

OMIGSA FOCAL POINT

Asset allocation funds: winning solutions for every risk appetite

- ✓ Aggressive, high growth
- ✓ Moderate, long-term capital appreciation
- ✓ Regular income paid off growing capital base + capital protection

Old Mutual's range of asset allocation unit trusts: Select a solution to help you reach your goal. Actively managed across asset classes by the team at OMIGSA's Macro Strategy Investments (MSI) boutique, these portfolios manage risk and exposure on your behalf, and investing in one unit trust is like owning an entire, professionally managed investment portfolio that is tailored to meet your specific needs. Our range includes more conservative solutions like the Old Mutual Real Income and Old Mutual Stable Growth Funds, medium-risk solutions like the Old Mutual Balanced Fund as well as the Old Mutual Flexible Fund with its higher growth target.

In our current low-return world it certainly pays to have the benefit of expert management and diversification on your side.

Some performance highlights

Old Mutual Flexible Fund and Old Mutual Real Income Fund each have an S&P rating of four stars.

S&P stars are a measure of consistency of returns as measured by risk-adjusted returns over one, three and five years. Four stars indicate that a unit trust is consistently in the top 30% of its peer group.

Old Mutual Flexible Fund:

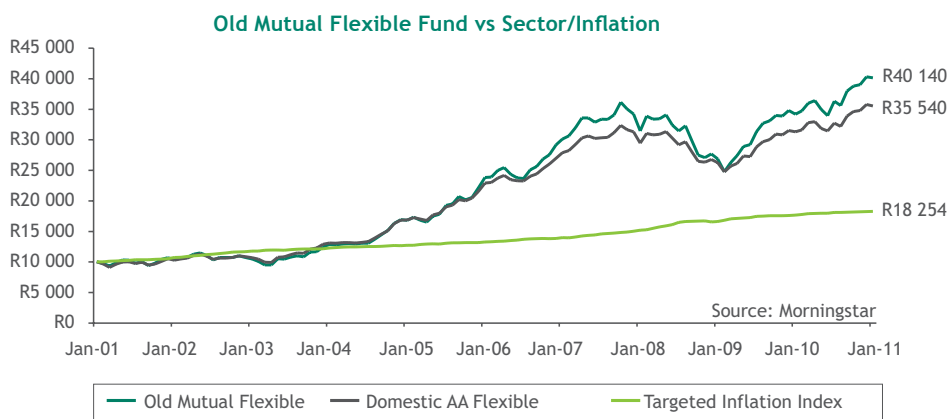
The main attraction of this fund is that it offers investors equity-like returns (with an investment target of CPI + 8%) but at reduced volatility, due to the fact that it can spread its risk across asset classes in times of negative market performance.

Due to its flexible mandate, the portfolio manager can choose to position this aggressive fund 100% in equities if he feels bullish, or he can retreat into cash and bonds during a market crash in order to protect capital. In fact, the only restriction on the manager is the legislated 25% offshore limit. Old Mutual Flexible Fund:

- Is a top-quartile performer in the Asset Allocation-Flexible category for the period ended 31 January 2011 over:
 - one year, returning 17.34% vs the sector average of 13.99%
 - two years, returning 22.21% p.a. vs the sector average of 16.58% p.a.
 - ten years, returning 14.91% p.a. vs the sector average of 13.52% p.a.
- Has outperformed its category average and inflation every calendar year for the last 12 years (since 1998).
- Has met its growth objective since its inception on 31/08/1996, delivering 14.4% p.a.

If you had invested R10 000 rand in Old Mutual Flexible Fund 10 years ago, you would now have R40 140, net of fees.





Calculations are based on the current, zero initial fee cost structure.

Old Mutual Real Income Fund

This unit trust aims to pay an income that keeps pace with inflation while maintaining the level of investment capital in real terms. This unit trust is ideal for an investor who is prepared to accept a lower income in the shorter term in return for future growth.

This low-risk income solution with moderate equity exposure has three goals:

- Pay a regular and sustainable income off a growing capital base
- To protect your capital from inflation
- Take advantage of growth opportunities in the market with its moderate exposure to equity.

This extremely popular investment broke through the R1 billion assets under management mark early this year, and its investors certainly haven't been disappointed. Old Mutual Real Income Fund has delivered excellent performance over various periods ending 31 January 2011 and it is a top-quartile performer in the Domestic Asset Allocation-Prudential-Low Equity category over:

- one year, returning 12.71% vs the sector average of 9.80%
- two years, returning 11.92% vs the sector average of 10.21% p.a.
- three years, returning 9.93% vs the sector average of 7.67% p.a.
- Fund has beaten the sector average since its inception on 1 April 2006, returning 9.2% p.a. vs 7.9% p.a.

Old Mutual Balanced Fund

For investors with a moderate risk appetite, who do not require an income and seek good capital growth over the long term at reduced volatility, Old Mutual Balanced Fund (targeting CPI + 6% p.a.) is definitely an option to consider.

The Old Mutual Balanced Fund reflects the house view of the MSI boutique and is a top-quartile performer to 31 January 2011 in the Domestic Asset Allocation-Prudential Variable Equity category over:

- one year, returning 14.51% vs the sector average of 11.51%
- two years, returning 17.42% vs the sector average of 13.4% p.a.

It has also delivered on performance objective since its inception on 1 March 1994, returning 13.8% p.a. vs. the target of 12.8% p.a.

These funds are available directly from Old Mutual Unit Trusts, as well as through Fairbairn Capital, Max and other leading LSPs. Visit www.omut.co.za for more information. Alternatively, speak to your OMIGSA Sales Executive or contact our Service Centre at 0860 234 234.

Source for all performance figures: Morningstar.

The portfolio performance is calculated on a NAV-NAV basis and does not take any initial fees into account. Income is reinvested on the ex-dividend date. Actual investment performance will differ based on the initial fees applicable, the actual investment date and the date of reinvestment of income. Past performance is not necessarily an indication of future performance. A fund's TER reflects the percentage of the average Net Asset Value of the portfolio that was incurred as charges, levies and fees related to the management of the portfolio. 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. As at 31 December 2010 the following TERs apply: Old Mutual Flexible Fund A, 2.75%; Old Mutual Balanced Fund A, 2.62% and Old Mutual Real Income Fund, 1.38%. Note that in the case of Old Mutual Flexible and Old Mutual Balanced funds the fund class currently open to new investments is the A class, which carries its own fees and charges, which differ from those in the R class. Please refer to the fund fact sheet for full information. Unit trusts are generally medium to long term investments. Past performance is no indication of future growth. It is important that you are prepared for some shorter term fluctuations as your investment moves in line with the markets. Fluctuations or movements in exchange rates may cause the value of underlying international investments to go up or down. Unit trusts can engage in borrowing and scrip lending. A schedule of fees and charges and maximum commissions is available from the company/intermediary. You can easily sell your investment at the ruling price of the day (calculated at 15h00 on a forward pricing basis and 17:00 at month-end for the Old Mutual Umbono RAFI® 40 Tracker and Old Mutual Umbono Top 40 Fund). The Old Mutual Money Market Fund unit price is static (while a constant price is maintained, the investment capital is not guaranteed) and interest is declared daily at 13h00. Specialist equity funds may hold a greater risk as exposure limits to a single security may be higher. Certain funds may be capped in order to be managed in accordance with their mandates. Different classes of units apply to these portfolios and are subject to different fees and charges. Details of awards are available from the management company. Old Mutual is a member of the Association for Savings and Investment SA.