



# OMUT Client Statement Mailing

March 2011

The 2011 OMUT client statement mailing is currently underway. Clients will be receiving their income and capital gains tax statements, as well as their transaction statements and Old Mutual Unit Trusts' abridged 2010 Annual Report.

In our annual report cover letter, Old Mutual Unit Trusts chairperson Mike Harper underscores the importance of proper financial planning, diversification and appropriate asset class exposure – especially since we believe this will be a period characterised by lower returns from all asset classes, which will last for at least five years.

Investors who have opted to receive electronic communications will be receiving their statements in the Infoslips format. Clients who are receiving their Infoslips for the first time have already received an email introducing them to the concept, and providing them with the opportunity to download the necessary software.

In our quest to improve our client communications, we have added a new function to the Infoslips statement – a useful asset allocation breakdown, with easy-to-understand explanations.

If you have any queries regarding this statement mailing, please contact your Sales Executive. For information on asset allocation and its importance in your portfolio, you can also visit our adviser hub (visit [www.omut.co.za](http://www.omut.co.za)) from next week onwards and click on “Adviser Information Hub”. Log in by using your surname and your broker/adviser code (no need to register).

Infoslips really has revolutionised the way we communicate. If your clients would like to make the switch to electronic communication, they can do so by calling the Service Centre on 0860 234 234, or sending an email, with their client number, to [unittrusts@oldmutual.com](mailto:unittrusts@oldmutual.com).

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Source: Morningstar as at 28 February 2011

Unit trusts are generally medium-to long-term investments. 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 no indication of future growth. Shorter term fluctuations can occur 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. The 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. A schedule of fees, charges and maximum commissions is available from the company. The total return is primarily made up of interest (declared daily at 13h00), but may also include any gain/loss on any particular instrument. In most cases this will merely have the effect of increasing or decreasing the daily yield, but in an extreme case it can have the effect of reducing the capital value of the Fund. Certain funds may be capped to be managed in accordance with their mandates. Different classes of units apply to these portfolios and are subject to different fees and charges. Old Mutual Unit Trusts is a member of the Association of Savings and Investment SA (ASISA).