

# FOORD BALANCED FUND – CLASS A

The fund aims to grow retirement savings by meaningful, inflation-beating returns over the long term from an actively managed multi-asset class portfolio. The fund is appropriate for investors in retirement products that are subject to prudential limits and whose investment horizon exceeds five years. 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  
Nancy Hossack

**INCEPTION DATE**  
1 September 2002

**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**  
South African – Multi Asset – High Equity

**BENCHMARK**  
The market value weighted average total return of the South African – Multi Asset – High Equity unit trust sector, excluding Foord Balanced Fund.

**MINIMUM LUMP SUM / MONTHLY**  
R50 000 / R1 000

**PORTFOLIO SIZE**  
R24.5 billion

**UNIT PRICE**  
7534.36 cents

**NUMBER OF UNITS**  
33.5 million

**LAST DISTRIBUTIONS**  
28/03/2024: 64.67 cents  
29/09/2023: 60.80 cents

**INCOME DISTRIBUTIONS**  
End-March and end-September each year.

**INCOME CHARACTERISTICS**  
Medium yield, approximately double that of a general equity fund. Income distributions are reduced by the annual service charge, which varies with the relative performance of the fund against its benchmark.

**PORTFOLIO ORIENTATION**  
Medium to high weighting in JSE shares and includes exposure to listed property, commodity securities, bonds, money market instruments and foreign assets.

**SIGNIFICANT RESTRICTIONS**  
Maximum equity exposure of 75%; maximum offshore exposure of 45%; complies with pension fund investment regulations (Regulation 28).

**FOREIGN ASSETS**  
Foreign asset exposure is obtained predominantly via the US dollar priced Foord global funds in Luxembourg and Singapore.

**RISK OF LOSS**  
Lower than that of a pure equity fund. High in periods shorter than six months, lower in periods greater than one year.

**TIME HORIZON**  
Longer than five years.

**ISIN NUMBER**  
ZAE000042172

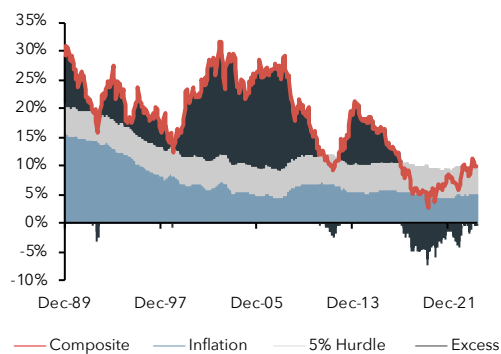
## ASSET ALLOCATION % (MAX LIMITS IN BRACKETS) Change since 31 March 2024

	SA (100)	FOREIGN (45)	TOTAL	CHANGE
Equities (75)	35.8	27.6	63.5	▲ 1.6
Listed property (25)	2.9	0.7	3.5	▲ 0.1
Corporate bonds (50)	0.0	3.4	3.4	▲ 0.5
Government bonds (100)	10.4	2.4	12.7	▲ 0.1
Commodities (10)	3.8	1.4	5.2	▲ 0.1
Money market (100)	3.5	8.2	11.7	▼ 2.4
<b>TOTAL</b>	<b>56.4</b>	<b>43.6</b>	<b>100.0</b>	

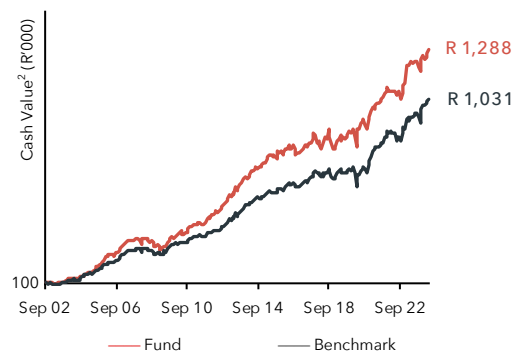
## TOP 10 INVESTMENTS

SECURITY	ASSET CLASS	MARKET	% OF FUND
Foord Global Equity Fund	Foreign assets	LUX/SGP	19.5
Foord International Fund	Foreign assets	LUX	18.5
Prosus	Equity	ZAF	6.7
Aspen	Equity	ZAF	4.7
NewGold	Commodity	ZAF	3.8
RSA 8.875% (R2035)	Government bond	ZAF	3.6
Anheuser-Busch	Equity	ZAF	3.2
FirstRand	Equity	ZAF	2.7
Naspers -N-	Equity	ZAF	2.6
Sasol convertible 4.5%	Corporate bond	USA	2.5

## INVESTMENT STRATEGY VS SA INFLATION



## PORTFOLIO PERFORMANCE VS BENCHMARK



In managing retirement portfolios, Foord aims to achieve returns that exceed inflation plus 5% per annum over any rolling five-year period. The chart illustrates that a composite return of similarly managed portfolios over any rolling five-year period has only once dipped below the South African inflation rate. It also demonstrates that real returns of 5% per annum are consistently achievable in mandates of this nature when measured over the appropriate long-term period.

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

	CASH VALUE <sup>2</sup>	SINCE INCEPTION	15 YRS	10 YRS	7 YRS	5 YRS	3 YRS	1 YR	THIS MONTH
Fund <sup>3</sup>	R 1,287,597	12.5	10.6	6.8	7.0	8.5	8.7	5.2	1.4
Benchmark <sup>3,4</sup>	R 1,030,514	11.4	9.9	7.2	7.6	8.5	9.3	8.6	0.8
Fund highest <sup>3,5</sup>		61.0	28.3	24.2	24.2	24.2	16.8	5.2	
Fund lowest <sup>3,5</sup>		-16.8	-8.1	-8.1	-8.1	-0.3	-0.3	5.2	

<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> Net of fees and expenses

<sup>4</sup> Source: Morningstar, performance as calculated by Foord

<sup>5</sup> Highest and lowest actual 12 month rand return achieved in the period

Note: Totals may not cast perfectly due to rounding

## IMPORTANT INFORMATION FOR INVESTORS

Foord Unit Trusts (RF) (Pty) Ltd (Foord) is an approved CISCA Management Company (#10), regulated by the Financial Sector Conduct Authority. Portfolios are managed by Foord Asset Management (Pty) Ltd, 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: 0877361732, 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 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 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. Portfolio information is presented using effective exposures. 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 is authorised to close the portfolio to new investors in order to manage the portfolio more efficiently in accordance with its mandate.

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. The cut-off time for instruction is 14h00 each business day.

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.

This document is not an advertisement, but is provided exclusively for information purposes and is not an offer or solicitation to purchase, sell or otherwise deal with any particular investment. Economic forecasts and predictions are based on Foord's interpretation of current factual information and exploration of economic activity based on expectation for future growth under normal economic conditions, not dissimilar to previous cycles. Forecasts and commentaries are provided for information purposes only and are not guaranteed to occur. While we have taken and will continue to take care that the information contained herein is true and correct, we request that you report any errors to Foord at unittrusts@foord.co.za. The document is protected by copyright and may not be altered without prior written consent.

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

This is a Minimum Disclosure Document.

Additional detailed analysis is published in the Quarterly Portfolio Report available on www.foord.co.za.

Published on 07 May 2024.

### FEE RATES

Initial, exit and switching fees	0.0%
Standard annual fee for equalling benchmark	1.0% plus VAT
Performance fee sharing rate	10% (over- and under-performance)
Minimum annual fee	0.5% plus VAT
Maximum annual fee	Uncapped
Foord global funds:	
- Foord International Fund	1.00%
- Foord Global Equity Fund	0.5% plus 15% performance

The annual fee is based on portfolio performance with the daily rate being adjusted up or down based on the portfolio's one-year rolling return relative to that of its benchmark and is subject to a minimum fee rate. Fees accrue in the Foord global funds as disclosed.

### TOTAL INVESTMENT CHARGE %

	12 MONTHS	36 MONTHS
Total expense ratio (TER)	1.41	1.26
- Manager's charge (basic)	1.00	1.00
- Performance charge	-0.06	-0.15
- Foord global charges	0.31	0.26
- VAT and sundry costs	0.16	0.15
Transaction costs (incl VAT)	0.05	0.04
<b>Total investment charge</b>	<b>1.46</b>	<b>1.30</b>

A 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 (excluding 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 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 31 March 2024 was 1.47%.

### 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 because 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.

### PERFORMANCE FEE EXAMPLES %

	A	B	C	D
Foord 1-year rolling return	10.0	10.0	10.0	10.0
Benchmark 1-year rolling return	8.0	12.0	10.0	16.0
Relative performance	+2.0	-2.0	0.0	-6.0
Performance fee sharing rate	10.0	10.0	10.0	10.0
Adjustment to 1% annual fee	+0.2	-0.2	0.0	-0.6
<b>Annual fee rate applied (excl. VAT)</b>	<b>1.2</b>	<b>0.8</b>	<b>1.0</b>	<b>0.5*</b>

\* Minimum fees apply

Please visit our website for more information regarding our investment track record, the Foord team, current and archived news items, or forms and documents.

This information is provided free of charge.

T. +27 21 532 6969  
E. unittrusts@foord.co.za  
www.foord.co.za

