Transaction Cost (TC)	0.12%	0.12%	0.17%	0.17%
Total Investment Charge	1.59%	1.30%	1.64%	1.36%

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.

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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 here 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 twownut coza 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 Multi-Managers Fund of Funds 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 di

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