INVESTMENT OBJECTIVE
The fund aims to earn a higher total rate of return than that of the South African equity market, as represented by the return of the FTSE/JSE Capped All Share Index including income, without assuming greater risk.

INVESTOR PROFILE
Investors requiring long-term growth and who are able to withstand investment volatility in the short to medium term. Available as a tax free investment account.

DOMICILE
South Africa

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

FUND MANAGERS
Nick Balkin, Dave Foord and Daryll Owen

INCEPTION DATE
1 September 2002 / 1 March 2012

BASE CURRENCY
South African rands

ASSET ALLOCATION
JSE equity securities: Current Q3 2020 88.7% 86.4%
Other JSE securities: 8.0% 8.3%
Money market: 3.3% 5.3%

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

CATEGORY
South African - Equity - General

PORTFOLIO SIZE
R3.9 billion

UNIT PRICE (CLASS B2)
6726.03 cents

NUMBER OF UNITS (CLASS B2)
32.4 million

LAST DISTRIBUTIONS
31/08/2020: 70.98 cents per unit
29/02/2020: 117.64 cents per unit

BENCHMARK
Total return of the FTSE/JSE Capped All Share Index (prior to 1 July 2018 FTSE/JSE Capped All Share Index).

SIGNIFICANT RESTRICTIONS
SA equity exposure between 80% and 100%, with balance invested in cash and other JSE listed securities.

INCOME DISTRIBUTIONS
End-February and end-August each year.

INCOME CHARACTERISTICS
Low gross yield, similar to FTSE/JSE Capped All Share Index dividend yield. Income distributions are reduced by the annual service charge, which varies with the relative performance of the fund against its benchmark.

PORTFOLIO ORIENTATION
A portfolio of quality JSE shares that present compelling long-term investment value.

RISK OF LOSS
High in periods shorter than one year. Lower in periods greater than three years.

TIME HORIZON
Longer than five years.

In managing South African equity portfolios, Foord aims to construct a diversified portfolio of quality companies bought at reasonable prices to achieve long-term returns with minimum risk of capital loss. The chart above depicts the monthly returns of the portfolio relative to the monthly returns of its benchmark. Bars above the x-axis show months of outperformance against the benchmark, while bars below the x-axis show months of underperformance. Red bars represent months when the benchmark was negative and yellow bars represent months when the benchmark was positive. The chart illustrates that the portfolio has outperformed the benchmark more than 75% of the time when the market was down (red bars above the x-axis). Put differently, the portfolio has achieved after-tax returns in excess of the market, with lower risk of capital loss.

PORTFOLIO PERFORMANCE (PERIODS GREATER THAN ONE YEAR ARE ANNUALISED)

<table>
<thead>
<tr>
<th>SECURITY</th>
<th>% OF FUND</th>
</tr>
</thead>
<tbody>
<tr>
<td>Naspers &quot;N&quot;</td>
<td>11.7</td>
</tr>
<tr>
<td>BHP Group</td>
<td>8.4</td>
</tr>
<tr>
<td>FirstRand</td>
<td>6.0</td>
</tr>
<tr>
<td>Anheuser-Busch</td>
<td>5.5</td>
</tr>
<tr>
<td>Aspen</td>
<td>5.2</td>
</tr>
<tr>
<td>CF Richemont</td>
<td>5.0</td>
</tr>
<tr>
<td>British American Tobacco</td>
<td>4.1</td>
</tr>
<tr>
<td>Standard Bank</td>
<td>3.1</td>
</tr>
<tr>
<td>Prosus &quot;N&quot;</td>
<td>2.7</td>
</tr>
<tr>
<td>NewGold</td>
<td>2.7</td>
</tr>
</tbody>
</table>

1. Converted to reflect the average yearly return for each period presented
2. Current value of R100 000 notional lump sum invested at inception, distributions reinvested (graphically represented in R’000s above)
3. Class B2 from 1 March 2012, Class A previously, net of fees and expenses
4. Source: IRESS MD RSA
5. Highest and lowest actual 12 month return achieved in the period
COMMENTARY

• Global equities (+12.3% in us dollars) surged to post their biggest ever monthly gain as successful Phase 3 trials of leading COVID-19 vaccines boosted confidence for a return to normalcy—risk-on sentiment and a weaker dollar bolstered emerging markets (+9.2%), led by commodity exporters Brazil (+23.7%) and Russia (+20.8%).
• The US dollar weakened against most major currencies as oil (+27.0%), copper (+14.6%) and iron ore (+3.7%) rose on expectations for economic normalisation beyond 2021—gold (-5.4%) and silver (-6.2%) fell as the appetite for safe havens waned.
• The FTSE/JSE Capped All Share Index (+11.8% in rand) was buoyed by the positive global emerging markets sentiment—financials (+17.1%), industrials (+8.0%) and resources (+10.9%) were all sharply higher on broad-based buying.
• Sector allocation was mixed with the zero allocation to the precious metals sector (-3.4%) being the largest contributor to relative returns as the gold price retraced and the rand strengthened—largely offset by the large underweight position to commodity cyclicals (+18.5%), which benefitted from risk-on sentiment driving industrial commodity prices higher.
• Core holding in consumer company Anheuser-Busch InBev (+22.2%) also contributed—owning BHP Group (+13.8%) instead of Anglo American (+23.7%), the underweight holding in Richemont (+28.4%) and the physical gold ETF (-11.0%) were the largest detractors from benchmark relative performance.
• The rand (+4.8% vs the US dollar) gained as emerging market currencies were buoyed by positive COVID-19 vaccine news and the brighter outlook for the global economy in 2021—despite recent dollar weakness, the rand (-10.5%) is weaker this year and remains vulnerable over the longer term.

FEE RATES (CLASS B2)

<table>
<thead>
<tr>
<th>Fee Type</th>
<th>Initial, exit and switching fees</th>
<th>Standard annual fee for equalising benchmark</th>
<th>Performance fee sharing rate</th>
<th>Minimum annual fee</th>
<th>Maximum annual fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>Initial exit and switching fees</td>
<td>0.0%</td>
<td>0.6% plus VAT</td>
<td>15% (over- and under-performance)</td>
<td>0.1% plus VAT</td>
<td>Uncapped</td>
</tr>
</tbody>
</table>

TOTAL INVESTMENT CHARGE

<table>
<thead>
<tr>
<th>Duration</th>
<th>Total expense ratio (TER)</th>
<th>Manager’s charge (basic)</th>
<th>Performance charge</th>
<th>Foord global charges</th>
<th>VAT and sundry costs</th>
<th>Transaction costs (incl VAT)</th>
<th>Total investment charge</th>
</tr>
</thead>
<tbody>
<tr>
<td>12 MONTHS</td>
<td>0.16%</td>
<td>0.60%</td>
<td>-0.48%</td>
<td>-</td>
<td>0.04%</td>
<td>0.14%</td>
<td>0.30%</td>
</tr>
<tr>
<td>36 MONTHS</td>
<td>0.14%</td>
<td>0.60%</td>
<td>-0.49%</td>
<td>-</td>
<td>0.03%</td>
<td>0.12%</td>
<td>0.26%</td>
</tr>
</tbody>
</table>

FEE STRUCTURE

The annual fee is based on portfolio performance fee with the daily fee rate being adjusted up or down based on the portfolio’s one-year rolling return relative to that of its benchmark and subject to a minimum fee rate.

PERFORMANCE FEES

Performance fees align investor and manager return objectives by rewarding the manager for outperformance while penalising the manager for underperformance. Foord’s performance fee structure increases or decreases the daily fee levied based on the over- or underperformance of the Foord unit trust portfolios relative to their benchmarks. When the portfolio return exceeds the benchmark return, the daily performance fee rate is increased proportionately. Similarly, underperformance causes the daily performance fee rate to decrease proportionately. Performance fee rates are not capped for the reason that outperformance is generally not earned smoothly.

The annual fee is adjusted up or down daily by the performance fee calculated as the difference between the rolling one-year net-of-fee return and the benchmark return for the same period, multiplied by the performance fee sharing rate, which may vary from fund to fund.

PERFORMANCE FEE EXAMPLES FOR FOORD EQUITY FUND (CLASS B2)

<table>
<thead>
<tr>
<th>SCENARIO</th>
<th>A</th>
<th>B</th>
<th>C</th>
<th>D</th>
</tr>
</thead>
<tbody>
<tr>
<td>Foord 1-year rolling return</td>
<td>10.0%</td>
<td>10.0%</td>
<td>10.0%</td>
<td>10.0%</td>
</tr>
<tr>
<td>Benchmark 1-year rolling return</td>
<td>8.0%</td>
<td>12.0%</td>
<td>10.0%</td>
<td>16.0%</td>
</tr>
<tr>
<td>Relative performance</td>
<td>+2.0%</td>
<td>-2.0%</td>
<td>0.0%</td>
<td>-6.0%</td>
</tr>
<tr>
<td>Performance fee sharing rate</td>
<td>15.0%</td>
<td>15.0%</td>
<td>15.0%</td>
<td>15.0%</td>
</tr>
<tr>
<td>Daily adjustment to 0.6% annual fee</td>
<td>+0.3%</td>
<td>-0.3%</td>
<td>0.0%</td>
<td>-0.9%</td>
</tr>
<tr>
<td>Annual fee rate applied (excl. VAT)</td>
<td>0.9%</td>
<td>0.3%</td>
<td>0.6%</td>
<td>0.1%*</td>
</tr>
</tbody>
</table>

* Minimum fees apply

PLEASE CONTACT US FOR MORE INFORMATION REGARDING INVESTMENT TRACK RECORD, FOORD TEAM, CURRENT AND ARCHIVED NEWS ITEMS, FORMS AND DOCUMENTS. THIS INFORMATION IS PROVIDED FREE OF CHARGE.

E: unittrusts@foord.co.za   T: +27 (0)21 532 6969   F: +27 (0)21 532 6970   www.foord.co.za

IMPORTANT INFORMATION FOR INVESTORS

Foord Unit Trusts (RF) (Pty) Ltd (Foord Unit Trusts) is an approved CISCA 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.

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. A 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.

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