

### 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 / 1 March 2012

### 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

R5.8 billion

### UNIT PRICE (CLASS B2)

3631.48 cents

### NUMBER OF UNITS (CLASS B2)

125.6 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.

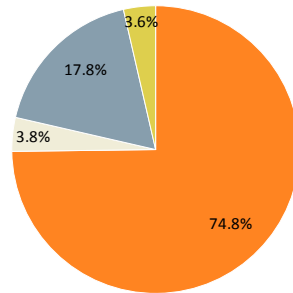
### RISK OF LOSS

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.

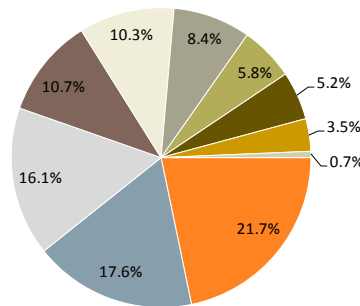
### TIME HORIZON

Longer than three years.

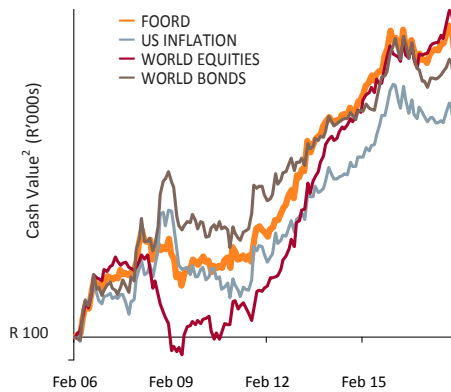
### ASSET ALLOCATION



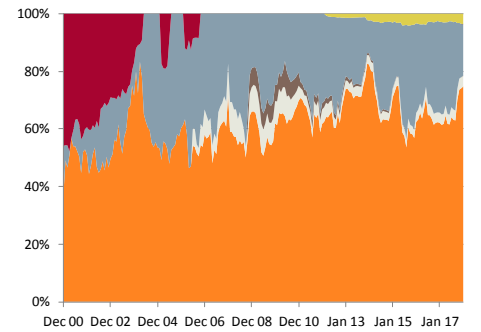
### EQUITY SECTOR ALLOCATION



### PORTFOLIO PERFORMANCE



### CHANGES IN PORTFOLIO COMPOSITION: MASTER FUND



### GEOGRAPHIC EXPOSURE

	TOTAL PORTFOLIO %	REGIONAL EQUITY %	CASH %
North America	49	32	18
EM Latin America	-	-	-
Europe	23	19	-
EM Europe	-	-	-
Pacific	12	8	-
EM Asia	16	16	-
	100	75	18

### TOP 10 INVESTMENTS

SECURITY	ASSET CLASS	MARKET	% OF FUND
FMC Corp	Equity	USA	7.8
Monsanto	Equity	USA	5.2
China Construction Bank	Equity	HKG	4.5
Roche Holding	Equity	CHE	4.2
Vodafone Group	Equity	GBR	3.9
Nestle	Equity	CHE	3.9
PICC Property & Casualty	Equity	HKG	3.8
ETFs Physical Gold	Commodity	GBR	3.8
Baidu Inc	Equity	USA	3.6
Ind & Comm Bank of China	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 360 355	11.3%	9.9%	13.4%	11.9%	8.0%	4.9%	0.7%
PEER GROUP <sup>4,5</sup>	R 240 777	7.6%	5.8%	10.0%	9.1%	4.2%	-0.4%	-1.8%
US INFLATION <sup>6</sup>	R 239 055	7.6%	6.3%	9.2%	7.2%	2.4%	-10.7%	-4.3%
WORLD EQUITIES <sup>7</sup>	R 392 932	12.2%	11.2%	18.9%	18.8%	13.1%	11.3%	0.8%
WORLD BONDS <sup>8</sup>	R 298 800	9.6%	7.3%	9.0%	6.5%	2.9%	-4.6%	-2.7%
FOORD HIGHEST <sup>3,4,9</sup>		42.1%	42.1%	42.1%	36.6%	30.9%	4.9%	
FOORD LOWEST <sup>3,4,9</sup>		-18.5%	-18.5%	-11.9%	-11.9%	-11.9%	4.9%	

<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 B2 from 1 March 2012, Class R previously

<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 January 2018)

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

<sup>8</sup> Citigroup 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 equities (+5.6%) began 2018 with the best calendar-year start for 30 years – crowning a blistering 2017 when risk-adjusted MSCI world equity returns were the second highest since 1970
- Emerging markets (+8.3%) outperformed – key export markets benefited as the weaker US dollar and synchronous global growth bolstered commodity prices and fiscal prospects
- US 10-year Treasury yields (+31 basis points) rose sharply – investors now seemingly endorse the US Federal Reserve’s commitment to three additional 2018 fed funds rate increases
- Global commodity prices, including iron ore (+6.4%), oil (+3.3%) and precious metals including gold (+2.5%) and silver (+2.2%), strengthened – partially driven by US dollar weakness
- The US dollar weakened further against the euro (+3.7%), pound (+5.1%) and yen (+3.2%) – resuming the course set during the first half of 2017 and falling against most developed market currencies
- The fund’s allocation to equities increasing modestly due to positive performance of the fund’s equity investments – the managers still favour equities over other asset classes, despite stretched valuations
- The cash component of the portfolio remains concentrated in US dollars – notwithstanding recent depreciation, the expected US interest rate increase and continued economic expansion should result in higher US yields and modest currency appreciation following a period of consolidation
- The rand (+4.9% vs the US dollar) gained on positive political sentiment and US dollar weakness – but material financial risks persist at SOEs despite nascent corporate governance improvements

### FEE RATES (CLASS B2)

Initial, exit and switching fees	0.0%
Annual fees	0.1% plus VAT
Underlying investment fees	A 1.35% fixed annual fee is levied in the Foord International Fund

### ANNUALISED COST RATIO (CLASS B2)

	12 MONTHS	36 MONTHS
TER —Basic	1.58%	1.62%
—Performance	0.00%	0.00%
Transaction costs	0.00%	0.00%
Total cost ratio	1.58%	1.62%

### 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 TARGET FUND

The Foord International Fund (FIF) is the target 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.

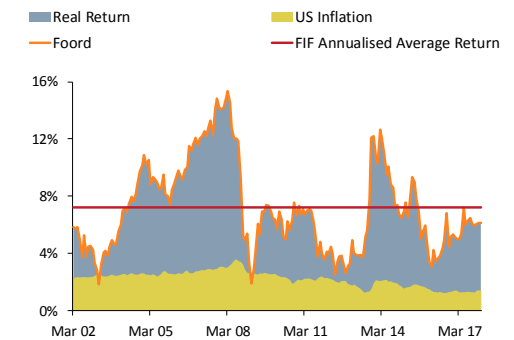
Given the speculative fever in equity markets and the entrenched Foord investment philosophy of protecting investors from permanent capital losses, the managers changed the fund’s investment policy to one of flexible asset allocation. Investment grade interest bearing assets in excess of 40% of the portfolio 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 target for the fund of inflation plus 5% in US dollars. 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 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](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 2017 was 1.64%.

### 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.

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