

Introduction To Unit Trusts Handbook

Foreword



The promotion of unit trusts as a form of investment by the Securities and Exchanges Commission of Zimbabwe (SECZ) in collaboration with the Investor Protection Fund (IPF) and the Investment Management Industry has come at an opportune time, as we thrive to grow the economy to achieve an upper-middle-income society by the year 2030.

The promotion of unit trusts as a form of investment by the Securities and Exchanges Commission of Zimbabwe (SECZ) in collaboration with the Investor Protection Fund (IPF) and the Investment Management Industry has come at an opportune time, as we thrive to grow the economy to achieve an upper-middle-income society by the year 2030.

Unit trusts offer an attractive option to such individuals who understand the benefits of long-range personal financial planning and its associated discipline with the attendant benefits. Such investors become ready advocates for this type of investment as a means to stimulate long term savings which ultimately translate into investment and capital formation within the economy.

The objective of the Unit Trusts Growth is to direct individuals, with disposable income to a safe and sustainable investment vehicle. Hence the need for fund managers in the investment management industry to collaborate to offer relevant appropriate information, access to the ecosystem of products and services as well as channel this to a pipeline of numerous small and dedicated investors.

I would like to show my appreciation to the Association of Investment Managers of Zimbabwe who have secured the partnership of a licensed investment advisory firm: Intellego, to ensure the publication of accurate and relevant unit trusts information on a regular basis.

Such an industry-wide collaboration not only benefits the investment managers by showcasing their funds, but also helps in achieving the goal of financial inclusion by encouraging individual investors (the prime target of such funds) to invest in capital markets and take part in the process of building wealth.

I believe that this publication, will play its part in the collective efforts to progressively restore confidence in the investments industry and thus contribute to the national economic agenda through mobilisation of household savings which are then re-channelled as much needed capital to the productive sectors.

Hon. Prof. Mthuli Ncube
Minister of Finance and Economic Development

AIMZ Chairman Introduction

The Association of Investment Managers Zimbabwe (AIMZ) was established in 2001 to provide a forum for the consideration of matters of policy and mutual interest concerning member Asset Management companies. The organization comprises of Asset Management companies, that are registered by the Securities and Exchanges Commission of Zimbabwe (SECZ) and enables the industry which is the custodian of the nation's savings and investments, to speak with one voice. AIMZ have developed a Code of Ethics and Professionalism which all members abide by that endeavours to ensure that client funds are managed in line with international best practice and prioritised over individual member interests.

AIMZ's mission is to ensure that the industry and its members remain relevant and sustainable by promoting a culture of savings and investment, through the following:

- **Building a transformed, vibrant, and globally competitive financial sub-sector**
- **Encouraging ethical and equitable behaviour amongst its membership and within financial markets**
- **Actively participating in education, transformation and social development;**
- **Encouraging Zimbabweans to save and invest**
- **Promoting transparency and disclosure within financial markets**
- **Collaborating with Government, SEC and other regulators to engage on policy and regulatory issues.**

As AIMZ, we are excited to be part of the new Unit Trust Survey and publication framework, as we strongly believe that this would contribute to the growth of unit trust investments through enhancing investor education and transparency. Unit Trust investments are the backbone of most financial markets, as they pool the money of many individuals to invest it in equities, bonds, property, cash and other investments. We believe that the public should invest through unit trusts for the following reasons:

1. **Affordability - The minimum initial investment amount is low, as compared to investing directly in shares and or bonds. Furthermore additional investment can be made in even smaller amounts than the minimum investment amount.**
2. **Liquidity - An investor can sell his units wholly or partially at the following trading day's unit buying price. Units have a high liquidity i.e. they can be readily converted into cash.**
3. **Professional management - Unit trust investing allows individual investors access to a professionally managed portfolio of investments. The fund managers who take care of your unit trust funds have access to information and statistics from leading economists and analysts. Consequently, they are in a better position than individual investors to identify opportunities for your investment to grow.**
4. **Ease of transactions - Unit trusts provide investors with a simpler, more convenient and less time-consuming method of investing in securities. The paperwork that comes with managing your own portfolio of shares and bonds are handled by the fund manager.**
5. **Security - The interests of unit holders are protected by the appointment of an independent trustee to hold the fund's assets on behalf of the unit holders. The trustee will also ensure that the fund manager will always manage the fund in accordance to the Deed of the fund and the Guidelines issued by SECZ.**
6. **Diversification - Unit trusts allow you to broaden your portfolio. With your nest-egg spread across a basket of securities, your overall investment risks are reduced.**

We therefore believe that this new survey will enhance the visibility of unit trust investments to the investing public, and we will strive as AIMZ to build on this initiative, going forward.

Jubela Magutakuona
AIMZ Chairman

About The Unit Trusts Survey



Why invest through Unit Trusts?

Investing in Zimbabwe's capital markets has generally been considered a preserve of the elite, with the ordinary Zimbabwean often excluded either due to lack of adequate information or other barriers to access to capital markets. The creation of mutual funds or unit trust funds is meant to bridge this gap by enabling the ordinary man in the street to participate in capital markets. Unit trusts are pooled investment vehicles targeted at retail investors that offer ordinary investors the opportunity to participate in capital markets by providing the following advantages (as compared to participating directly on the capital markets);

1. **Access to specialist skills** – The provider of the unit trusts products are licensed investment management firms with qualified and experienced fund managers and investment analysts who analyse the capital markets on a daily basis and advise on the selection of the best investment assets for the fund.
2. **Divisibility and affordability** – Unit trusts are broken down into smaller units to enable small investors' access and ability to invest. As such the minimum investment thresholds for unit trusts are set lower to enable ordinary investors' access.
3. **Diversification** – By pooling funds from many different small investors and in turn purchasing various investment assets, unit trusts provide instant diversification to an ordinary investor which he or she would otherwise not achieve on his/her own. Diversification is important for risk management to avoid "putting all your eggs in one basket".
4. **Flexibility** – Unit trusts provide a flexible way of accessing financial markets for ordinary investors. They make it easier to exit as one can redeem their investments faster, unlike direct investments where it can take longer to find a buyer for the asset and for settlement to take place. The advent of mobile money and Apps has also made it easier for unit trust products to be offered and payments done expeditiously.

The need for a unit trusts survey

Despite the obvious advantages of investing in unit trusts, investments into unit trusts have not been growing commensurate with the increase in the number of unit trust funds and money supply growth. Instead, most ordinary people in search of investing options end up losing their money through Ponzi schemes out of ignorance. This is partly attributed to lack of knowledge about the existence of such products and limited marketing by the service providers. The provision of information about the performance of the products have been very scant hence ordinary investors are not being given an adequate opportunity to make investment choices.

According to the Collective Investments Schemes Act Chapter 24:19, providers of unit trust products are obliged to publish their prices in public media on a daily basis. This is meant to enable the investing public to have access to information about the unit trust funds and be in a position to evaluate their performance. This has however not been happening due to prohibitive costs of buying advertising space in the newspapers as well as perceived general lack of interest from the investing public.

To bridge the gap and get around the challenges and generate interest in investing among the general public, Intellego Investment Consultants were engaged to collate information about all unit trust funds in the country, analyse and publish regular reports showcasing the different funds and their performances. This will benefit all parties in the following ways;

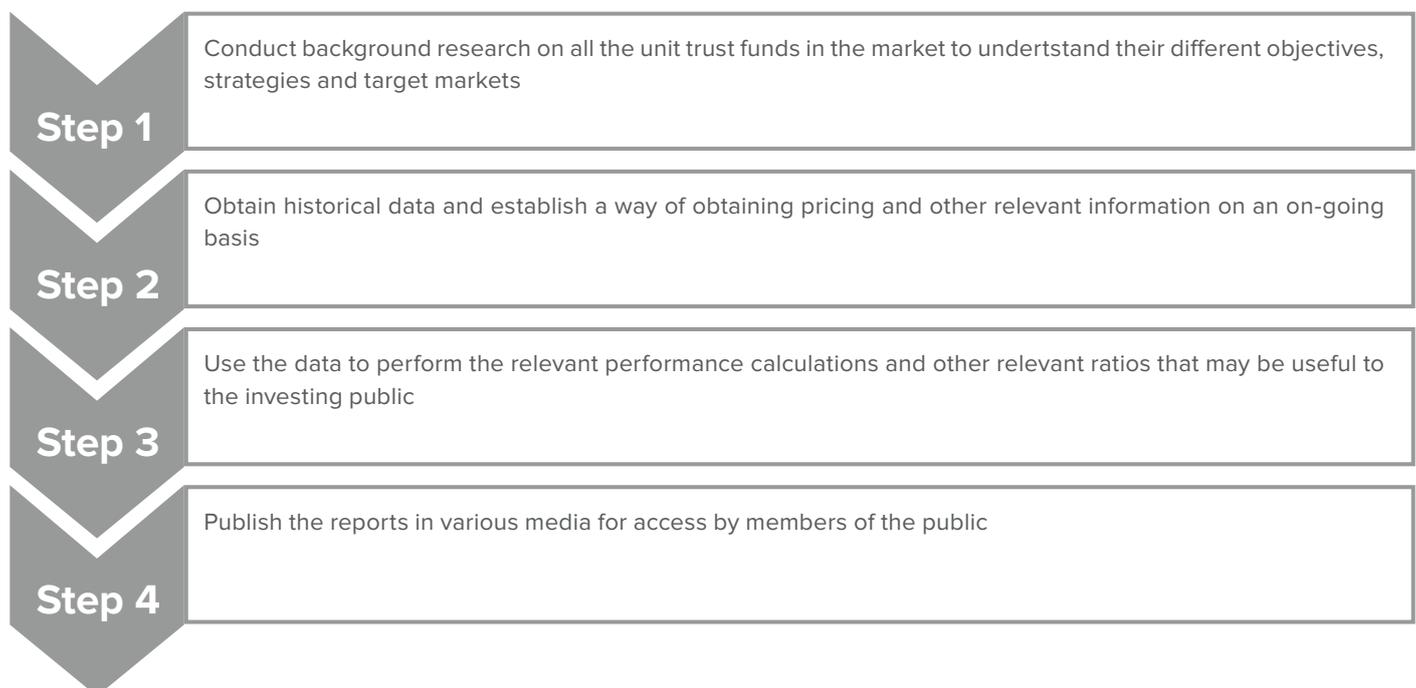
- Ensure compliance with the regulations regarding publication of unit prices and provision of information to the investing public
- Minimise costs of publication by pooling funds from all providers of unit trust funds and obtaining single, consolidated publishing space

- Showcase the different unit trust funds available from the different investment managers, including their conditions of service
- Enable investing public, access to all funds available in the market and be able to compare the performance and terms and conditions of the different funds
- Provide other information on capital markets that may be of interest to the investing public

Whilst the primary mode of delivery of the information will be publication in newspapers, more detailed information will be made available on the websites of Intellego, the Securities & Exchanges Commission of Zimbabwe as well as through online news and social media. It is envisaged that in future a mobile application will be developed that provides information about all the unit trusts products in the country and enable investors direct access to unit trusts of their choice.

Data gathering and performance calculation

The process of producing and publishing the unit trust funds survey, starts from background research about all the unit trust funds in the market, grouping them according to their objectives and strategies, performing the calculations to providing a comprehensive and informative report that not only focuses on performance of the different funds but also provides other pertinent information to help any layman investor to make a decision on which fund to invest in.



There are over 25 active unit trust funds in Zimbabwe offered by 9 different investment management firms. Each Fund has a prospectus that outlines the Fund's objectives, strategies and targeted investors as well as a Trust Deed that is the contractual agreement between the investors, represented by the Trustee and the Fund Manager. In conducting the background research about each of the unit trust funds, Intellego will go through the Trust Deeds, prospectuses and other marketing documents for each of the funds to understand their different set up, investment objectives, strategies and investors which the fund targets. The information obtained may be augmented by interviews with the relevant Fund Managers to get an in-depth understanding of the fund, over and above what may be contained in the documentation. The process of data gathering involves gathering all the historic information about the Fund, particularly the database of past daily prices per fund. The primary sources of such information will be the Trustee of the unit trust fund although the Fund Managers are also expected to maintain similar records. The information on past prices can be used to calculate the historical performances of the unit trust funds.

Other relevant data include the top holdings for each of the unit trust funds on a regular interval, for instance as at end of calendar month. This helps buttress any information we may have pertaining, to the objectives and strategy of the fund(s). Performance calculations will be done by simply tracking the growth in the bid price for the unit trust fund plus any distributions that may have been made to unit holders. As such, the performance numbers could be for any period provided the bid price data is available. If daily portfolio valuation and unit pricing is done correctly, the growth in the bid price should provide an accurate reflection of the performance of the fund. It is also worth noting that, unlike other segregated portfolios, unit trusts are revalued daily particularly where the fund is an open fund as this provides the basis for new investors wishing to purchase units in the fund.

Reports and Publications

The full report will be circulated to interested parties whilst an abridged version of the report will be produced and published monthly in selected media. The reports provide the following information at a minimum;

- **Funds groupings** – The different funds provided by the different Fund Managers will be grouped according to their objectives and strategies. This will make it easier for the investing public to make, like for like comparisons for any particular strategy offered by the different Fund Managers.
- **Minimum Investment Amount & Period** – For each fund, the minimum amount accepted from an investor is shown as well as the minimum investment period before any redemptions are permitted.
- **Bid-Offer Prices** – Whilst such prices are calculated and availed on a daily basis, the publication will only show the latest bid and offer prices as at the last day before publication. The bid-offer, spread also reflects the initial fee for any new client investing.
- **Performance** – The historical performance of the unit trusts funds will be shown for selected periods such as weekly, monthly, quarterly, year-to-date, since inception, etc.
- **Market report** – This will contain a brief summary of the performance of the different capital markets where the unit trust funds are invested to give an indication of the performance drivers of the funds.
- **Monthly Fund Manager profile** – This will be used to showcase the different Fund Managers of the different unit trust funds on a rotational basis. This will also provide an in-depth insight into the objectives and strategies of each fund and the capability of the Fund Manager, including top holdings.

About Intellego

Intellego Investment Consultants Pvt Ltd (“Intellego”) is a specialist investment consultancy firm licensed by the Securities and Exchanges Commission of Zimbabwe (SECZ) as a Securities Advisory Firm. Intellego provides a wide range of investment advisory services, targeting primary institutional investors who are responsible for managing pools of funds. As Zimbabwe’s first and leading independent specialist investment consulting firm, Intellego boasts a collection of some of Zimbabwe’s prominent occupational pension funds as part of its clientele. Collective investment schemes are another category of institutional investors that Intellego intends to extend its services to, provided it does so on an industry-wide basis to avoid having individual investment management firms as its clients, which may create potential conflicts of interests.

Our team of consultants boasts diverse and extensive experience in investment and financial services, including fund management, risk management, investment analysis, securities trading, corporate finance and actuarial valuations. Intellego has also ensured that it builds a sustainable team through internships, graduate training programs as well as management development programs for effective succession planning and to be able to effectively serve a growing client base.

All our consultants are either candidates in the Chartered Financial Analyst (CFA) or Certificate of Investment Performance Management (CIPM) programs, or holders of such designations. The CFA Institute, which awards both the CFA and CIPM designations, is recognised globally for promoting ethical standards and professional excellence in the investments profession and developed the GIPS® standards, which are ethical standards for reporting performance figures by investment managers. The CIPM qualification focuses specifically on issues of investment performance measurement, evaluating and reporting as well as investment manager selection and evaluation.

The responsibility of compiling the Unit Trust Survey is spearheaded by the following Intellego Team members:



Simbarashe Zishiri
Team Leader

Simba is an Associate Consultant at Intellego in charge of Research and Analytics. He will be responsible for the overall coordination and production of the Survey. Simba has over 5 years’ experience in portfolio performance evaluation, capital market research and investment analysis. Holds a Bachelor’s Degree in Financial Engineering from Harare Institute of Technology and currently a Level 2 Candidate in the Certificate in Investment Performance Management (CIPM) program.



Vimbai Ndowora
Performance Analyst

Vimbai is an Associate Consultant at Intellego and will assist Simba with the production of the Survey. Vimbai holds Bachelor’s Degree in Financial Mathematics from the University of Namibia and passed Level 1 of the Certificate in Investment Performance Management (CIPM) program.

Intellego Contact Details

Address: Block D, Smatsatsa Office Park Borrowdale Road, Harare | **Telephone:** +263 242 783069 - 71

Email: analyst@intellego-ic.com | **Website:** www.intellego-ic.com



Fund Manager Profile

About the Fund Manager

ABC Asset Management (Private) Limited (ABCAM) is a separately licensed, investments management company that is wholly owned by ABC Holdings Limited. ABC Holdings Limited is the parent company of a network of banks operating from sub-Saharan Africa under the BancABC brand name. ABCAM also manages a number of institutional portfolios including pension funds.



Getting Started with ABCAM

Address: 1 Endeavour Crescent Mt Pleasant Business Park Mt Pleasant Harare Zimbabwe

Tel: +263 242 369260-99

Email: tkariwo@bancabc.com;
smaramba@bancabc.com

Website: www.bancabc.com

Investment Channels:

- Visit ABC Asset Management and BancABC branches

Investment Terms & Conditions

Know Your Client (KYC) Requirements	<ul style="list-style-type: none"> • Complete Application Form • Copy of identification documents • Proof of residence
Minimum Investment Amount	<ul style="list-style-type: none"> • Minimum Initial Deposit of ZWL100
Minimum Investment Period	<ul style="list-style-type: none"> • Flexible
Redemption Notice Period	<ul style="list-style-type: none"> • Flexible
Other redemption conditions	<ul style="list-style-type: none"> • Flexible
Upfront fees	<ul style="list-style-type: none"> • Not available
Redemption fees	<ul style="list-style-type: none"> • Not available

Inspired African Banking

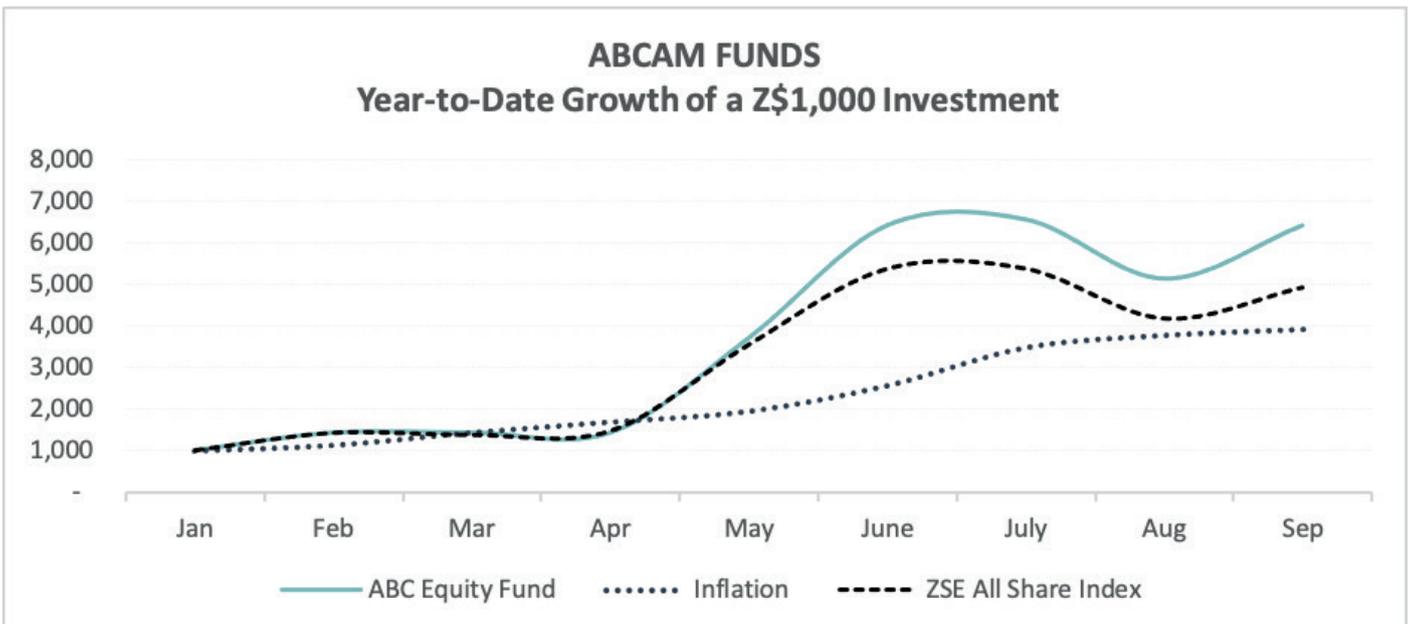




Unit Trust Funds under ABC Asset Management Unit Trusts

Fund	Fund Summary
The Achievers Plan	An investment product whose principal objective is to provide organised retirement savings for employees of organisations that do not have pension schemes.
Stable Equity Fund	The fund has a direct exposure to the Zimbabwe Stock Exchange listed companies. This is a portfolio of successful and well run value businesses. The businesses often have defensive operating models and trade at a discount to internal estimates.

Year-to-Date Performance Overview of ABCAM Equity Fund



Past performance does not guarantee future results. Investors should not rely on any past performance as a guarantee of future investment performance. Unit values and investment returns may fluctuate from time to time.



Fund Manager Profile

About the Fund Manager

Atria Africa is an emerging market fund management and investment advisory Group, specialising in Africa. The investment management division invests across asset classes and caters for international and regional clients. Atria manages investment portfolios for both institutions and individual clients.



Getting Started with Atria

Address: 2nd Floor, Unit K, Block 1, Celestial Office Park, Borrowdale Road, Harare

Email: Mike.Makumbe@atria-africa.com

Website: www.atria-africa.com

Investment Channels:

- Bank deposit/transfers
- Payroll deductions

Investment Terms & Conditions

Know Your Client (KYC) Requirements	<ul style="list-style-type: none"> • Complete Application Form • Copy of identification documents • Proof of residence
Minimum Investment Amount	<ul style="list-style-type: none"> • 3 months
Minimum Investment Period	<ul style="list-style-type: none"> • 6-months
Redemption Notice Period	<ul style="list-style-type: none"> • Not available
Other redemption conditions	<ul style="list-style-type: none"> • Not available
Upfront fees	<ul style="list-style-type: none"> • Not available
Redemption fees	<ul style="list-style-type: none"> • Not available

Fund Managers' Biographies.



Mike Makumbe

Title: Fund Manager
Joined: 01 November 2019
Education: BBS(Hons) Finance and Banking (UZ); MSc. Finance and Investments (NUST)
Qualification: Institute of Bankers Zimbabwe (IOBZ) Diploma
Experience: 10 years Banking and Credit Management, 2 years in Investment Analysis and Fund Management



Pardon Maseko

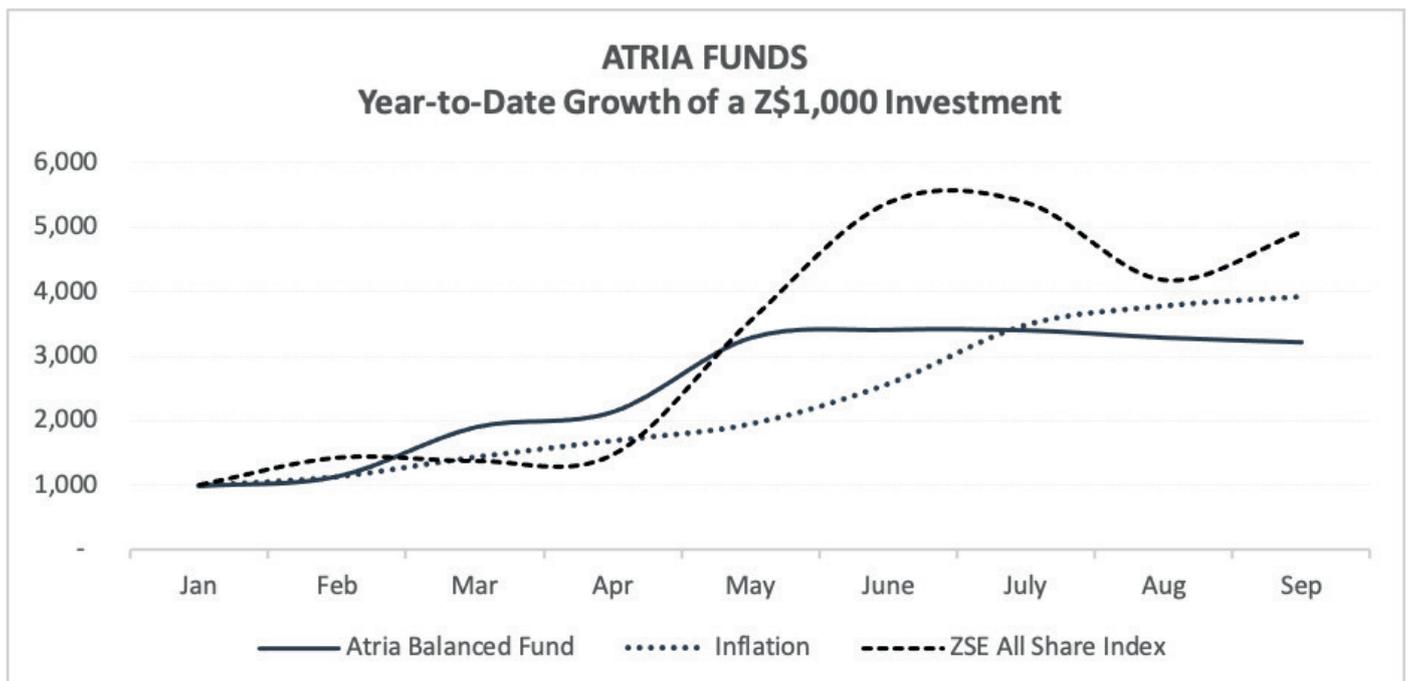
Title: Managing Director
Joined: 01 September 2020
Education: Diploma in Banking IOBZ, Advanced Diploma in Treasury & International Banking
Qualification: AIBZ, CAIB(SA)
Experience: 10 years Banking experience and 10 years' experience in Mining, Agribusiness/Finance and Energy Infrastructure development



Unit Trust Funds under Atria

Fund	Fund Summary	Investment Objective
ATRIA BALANCED FUND	The Fund provides a balanced portfolio, blending listed equities and fixed income to provide a solution which combines the higher potential returns of listed equities with the stability of fixed income.	Seeks to optimize risk and stabilize earnings while delivering measured capital appreciation in the long-term.

Year-to-Date Performance Overview of Atria Equity-related Funds



Past performance does not guarantee future results. Investors should not rely on any past performance as a guarantee of future investment performance. Unit values and investment returns may fluctuate from time to time.



Fund Manager Profile

About the Fund Manager

CBZ Asset Management (Pvt) Ltd, trading as Datvest, is a wholly owned subsidiary of CBZ Holdings Ltd. The company traces its beginnings back to 1990 when Dataworld (Pvt) Ltd was incorporated before it was later acquired by CBZ Holdings Ltd. Datvest manages investment portfolios for high net-worth individuals, corporates and pension fund clients, alongside retail clients served through unit trusts.

Getting Started with Datvest.

Address: Stand 312 Cnr Edinburgh/Campbell Road, Pomona, Harare, Zimbabwe

Email Contacts: contactcentre@cbz.co.zw, ltachiona@cbz.co.zw , tchimbusu@cbz.co.zw

Website: www.cbz.co.zw

Investment & Distribution Channels:

- Visit Datvest Offices and CBZ Bank branches
- CBZ Life Financial Advisors
- Bank deposit/transfers
- Ecocash
- Payroll deductions
- CBZ Touch App

Investment Terms & Conditions

Know Your Client (KYC) Requirements	<ul style="list-style-type: none"> • Complete Application Form (available at offices or website) • Copy of identification documents • Proof of residence
Minimum Investment Amount	• Minimum Initial Deposit of ZWL6,250 for all Funds
Minimum Investment Period	• 1-month
Redemption Notice Period	• 24 hours
Other redemption conditions	• Flexible
Upfront fees	• Not available
Redemption fees	• Not available

Fund Managers' Biographies.



**Tsitsi
Chimbusu**

Title: Head of Portfolio Management & Operations
Joined: 2005
Education: MSc Finance and Investments (NUST), BCom Finance (NUST)
Experience: 20 years - Investment Management.



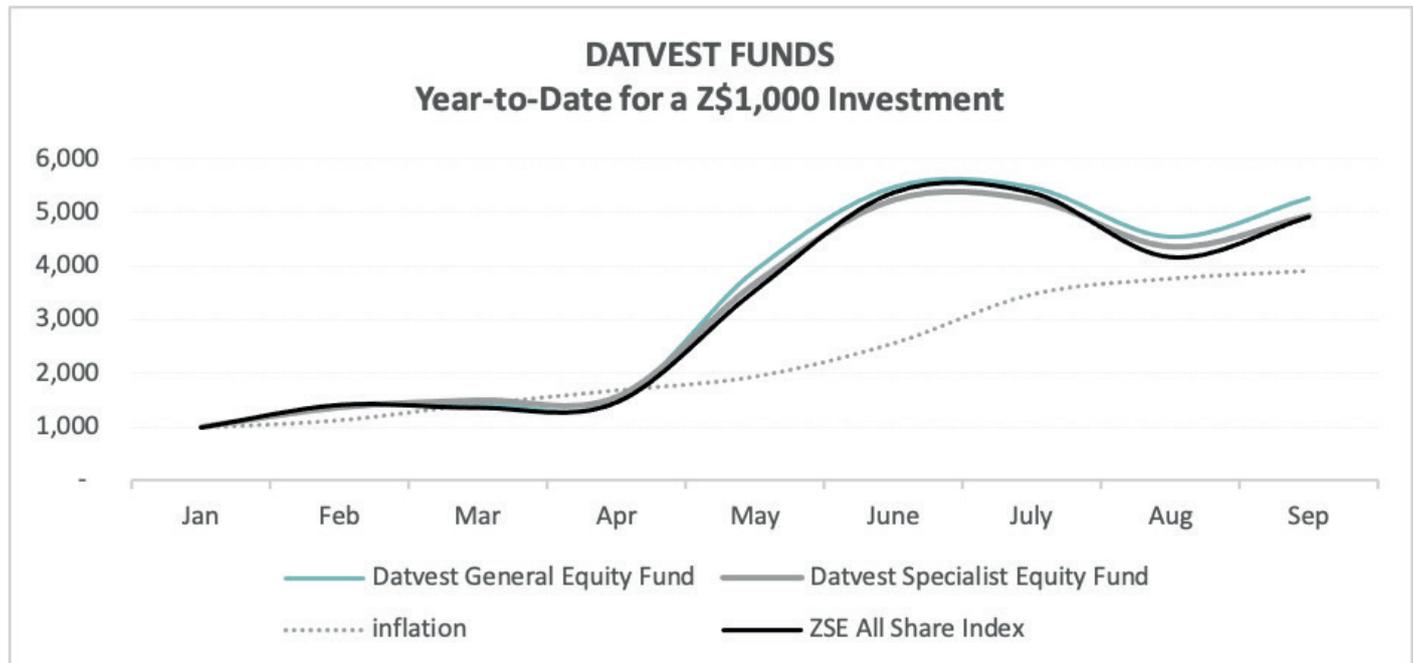
**Luxon
Tachiona**

Title: Head of Portfolio Management & Research
Joined: 2007
Education: MSc Finance and Investments (NUST), BCom Finance (NUST)
Qualification: ACI dealing certificate
Experience: 12 years' of experience in investments management

Unit Trust Funds under Datvest

Fund	Fund Summary	Investment Objective
CBZ General Equity Fund.	The fund offers a balanced equity portfolio for investors looking for solid, long-term capital growth.	To achieve capital appreciation in the long-term.
CBZ Specialist Equity Fund	A speculative fund geared to more risk tolerant investors. The fund is actively managed to take advantage of pricing discrepancies and invests in shares that are undervalued but have potential for significant upside.	To provide substantive growth in the medium to long term.
CBZ High income Fund	This is a purely fixed income fund geared to more risk averse investors. The Fund invests in fixed income securities from stable counterparties and focuses on capital preservation.	To provide a steady income and meet short-term liquidity and income needs of investors through stable returns

Year-to-Date Performance Overview of Datvest Equity-related Funds



Past performance does not guarantee future results. Investors should not rely on any past performance as a guarantee of future investment performance. Unit values and investment returns may fluctuate from time to time.



Fund Manager Profile

About the Fund Manager

Fidelity Life Asset Management (FLAM) is a subsidiary of Fidelity Life Assurance Limited which manages investment portfolios for pension funds, corporates and individuals. The investment package for each class of investors addresses the client's long-term, medium-term or short-term investment needs, as well as their risk tolerance. FLAM provides security and profitability within the preferred risk zones. Broadly, the product offering includes Portfolio Management and Unit Trusts.



Getting Started with Fidelity Life Asset Management Unit Trusts

Address: Fidelity House 66 Julius Nyerere Way, Harare, Zimbabwe.

Telephone: +263(242) 750927-34, +263 735 707 269

Email: mugonerar@fidelitylife.co.zw

Website: www.fidelitylife.co.zw

Investment & Distribution Channels:

- Bank deposit/transfers
- Fidelity Life Financial Advisors
- Payroll deductions

Investment Terms & Conditions

Know Your Client (KYC) Requirements	<ul style="list-style-type: none"> • Complete Application Form • Copy of identification documents • Proof of residence
Minimum Investment Amount	<ul style="list-style-type: none"> • Minimum Initial Deposit of ZWL10,000 and minimum top-up deposit of ZWL5,000 thereafter.
Minimum Investment Period	<ul style="list-style-type: none"> • 6-months
Redemption Notice Period	<ul style="list-style-type: none"> • 7 days
Other redemption conditions	<ul style="list-style-type: none"> • Minimum withdrawal amount ZWL5,000
Upfront fees	<ul style="list-style-type: none"> • Not available
Redemption fees	<ul style="list-style-type: none"> • Not available

Fund Managers' Biographies.



**Robert
Mugonera**

Title: Fund Manager
Joined: 2017
Education: MSc (Finance and Investments) (NUST), BBS(Hons) (UZ)
Qualifications: Cert. (Investment Appraisal and Risk Analysis) (Q.U-Canada)
Experience: 18 years - Corporate Banking, Corporate Finance, Investment Management.



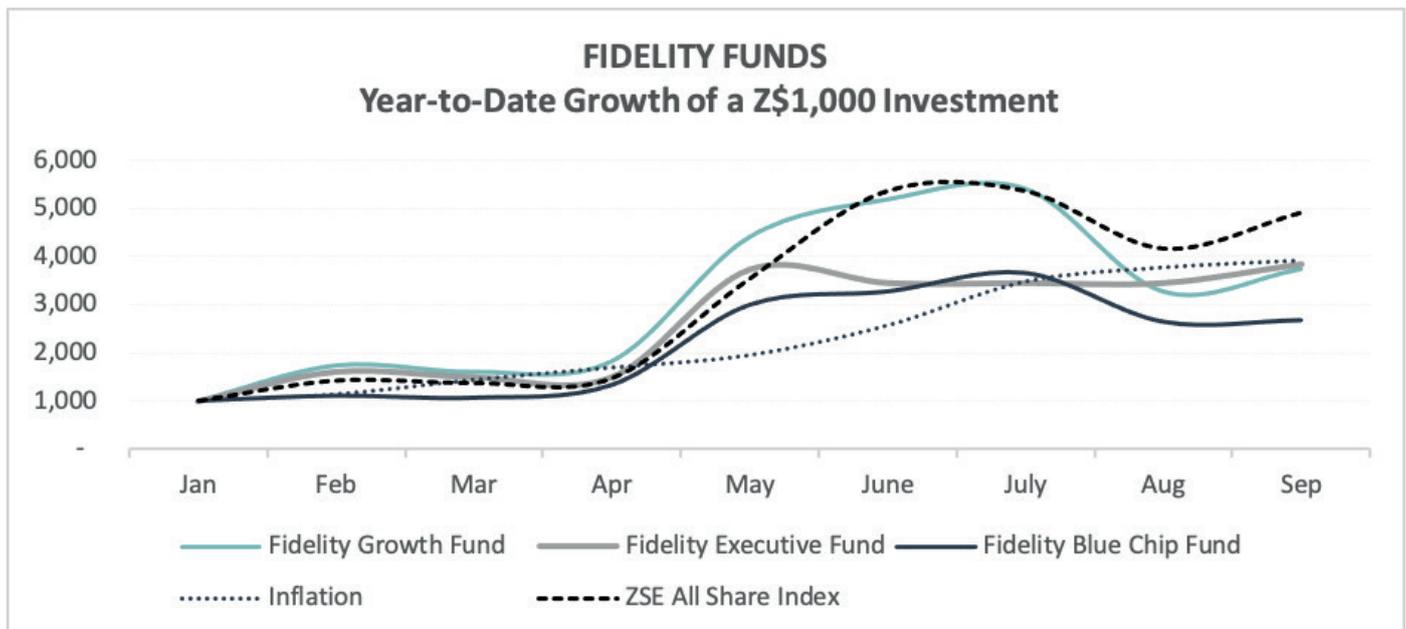
**Cherish
Ratisai**

Title: Investment Analyst
Joined: 2018
Education: MSc (Economics) (UZ), BCom (Hons) (UCT)
Qualifications: CFA Level II candidate
Experience: 10 years - Research and Analysis

Unit Trust Funds under FLAM

Fund	Fund Summary	Investment Objective
FLAM Hybrid Fund	The Fund is a hybrid of fixed income securities and equities. The equity portion of the fund is meant to provide a hedge against inflation and potential superior returns. The fixed income securities portion is meant to preserve capital. The hybrid nature of the Fund thus allows for versatility as it offers growth and capital preservation.	Seeks to optimize risk and stabilize earnings while delivering measured capital appreciation in the long-term.
FLAM Executive Fund	The Fund is equity based and is middle of the road between, Blue Chip and Growth Fund as far as the counters selected are concerned. It is crafted to cater for high profile clientele. The Fund is a long-term investment vehicle that offers both stability and growth potential.	Provide competitive returns above inflation over the long-term.
Blue Chip Fund	The Fund invests only in the blue-chip counters listed on the Zimbabwe Stock Exchange. This Fund takes a long-term horizon such that investments in this fund should be considered for at least 3 years. The Fund is aimed at investors with low risk appetite who want the relative stability offered by companies with a proven track record.	Seeks to achieve stable, long-term growth.
Fidelity Growth Fund	This is an equity-based Fund which invests in Zimbabwe Stock Exchange listed companies, with strong growth prospects. Companies of interest include those in growing industries, as well as companies that have exhibited innovation and growth ambition.	Seeks to achieve growth or capital appreciation in the long-term.

Year-to-Date Performance Overview of FLAM Equity-related Funds



Past performance does not guarantee future results. Investors should not rely on any past performance as a guarantee of future investment performance. Unit values and investment returns may fluctuate from time to time.

Fund Manager Profile

About the Fund Manager

First Mutual Wealth (Pvt) Ltd is a wholly-owned subsidiary of First Mutual Holdings Limited, a diversified insurance and investments holding company listed on the Zimbabwe Stock Exchange. It was licensed as an investment management company in 2014 having operated as the investments division of First Mutual Holdings Limited before. Apart from the unit trust products targeted at the retail market, FMW also manages wholesale segregated and pooled portfolios for pension funds and corporates.

Getting Started with First Mutual Wealth Unit Trusts

Address: 2nd Floor, First Mutual Park, 100 Borrowdale Road, Borrowdale, Harare

Telephone: +263 242 886000-17

Email: TMuswiti@firstmutual.co.zw; nmangombe@firstmutual.co.zw

Website: www.firstmutualwealth.co.zw

Investment & Distribution Channels:

- Bank deposit/transfers
- Ecocash
- Payroll deductions

Investment Terms & Conditions

Know Your Client (KYC) Requirements	<ul style="list-style-type: none"> • Complete Application Form (available at offices or website) • Copy of identification documents • Proof of residence
Minimum Investment Amount	<ul style="list-style-type: none"> • Minimum Initial Deposit of ZWL500 for Money Market Gross and General Equity Fund • Minimum Initial Deposit of ZWL1,000 for Money Market and Bond Funds • Minimum Initial Deposit of ZWL50,000 Wealth Fund
Minimum Investment Period	<ul style="list-style-type: none"> • 1 month for the Money Market Fund • 12 months for the Bond Fund, General Equity Fund, Balanced Fund
Redemption Notice Period	<ul style="list-style-type: none"> • 24 hours for Money Market Fund, Gross Money Market and Bond Funds • 72 hours for General Equity Fund, Balanced Fund and Wealth Fund
Other redemption conditions	<ul style="list-style-type: none"> • Flexible
Upfront fees	<ul style="list-style-type: none"> • Not available
Redemption fees	<ul style="list-style-type: none"> • Not available

Fund Managers' Biographies.



Thomas Mutswiti

Title: General Manager
Joined: 2008
Education: MBA (Financial Services), BCom Finance (NUST)
Qualification: Certificate in Financial Forecasting & Analysis, CFA Level III Candidate.
Experience: 17 years- Retail Banking and Investments Management



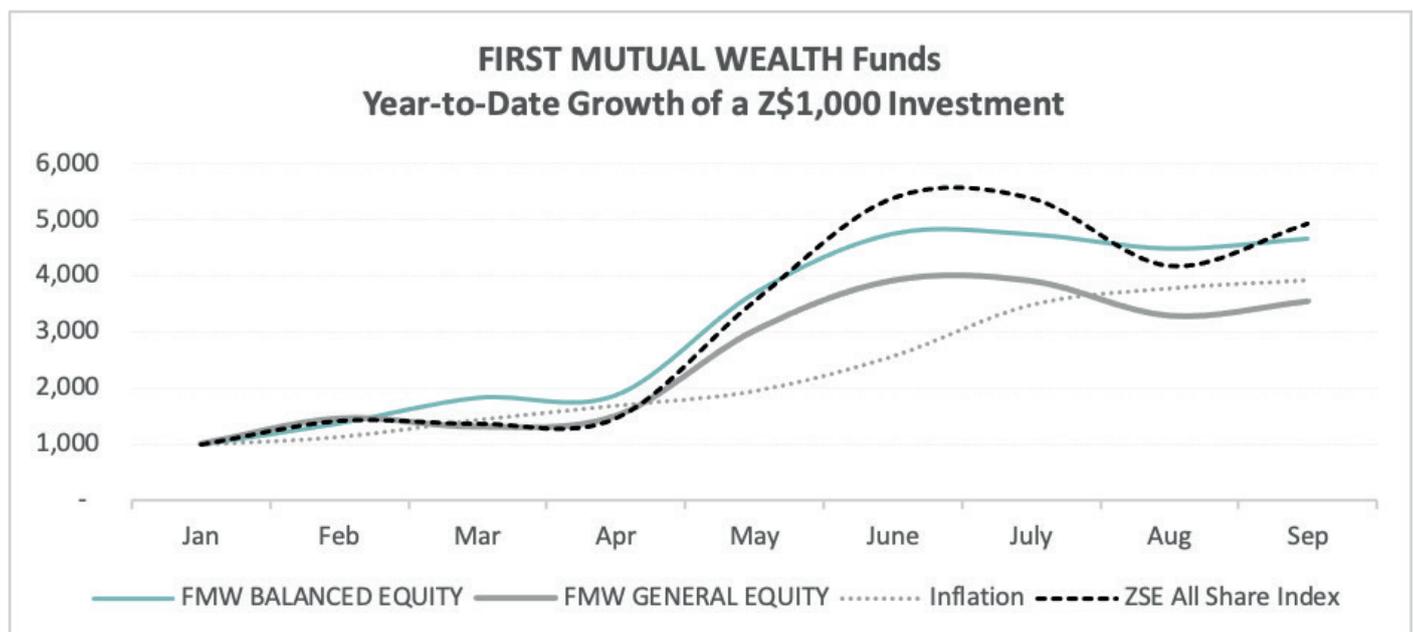
Nyasha Mangombe

Title: Head - Investments Operations
Joined: 1 August 2008
Education: Bachelor of Accounting (Hons) (Africa University)
Qualification: ACCA
Experience: 12 years' of experience in investments management

Unit Trust Funds under FMW

Fund	Fund Summary	Investment Objective
First Mutual Money Market Fund	The Fund is suitable for risk averse investors requiring regular income. Investable assets include Bankers Acceptances (BAs) and Negotiable Certificates of Deposits (NCDs) amongst others. Interest Accrues daily but is payable monthly (reinvested or paid out). The interest rate is not fixed but varies with market conditions and portfolio assets.	To provide consistent income and outperform market returns.
First Mutual Gross Money Market Fund	Tailor made for tax exempt investors who can be pensioners, church institutions, not for profit organisations and schools amongst others. Similar to the Money Market Fund but is not taxable.	Provide higher returns for investors to leverage on their tax-exempt status.
First Mutual Bond Fund	The Fund is suitable for investors with low risk appetite but still requiring periodic income. Invests in longer-term fixed income instruments hence the returns are generally higher than the Money Market funds as the investment horizon is longer (over a year; recommended 3 – 5 years).	Provide stable income over the long-term.
First Mutual General Equity Fund	The Fund is suitable for investors with a higher risk tolerance level and can withstand market value fluctuations. It provides potential for capital growth and dividend income by investing in equities listed on the Zimbabwe Stock Exchange. Recommended investment horizon is 3 to 5 years.	The fund's investment objective is to grow unit holder funds and surpass inflation over the long term.
First Mutual Balanced Fund	The Fund offers investors an opportunity for both capital growth and income maximization with moderate risk. It invests in listed equities, bonds and money market instruments and income is earned through interest and dividends. Recommended investment horizon is 3 to 5 years.	To achieve above average market return.
First Mutual Wealth Fund	Pooled Investment scheme suitable for High Net-Worth (HNW) individuals and select Institutional investors. The investment strategy is aggressive in nature with a view to maximize periodic returns and seek to maintain a 100% exposure to listed equities.	Maximise periodic returns through aggressive investment approach.

Year-to-Date Performance Overview of FMW Equity Funds



Past performance does not guarantee future results. Investors should not rely on any past performance as a guarantee of future investment performance. Unit values and investment returns may fluctuate from time to time.



Fund Manager Profile

About the Fund Manager

Old Mutual Investment Group Zimbabwe (Private) Limited (OMIG) is an investment management firm that offers client an array of investment options through five focused investment boutiques namely; Alternative Investments, Select Equity Investments, Core Equity Investments, Interest Bearing Investments and Property Investments. The clients include institutional investors, corporates, high net-worth individuals and retail clients. The latter are served through Old Mutual Unit Trusts who provide a menu of products to suit different client objectives and profiles.



Getting Started with Old Mutual Unit Trusts

Address: Old Mutual Gardens, 100 The Chase West, Emerald Hill, Harare

Email: jzanga@oldmutual.co.zw, rejoyceg@oldmutual.co.zw

Website: www.oldmutual.co.zw

Investment & Distribution Channels:

- Visit any Old Mutual offices or CABS bank branches
- Old Mutual Life Assurances Financial Advisors or Agencies
- Bank deposit/transfers
- Ecocash
- Payroll deductions
- C-trade

Investment Terms & Conditions

Know Your Client (KYC) Requirements	<ul style="list-style-type: none"> • Complete Application Form (available at offices, agencies or website) • Copy of identification documents • Proof of residence
Minimum Investment Amount	<ul style="list-style-type: none"> • Minimum Initial Deposit of ZWL500 and monthly top deposit of ZWL500 for all Funds.
Minimum Investment Period	<ul style="list-style-type: none"> • 1-month for the Balanced Fund ,Equity Fund, Money Market Funds • 180 days for the Bond Fund and Property Fund.
Redemption Notice Period	<ul style="list-style-type: none"> • 24 hours
Other redemption conditions	<ul style="list-style-type: none"> • Flexible
Upfront fees	<ul style="list-style-type: none"> • Not available
Redemption fees	<ul style="list-style-type: none"> • Not available

Fund Managers' Biographies.



Chengetai Zvobgo

Title: Head: Equity Investments
Joined: 1 March 2017
Education: MBA (UZ), BSc(Hons)Mathematics
Qualifications: Cert. Treasury Management
Experience: 14 years- Research and Portfolio Management



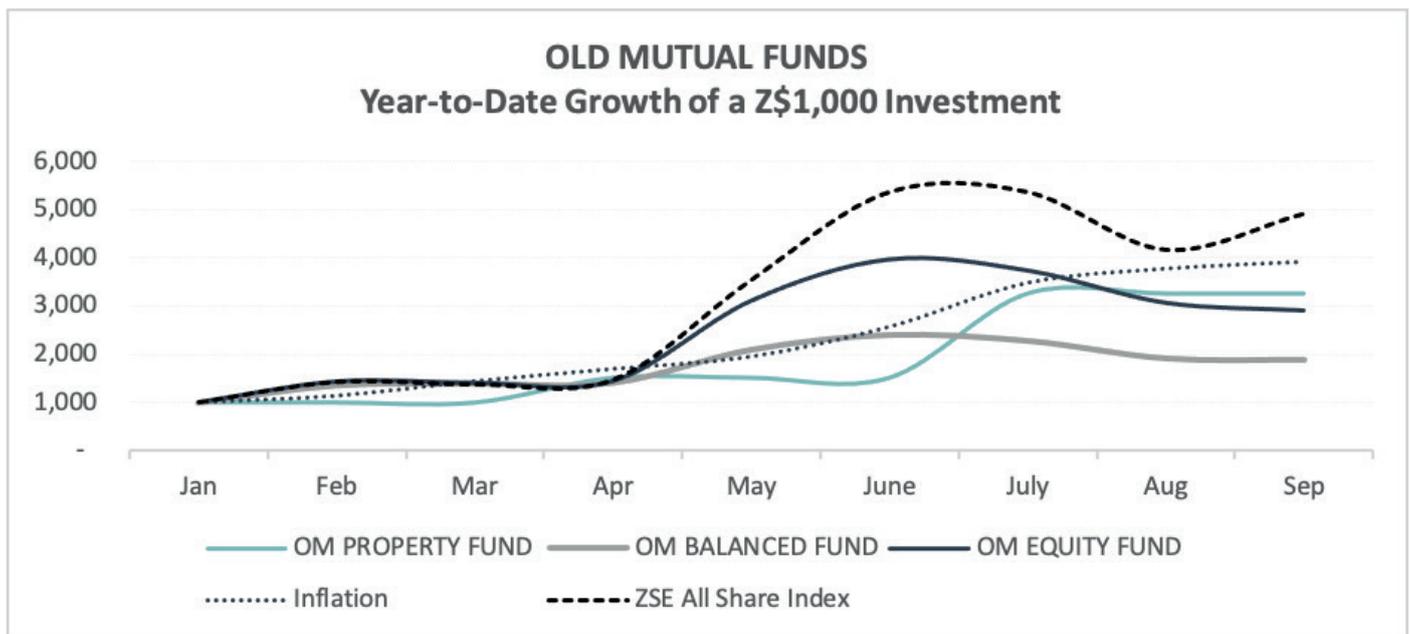
Gilbert Mangwere

Title: Head: Interest Bearing Investments
Joined: 2016
Education: BCom (Hons) Finance (NUST)
Qualifications: CFA Candidate.
Experience: 16 years - Investment Management

Unit Trust Funds under Old Mutual Unit Trusts

Fund	Fund Summary	Investment Objective
Old Mutual Balanced Fund	This Fund invests in a diversified portfolio of equities and money market instruments. The Fund Manager actively varies the composition of the fund assets to maximize returns, based on market conditions and economic outlook. The asset allocation is constrained within a 30:70 range for either asset class.	To maximize capital growth and income in the medium to long term horizon.
Old Mutual Bond Funds	This is a pooled fund that invests in income-yielding, medium to long term government, quasi-government and corporate debt instruments.	Achieve a combination of income and capital appreciation by building a portfolio of credit worthy medium to long term instruments.
Old Mutual Equity Fund	This is a general equity fund investing in a spread of shares listed on the Zimbabwe Stock Exchange (ZSE) and Financial Securities Exchange (Finsec).	To provide capital growth over the medium to long term.
Old Mutual Money Market Fund	The Fund invests in local money market instruments with a term of not more than 12 months. These instruments can be issued by government, parastatals, corporates and banks.	To generate income and provide liquidity in the short term.
Old Mutual Property Fund	The Fund is a registered unit trust scheme which invests in the Real Estate Core Fund. The Real Estate Core Fund is a property portfolio managed by Old Mutual Investment Group (Property Boutique). The Real Estate Core Fund consists of buildings with reliable, predictable and stable income streams.	To provide exposure to property investments for retail clients at a minimal capital outlay and to provide steady growth of capital over the medium to long term.

Year-to-Date Performance Overview of Old Mutual Unit Trusts' Equity-related Funds



Past performance does not guarantee future results. Investors should not rely on any past performance as a guarantee of future investment performance. Unit values and investment returns may fluctuate from time to time.

PLATINUM INVESTMENT
MANAGERS PVT LTD
influence the future

Fund Manager Profile

About the Fund Manager

Platinum Investments Managers (Pvt) Ltd is a licensed Investment Management firm founded in 1999 as the asset management division of MBCA Holdings Zimbabwe, a subsidiary of Nedbank South Africa, before rebranding to Platinum Investments Managers (PIM) in 2010 following a change in shareholding. Currently PIM offers investment services to private, corporate and pension funds, alongside the retail unit trusts clients.



Getting Started with Platinum

Address: 23 Quorn Avenue, Mount Pleasant P O Box CY129, Facsimile: 336265 Causeway Harare

Telephone: +263 08644122131-135, 242-308153, 308157, 308109, 307736

Email: romeo@platinumgroupe.com

Website: www.platinumgroupe.com

Investment & Distribution Channels:

- Bank deposit/transfers
- Ecocash
- Payroll deductions

Investment Terms & Conditions

Know Your Client (KYC) Requirements	<ul style="list-style-type: none"> • Complete Application Form (available at offices, agencies or website) • Copy of identification documents • Proof of residence
Minimum Investment Amount	<ul style="list-style-type: none"> • Minimum Initial Deposit of ZWL5,000 for all funds
Minimum Investment Period	<ul style="list-style-type: none"> • Initial 3-year lock-up for Child Care Fund • No minimum investment period for all other funds
Redemption Notice Period	<ul style="list-style-type: none"> • 4 hours for Platinum Money Market Fund • 7 days for all other funds
Other redemption conditions	<ul style="list-style-type: none"> • Flexible
Upfront fees	<ul style="list-style-type: none"> • Not available
Redemption fees	<ul style="list-style-type: none"> • Not available

Fund Managers' Biographies.



Romeo Musimwa

Title: Fund Manager
Joined: April 2008
Education: MBA (UZ), BCom (Hons) Finance (NUST)
Experience: 12 years- Investment Management



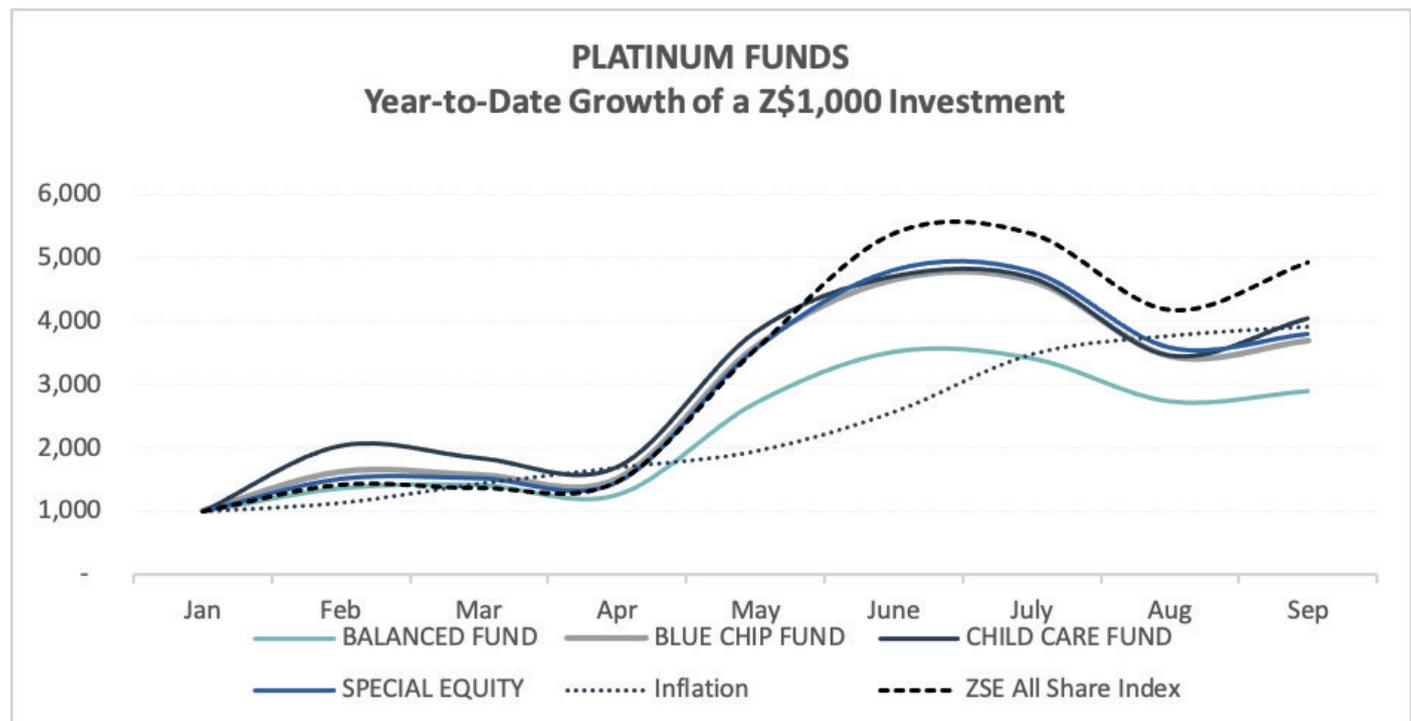
Princess Mazumba

Title: Senior Portfolio Manager
Joined: 2013
Education: BCom (Hons) Finance (NUST)
Qualifications: CFA
Experience: 7 years - Investment Analysis and Portfolio Management

Unit Trust Funds under Platinum Unit Trusts

Fund	Fund Summary	Investment Objective
Platinum Balanced Fund	An efficiently diversified investment portfolio, actively managed across equities, fixed income and money market securities.	The Fund seeks to optimize risk and stabilize earnings while delivering measured capital appreciation in the long-term.
Platinum Blue Chip Fund	Is a Zimbabwean equity portfolio consisting of 10 – 20 holdings, investing mainly in medium to large value stocks designed to maximize on the unique inefficiencies in the Zimbabwean equity market. Largely invests in “blue-chip” listed counters.	Seeks to achieve stable, long-term growth.
Platinum Child Care Fund	Is a long-term fund that invests in all asset classes with a view of achieving higher risk adjusted returns and is meant to meet the financial needs of appointed beneficiaries. Invests in both stable and speculative counters.	Seeks to achieve higher returns that match the liability of financing educational fees of appointed beneficiaries.
Platinum Money Market Fund	Is a highly diversified, risk managed portfolio, made up of investments in highly liquid, near-term instruments, including Treasury Bills, Bankers’ Acceptances, Commercial Paper, Cash, etc. The Fund gives investors access to an actively managed portfolio of fixed income strategies.	To meet short-term liquidity and income needs of investors through stable returns.
Platinum Special Equity Fund	It is a fund that targets short-term investment opportunities within the local listed equities market. The fund takes advantage of short-term mispricing on the market to generate investment returns.	Provides competitive returns above inflation over the long-term.

Year-to-Date Performance Overview of Platinum Equity-related Funds



Past performance does not guarantee future results. Investors should not rely on any past performance as a guarantee of future investment performance. Unit values and investment returns may fluctuate from time to time.



Fund Manager Profile

About the Fund Manager

Smartvest Wealth Managers (Pvt) Ltd is an independent investment management firm that serves institutional, corporate and individual investors. It was established in 1996 as a subsidiary of the then Kingdom Financial Holdings Limited and was renowned for demystifying unit trusts and investments in general, through the popular television program “Making Money Make Sense”.



Getting Started with SMARTVEST

Address: 71 Selous Avenue P.O BOX CY504

Causeway Harare Zimbabwe

Tel: +263 242 253110-3

Mobile/WhatsApp: +263 772724624

Email: mjikenin@smartvest.co.zw;

rolindan@smartvest.co.zw

Website: www.smartvest.co.zw

Investment Channels:

- Visit Smartvest offices
- Bank deposit/transfers
- Ecocash
- Payroll deductions

Investment Terms & Conditions

Know Your Client (KYC) Requirements	<ul style="list-style-type: none"> • Complete Application Form • Copy of identification documents • Proof of residence
Minimum Investment Amount	<ul style="list-style-type: none"> • Minimum Initial Deposit of ZWL500 and an additional deposit of ZWL50 for Gross Income Fund • Minimum Initial Deposit of ZWL100 and an additional deposit of ZWL50 for High Interest Fund, Wealth Fund and Growth & Stability Fund
Minimum Investment Period	<ul style="list-style-type: none"> • 3 months for High Interest Fund and Gross Income Fund • 6 months for Wealth Fund and Growth & Stability Fund
Redemption Notice Period	<ul style="list-style-type: none"> • 24 hours for High Interest Fund and Gross Income Fund • 7 days for Wealth Fund and Growth & Stability Fund
Other redemption conditions	<ul style="list-style-type: none"> • Non
Upfront fees	<ul style="list-style-type: none"> • Not available
Redemption fees	<ul style="list-style-type: none"> • Not available

Fund Managers' Biographies.



Mjiken Nxumalo

Title: Unit Trust Manager
Joined: December 1997
Education: Dip Business Administration
Experience: 20 years- Financial Services



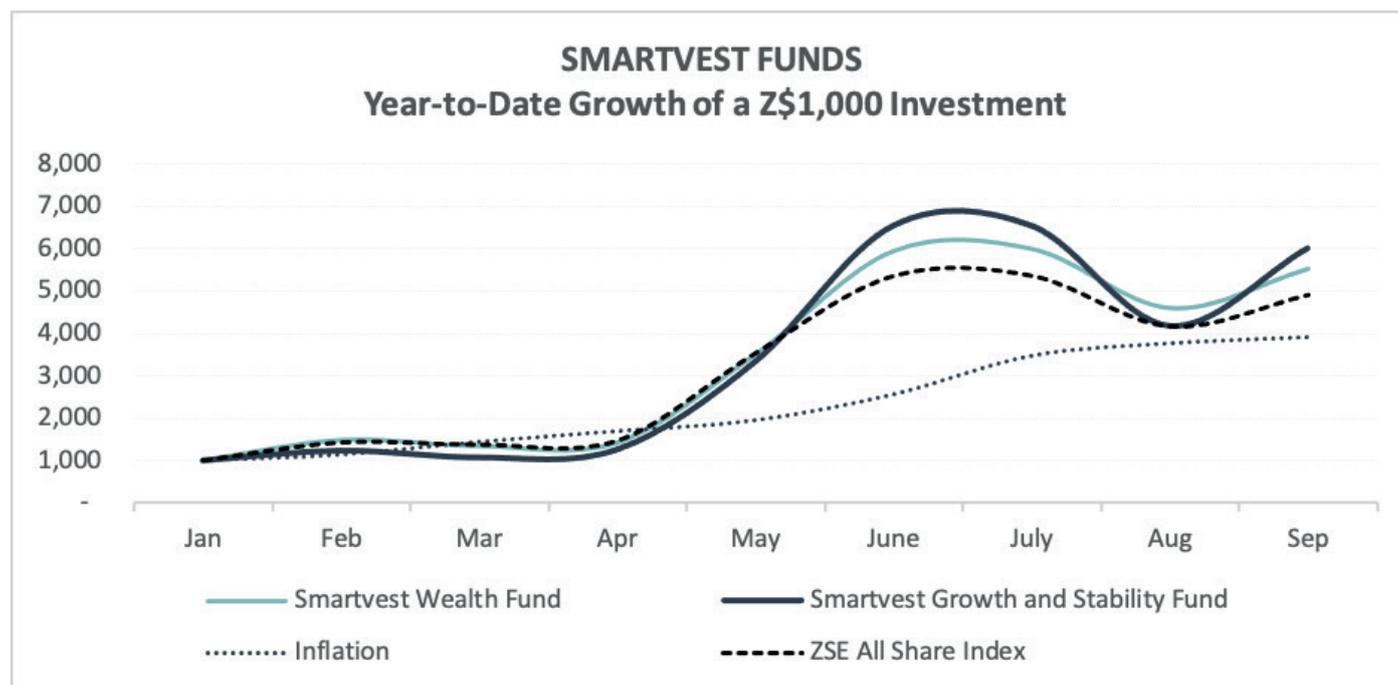
Rolinda Nkala

Title: Investment Advisor
Joined: 2001
Education: MSc (Strategic Marketing) (MSU)
 BCom (Hons) Management (NUST), Dip Management (NUST)
Experience: Investment Advisory and Client Relations

Unit Trust Funds under Smartvest

Fund	Fund Summary	Investment Objective
HIGH INTEREST FUND	A money market unit trust fund, in which underlying assets are fixed income securities, such as Treasury Bills, Negotiable Certificates of Deposit and Bankers Acceptances. The Fund targets risk-averse investors with a desire to save part of their income for future use whilst the nominal principal is protected including individuals, schools, corporates and Non-Governmental Organisations (NGOs).	To meet short-term liquidity and income needs of investors through stable returns
GROSS INCOME FUND	A money market fund, whose principal objective is to provide access to tax free investment returns, for non-taxable investors like senior citizens (55 years and above), pension funds, charitable organisations, foundations, etc	Provide access to higher, tax free investment returns for qualifying investors
GROWTH AND STABILITY FUND	A mixed fund which invests in both money and equity markets. The actual asset allocation depends on the investment market conditions and views of the Fund Manager going forward.	Provide stable returns above inflation over the long-term whilst providing downside protection.
WEALTH FUND	The fund offers investors an opportunity of investing in a comprehensive range of shares, consisting mainly of blue- chip shares listed on the Zimbabwe Stock Exchange. The shares targeted are largely those with a track record and good long-term prospects. The Fund is suitable for investors who wish to create wealth or invest for the long-term (e.g. for retirement or a child’s education) and do not require to withdraw income.	Grow and build wealth over the medium to long-term.

Year-to-Date Performance Overview of Smartvest Equity-related Funds



Past performance does not guarantee future results. Investors should not rely on any past performance as a guarantee of future investment performance. Unit values and investment returns may fluctuate from time to time.



Fund Manager Profile

About the Fund Manager

Zimnat Asset Management (Pvt) Ltd is a wholly-owned subsidiary of Zimnat Life Assurance Limited, which in turn is owned 60% by Masawara and 40% by Sanlam, one of the leading insurance and investment management firms in South Africa. The company was incorporated in 1998 as an investment arm of Zimnat Life Assurance and commenced fund management and unit trusts business in 2001. Since then ZAM has evolved into one of the established investment management firms managing portfolios for pension funds, corporates, insurance companies, medical aid funds and individuals.

Getting Started with ZAM Unit Trusts

Address: Ground Floor, West Wing, 159 Second Street Office Complex, Belgravia, Harare

Contacts: Maxwell Mapfumo – 0773 381 700; maxwell@zam.co.zw ,

Eve Chagadama – 0772 513 486; eve@zam.co.zw

Website: www.zimnat.co.zw

Investment & Distribution Channels:

- Visit ZAM or any Zimnat Life offices countrywide
- Zimnat Life Assurances Financial Advisors or Agencies
- Bank deposit/transfers
- Ecocash
- Payroll deductions

Investment Terms & Conditions

Know Your Client (KYC) Requirements	<ul style="list-style-type: none"> • Complete Application Form • Copy of identification documents • Proof of residence
Minimum Investment Amount	<ul style="list-style-type: none"> • Minimum Initial Deposit of ZWL1000 and monthly top deposit of ZWL1000 thereafter
Minimum Investment Period	<ul style="list-style-type: none"> • 90 days
Redemption Notice Period	<ul style="list-style-type: none"> • 24 – 48 hours
Other redemption conditions	<ul style="list-style-type: none"> • RTGS charges apply on withdrawal
Upfront fees	<ul style="list-style-type: none"> • Not available
Redemption fees	<ul style="list-style-type: none"> • Not available

Fund Managers' Biographies.



Farai A. Gwaka

Title: General Manager – Conventional Investments
Joined: 07 January 2010
Education: B.Com Finance (NUST)
Qualification: Sanlam SLDP (USB)
Experience: (Investment Analyst 3 years, Head of Research 4 years, Fund Manager 4 years)



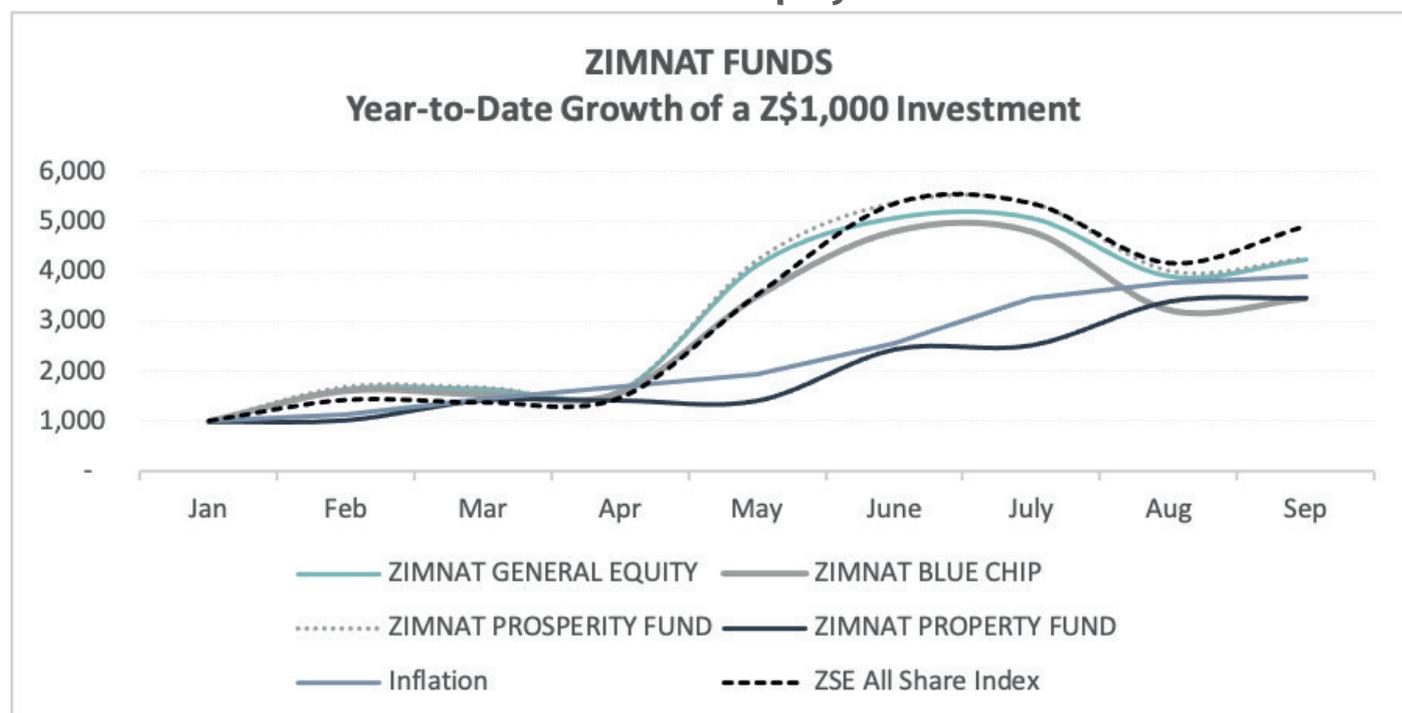
Takudzwa Sherekete

Title: Research Manager
Joined:
Education: BCom (Hons) Banking (NUST)
Qualification: CFA Candidate
Experience: 12 years' of experience in investments management

Unit Trust Funds under ZAM

Fund	Fund Summary	Investment Objective
Zimnat Blue Chip Fund	This is a specialist equity fund, investing in quality shares only. It focuses on the largest and most liquid blue-chip companies with a strong profitability track record and its performance is stable over time.	To consistently outperform market returns.
Zimnat General Equity Fund	This is a medium risk fund with a diversified investment in shares across all sectors of the Zimbabwe Stock Exchange. The aim is to provide the investor with long-term capital growth, maximum returns, whilst maintaining a reduced risk profile. The portfolio is heavily biased towards tracking/mirroring the ZSE All Share Index.	To track market returns
Zimnat Prosperity Fund	The fund seeks to provide a balance between income and capital growth, at above average level of risk. Its underlying assets are money market instruments, quoted equities and bonds. However, the portfolio mix might vary depending on the macro-economic environment.	To achieve above average market returns.
Zimnat Value Preservation Professional Fund	This is a specialty fund which invests in quality unitized property developments.	To preserve unit holder funds and achieve value appreciation from property investments.
Zimnat Gross Income Umbrella Fund	This is a non-taxable, purely money market fund, providing a reasonable, stable and low risk environment. Its underlying assets are high yielding fixed income instruments namely corporate debt instruments, bankers' acceptances, certificates of deposits and other interest-bearing liquid assets.	The investment objective is to consistently outperform market returns.
Zimnat Stable Income Fund	This is a taxable money market fund, providing a reasonable, stable and low risk environment. Its underlying assets are high yielding fixed income instruments namely corporate debt instruments, bankers' acceptances, certificate of deposits.	To preserve nominal capital whilst outperforming general money market returns.
Zimnat Bond Umbrella Fund	The fund invests in a portfolio of local bonds and debentures, which have a combined average yield that is greater than the prevailing money market returns.	Stable growth whilst preserving nominal capital investments and liquidity.

Year-to-Date Performance Overview of ZAM equity funds



Past performance does not guarantee future results. Investors should not rely on any past performance as a guarantee of future investment performance. Unit values and investment returns may fluctuate from time to time.



Investor Protection Fund Cushions Local Investors

The Investor Protection Fund (IPF) plays a key role in protecting local capital markets investors. The IPF is a creation of the Securities and Exchanges Commission of Zimbabwe (SECZ) and was established in terms of section 86B of the Securities and Exchanges Act (Chapter 24:25) Amendment Act Number 2 of 2013.

The IPF provides compensation to protected investors, who have suffered losses as a result of a licensed contributor to the IPF being unable to meet its liabilities. This failure might be due to insolvency, malpractice or other causes.

If an investor makes an investment through a financial intermediary who is not a licensed contributor to the IPF, that investor is not protected. The IPF is administered by Comarton Consultants (Private) Limited (Comarton), whose main role is to provide efficient and professional secretarial, accounting, administration and other technical services to the IPF. The IPF does not have a full time secretariat of its own, and all services necessary for the smooth running of the IPF are therefore outsourced.

Comarton co-ordinates a number of service providers such as asset managers, investment consultants, custodians and auditors, who perform various tasks required by the IPF and ensures that the service providers adhere to their respective service level agreements. Claims are submitted to the IPF through Comarton. Comarton then notifies the IPF Board before the claim is handed over to SECZ for thorough investigations. When the investigation is complete, SECZ submits its findings to the IPF Board for evaluation and judgement.

Wherever necessary, the Board may seek the services of legal counsel to ensure that all loose ends are tied before communicating its position to the claimant. If the IPF Board is satisfied that the loss suffered by the protected investor is a result of the insolvency of, or malpractice by a contributor, the claimant is paid an amount not exceeding 10% of the total amount of the fund's assets within three months. This compensation is paid by bank transfer in local currency, as pronounced by the Government. In the event of multiple claims, the amount paid to each protected investor will be reduced proportionately.

Claims submitted twelve months after the malpractice or insolvency may be rejected, unless there is a valid explanation for the delay. Where the protected investor is responsible for their loss or if the claim is found to contain material inaccuracies or omissions, the claim will be rejected outright. Members of the public can find information on the IPF at www.seczim.co.zw/investor-information/investor-protection-fund or contact the Fund Administrator, Comarton Consultants (Private) Limited.

Comarton is available from Monday to Friday 8am-4:30pm, to provide information or to discuss a potential claim. Contact IPF today:

Investor Protection Fund C/o Comarton Consultants (Private) Limited
118 McChlery Avenue, Eastlea, Harare, +263 242 770025/27
kenny@comarton.co.zw or bmapwashike@comarton.co.zw

This article was written as part of the Securities and Exchange Commission of Zimbabwe's Investor Education Campaign in partnership with the Investor Protection Fund (IPF). For more information contact: seczim@seczim.co.zw