

Facing the Giant: Retirement

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SYm|metry
multi|manager

A Member of the  **OLD MUTUAL** Investment Group

AGENDA

- m|m SYm|mETRY update
- m|m Our key message
 - m|m You have to take risk
 - m|m Understand your time horizon
 - m|m Do not be too conservative
- m|m We offer
 - m|m The right range of products
 - m|m A solid process
 - m|m A great track record of over ten years

Our Approach

At SYm | mETRY we:

Select asset managers

 Quantitative

 Qualitative

Create solutions

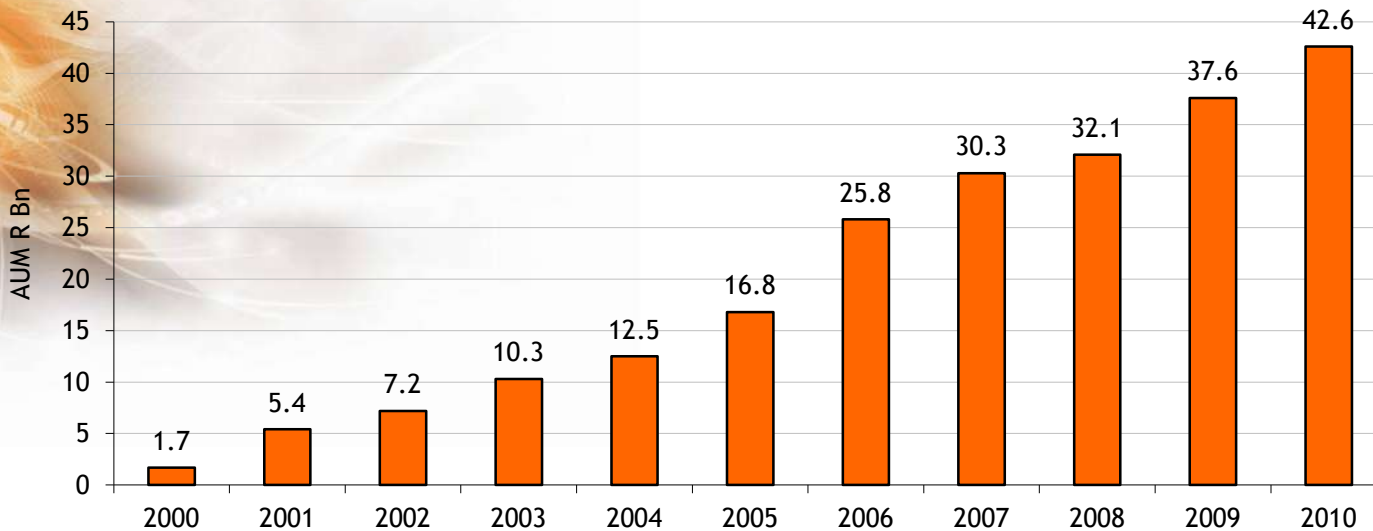
 Risk cognisant

 Performance driven

 Value for money

OUR BUSINESS

- mm One of 16 boutiques within OMIGSA
- mm Independent but backed by Old Mutual
- mm Pioneering & Award-Winning Multi-Manager
- mm 1st multi-manager to launch Absolute Return funds
- mm Innovative life-staging model
- mm 1st multi-manager to win a Raging Bull award

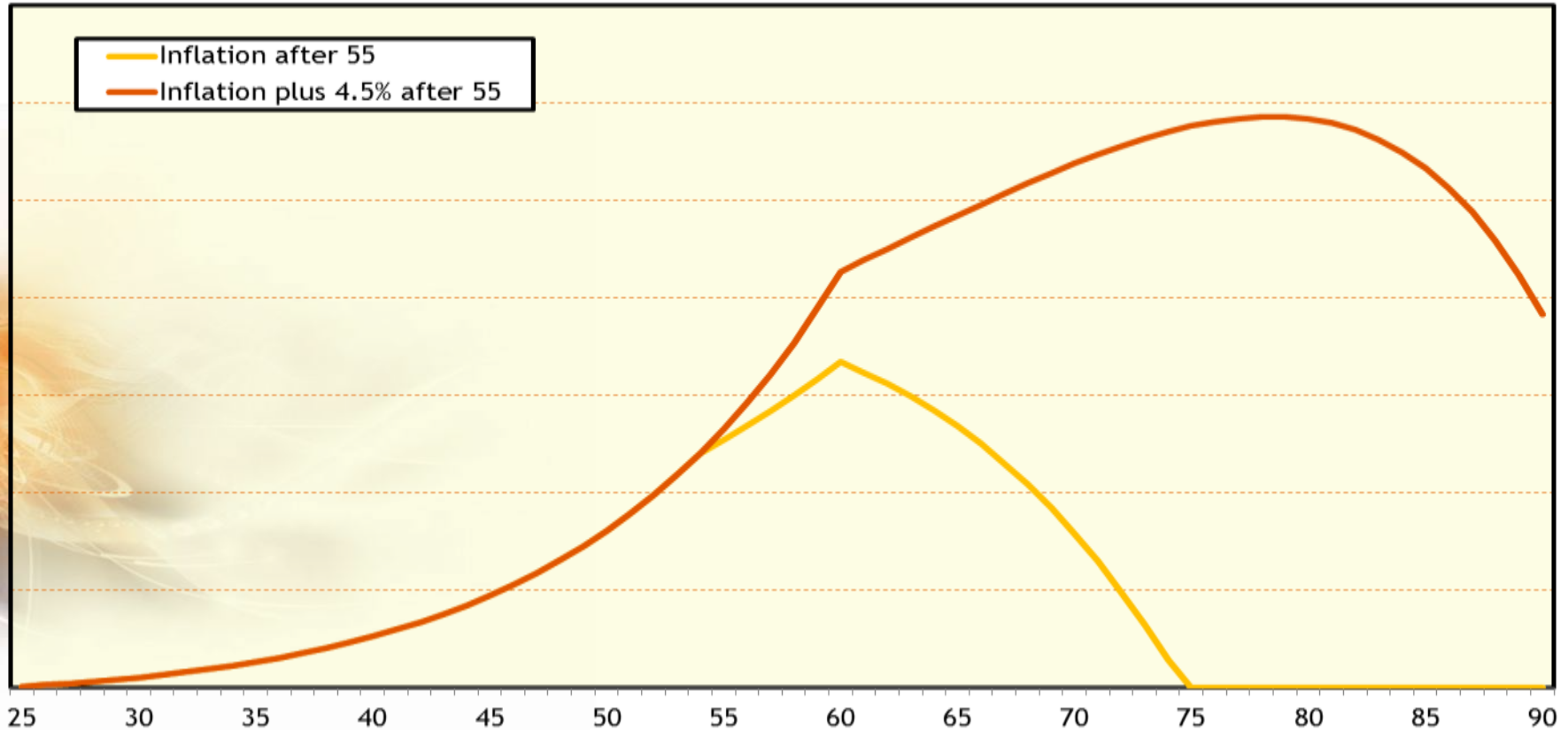


OUR KEY MESSAGE FOR FACING THE GIANT: RETIREMENT

- mm Investors need to TAKE RISK in order to earn sufficient real returns pre and post retirement
- mm Advisors must act based on an understanding of the client's TIME HORIZON
- mm There is a real risk of being TOO CONSERVATIVE

IMPACT OF BEING TOO CONSERVATIVE

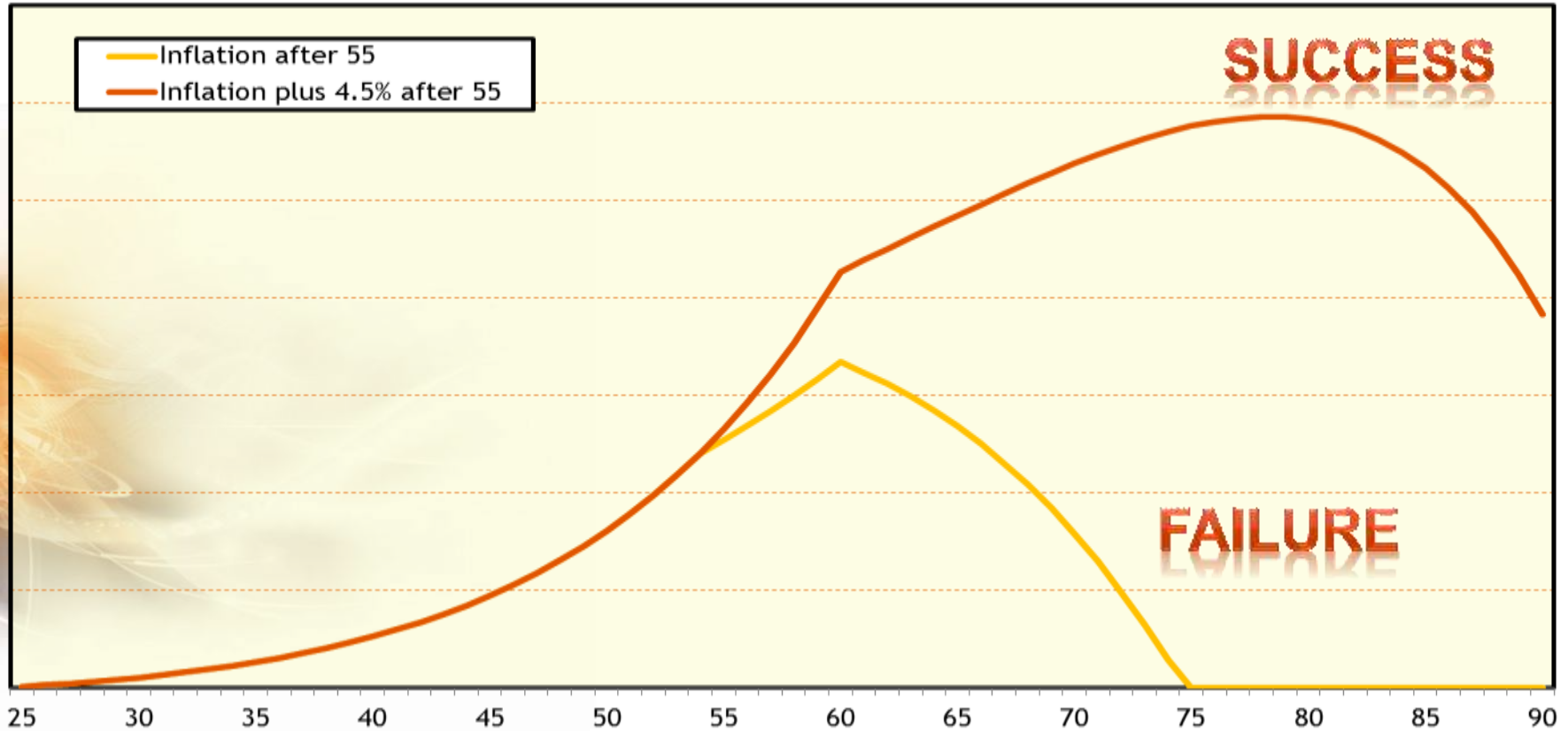
Impact of investment choice at age 55



This simple illustration above assumes inflation of 4%, inflation linked contributions and withdrawals and retirement at age 60. Investment return volatility is ignored and inflation is assumed to be constant. This is not a product or fund projection.

IMPACT OF BEING TOO CONSERVATIVE

Impact of investment choice at age 55



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WHAT IS THE RIGHT RETURN OBJECTIVE

Over a working lifetime, you will need at least CPI plus 4.5% after all fees

- Assumes average contribution rate, salary increases and mortality
- Assumes you want to replace 66% of your final salary with an inflation linked pension at retirement

If you

- Start contributing later than age 25
- Have higher than average salary increases close to retirement
- Change jobs and do not preserve your pension each time
- At times invest too conservatively

you will either have to contribute more, or earn a higher return, or sacrifice your lifestyle in retirement

OUR FUND RANGE

SOLUTION FUNDS

	Cautious FoF	Defensive FoF	Balanced FoF
Risk Target	No capital loss over 9 months	No capital loss over 12 months	No capital loss over 18 months
Long Term Return Target	Cash+2%	CPI+5%	CPI+7%
Investment Horizon	Short term (less than 18 months)	Medium Term (less than 5 years)	Medium to Long Term (more than 5 years)
Asset Classes Invested In	Flexible investment across all asset classes allowing managers freedom to control risk and maximise return. Cautious FoF is limited to max 40% in equity.		
Launch Date	September 2010	June 2001	June 2001

- These funds are actively changing the risk they take based on the environment

SELECTING ON PAST PERFORMANCE

	Best performing manager	Return	Worst performing manager	Return
2002		14.79%	Manager A	-6.93%
2003	Manager A	31.75%		13.68%
2004		36.15%		15.92%
2005		46.68%	Manager A	19.01%
2006		37.17%	Manager B	10.14%
2007		37.69%		8.00%
2008	Manager B	12.40%		-25.60%
2009	Manager B	37.14%	Manager A	-8.02%
2010		31.12%	Manager B	5.23%

Source: Morningstar Flexible Asset Allocation Category

MANAGER SELECTION KEY THOUGHTS

- m/m Qualitative factors matter most
 - m/m Ownership of the asset management firm
 - m/m Quality of the team and leadership
 - m/m Asset size - the golden middle
 - m/m Style - does it work through cycles
 - m/m Risk Management - the true test of skill
- m/m Research requires time, skill, access and experience
- m/m Manager universe is vast in respect of asset classes, products, alternative investments and global

WHO MANAGES OUR RETAIL PRODUCTS?

CORONATION
FUND MANAGERS


GRYPHON

A3AX
Investments

ELECTUS
EQUITY SPECIALISTS

ELEMENT
INVESTMENT MANAGERS

MARRIOTT

RE·CM

 **Sanlam**
Investment Management

Futuregrowth
ASSET MANAGEMENT


Taquanta

PRESCIENT
INVESTMENT MANAGEMENT













PRUDENTIAL

SYmmETRY
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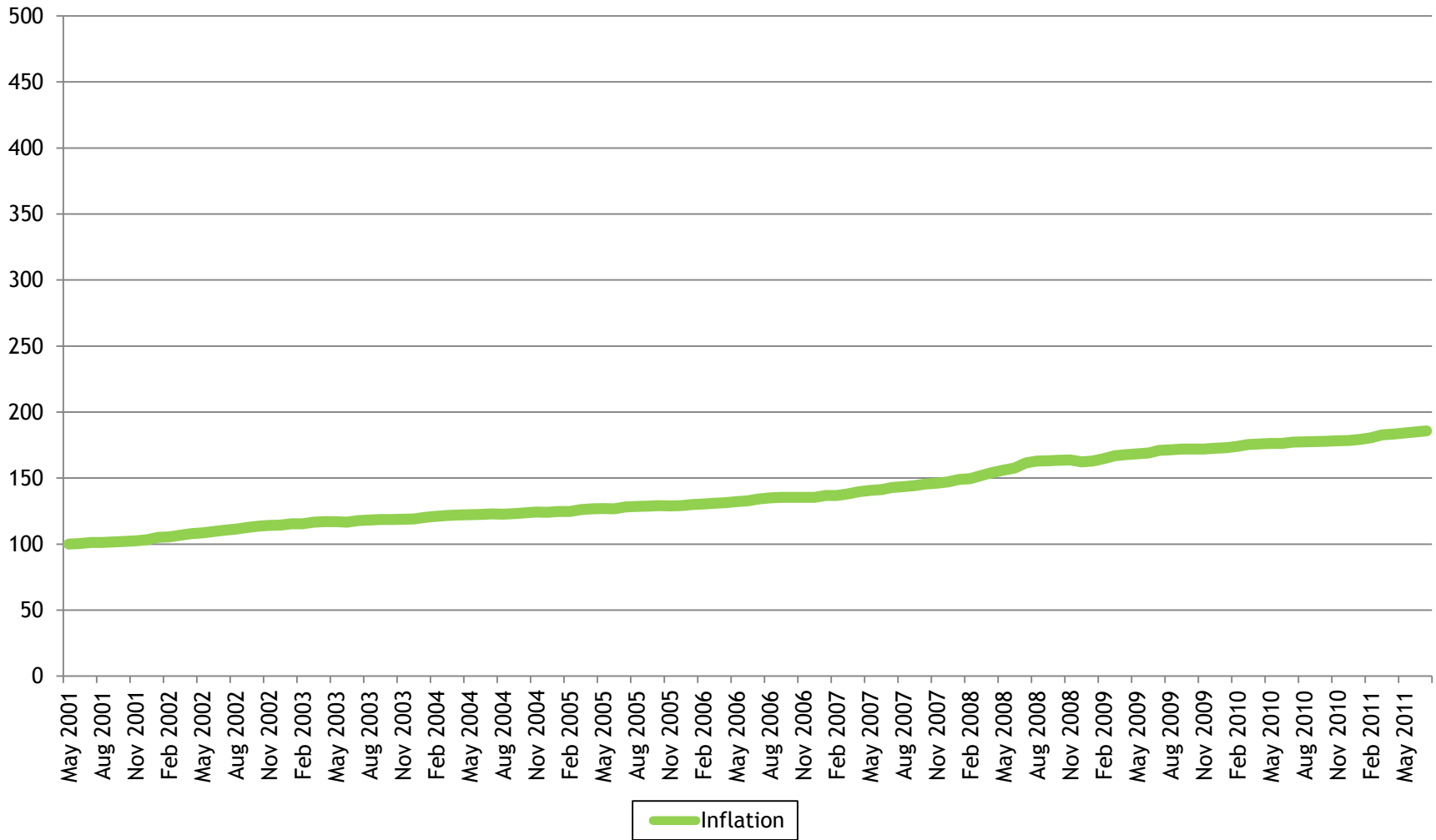
OUR MANAGERS

SOLUTION FUNDS

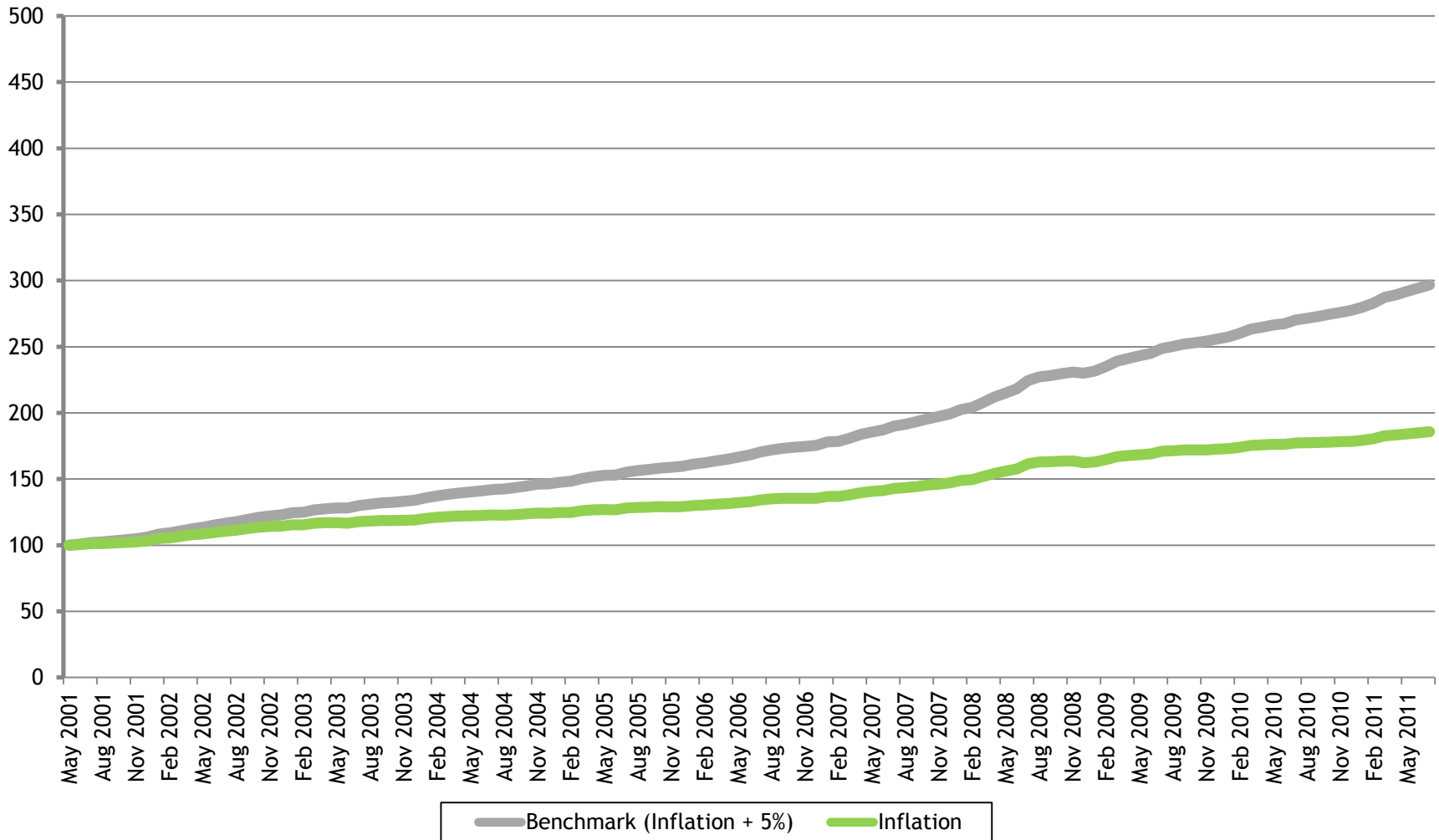
Cautious FoF	Defensive FoF	Balanced FoF
 Taquanta (40%)	 Opportunity (30%)	 Opportunity (30%)
 Core Income (30%)	 Capital Plus (20%)	 Capital Plus (20%)
 Nedgroup Positive Return (30%)	 Nedgroup Positive Return (30%)	 Inflation Plus (30%)
	 Inflation Plus (20%)	 Flexible (20%)

Established managers with long and good track records each following a distinct absolute return strategy

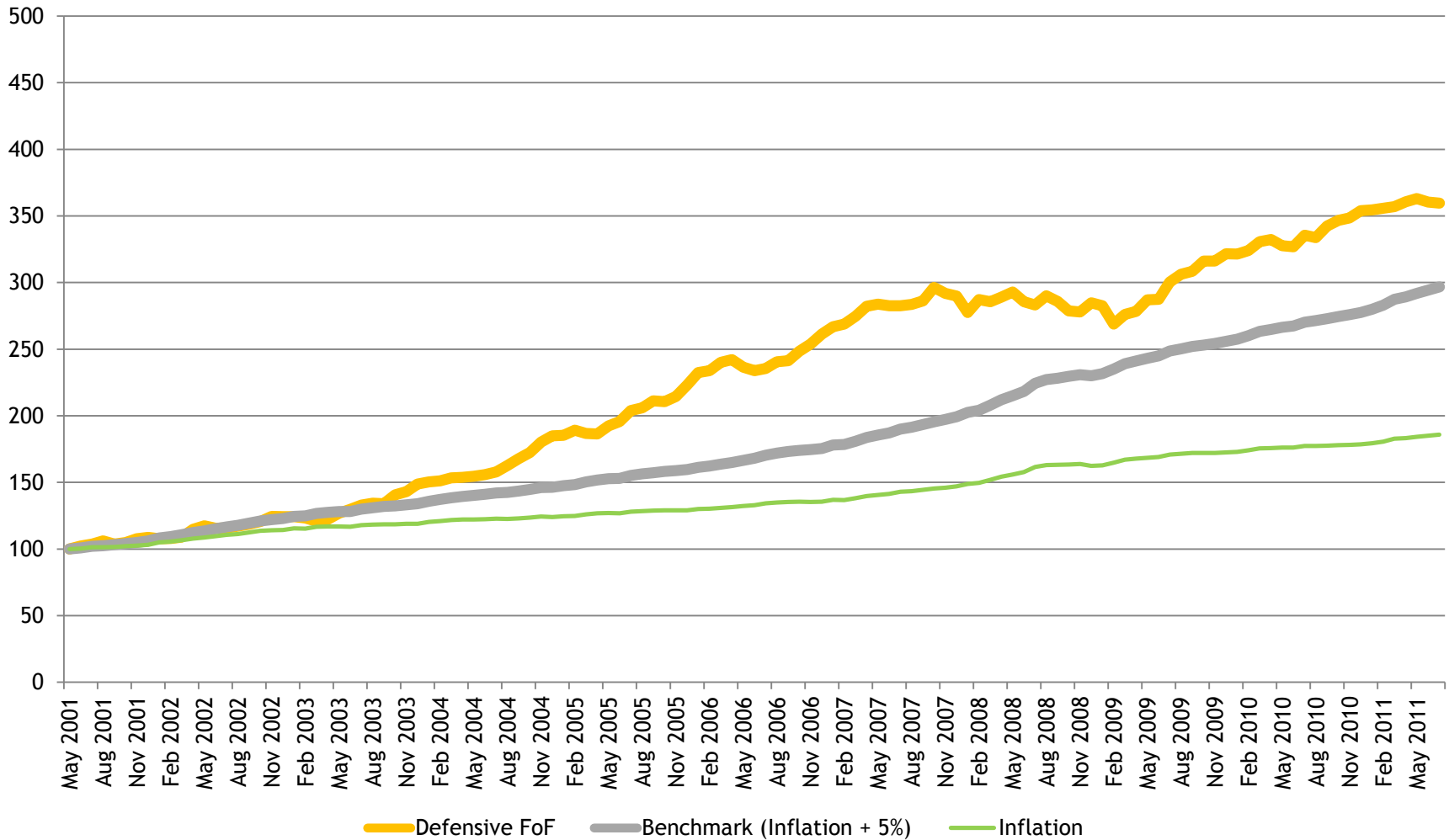
PRE RETIREMENT LUMP SUM SCENARIO



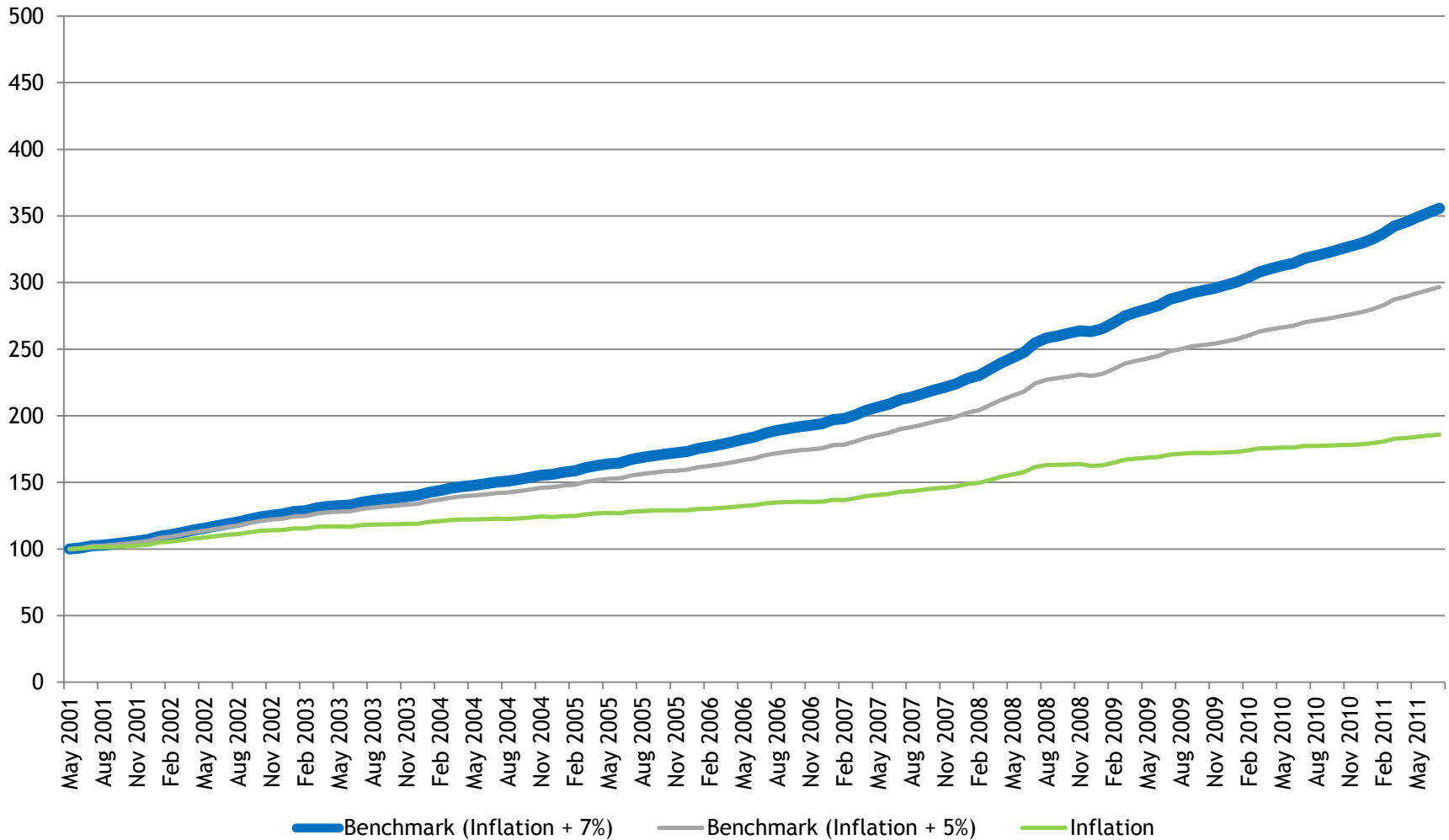
PRE RETIREMENT LUMP SUM SCENARIO



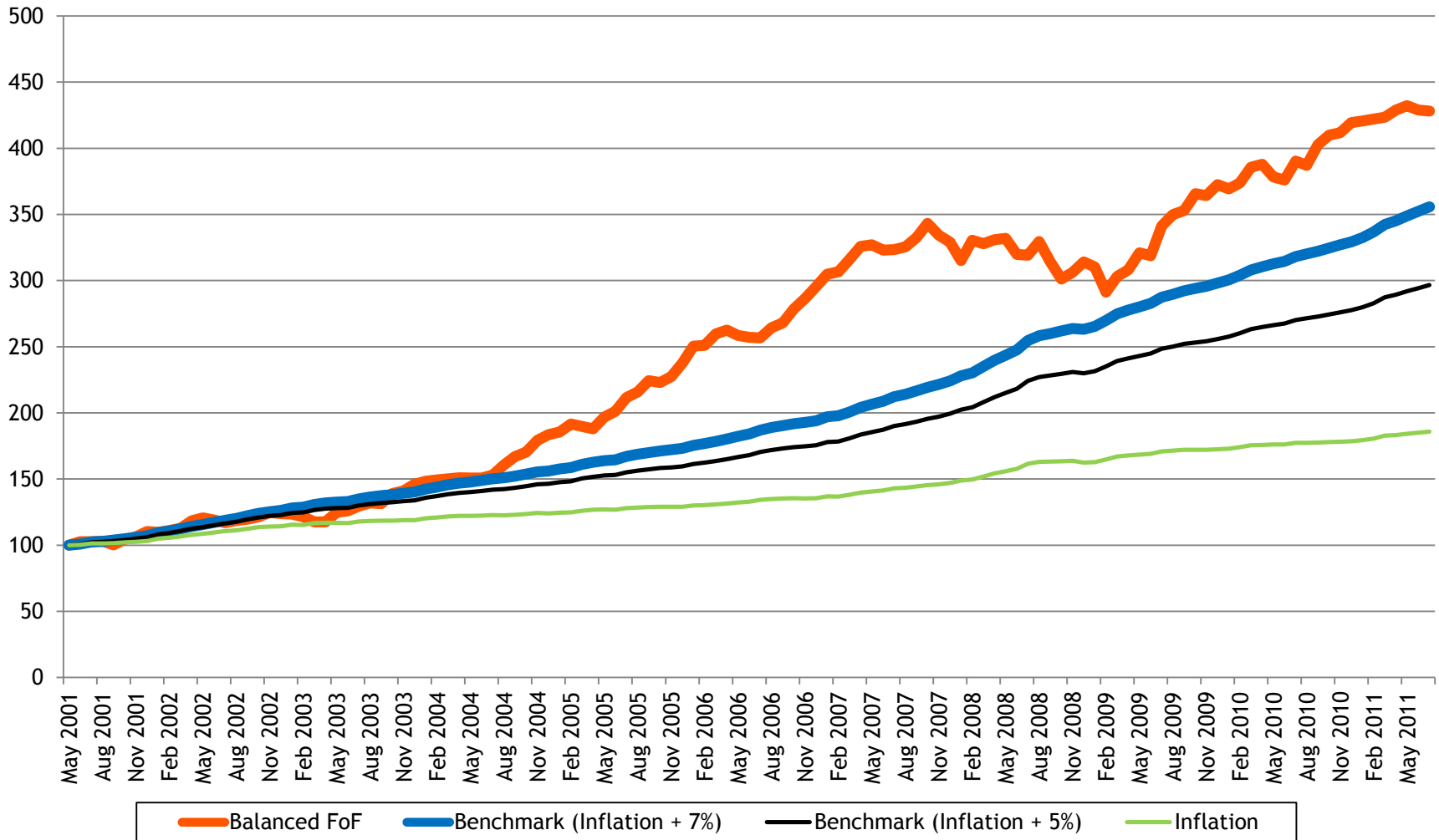
PRE RETIREMENT LUMP SUM SCENARIO



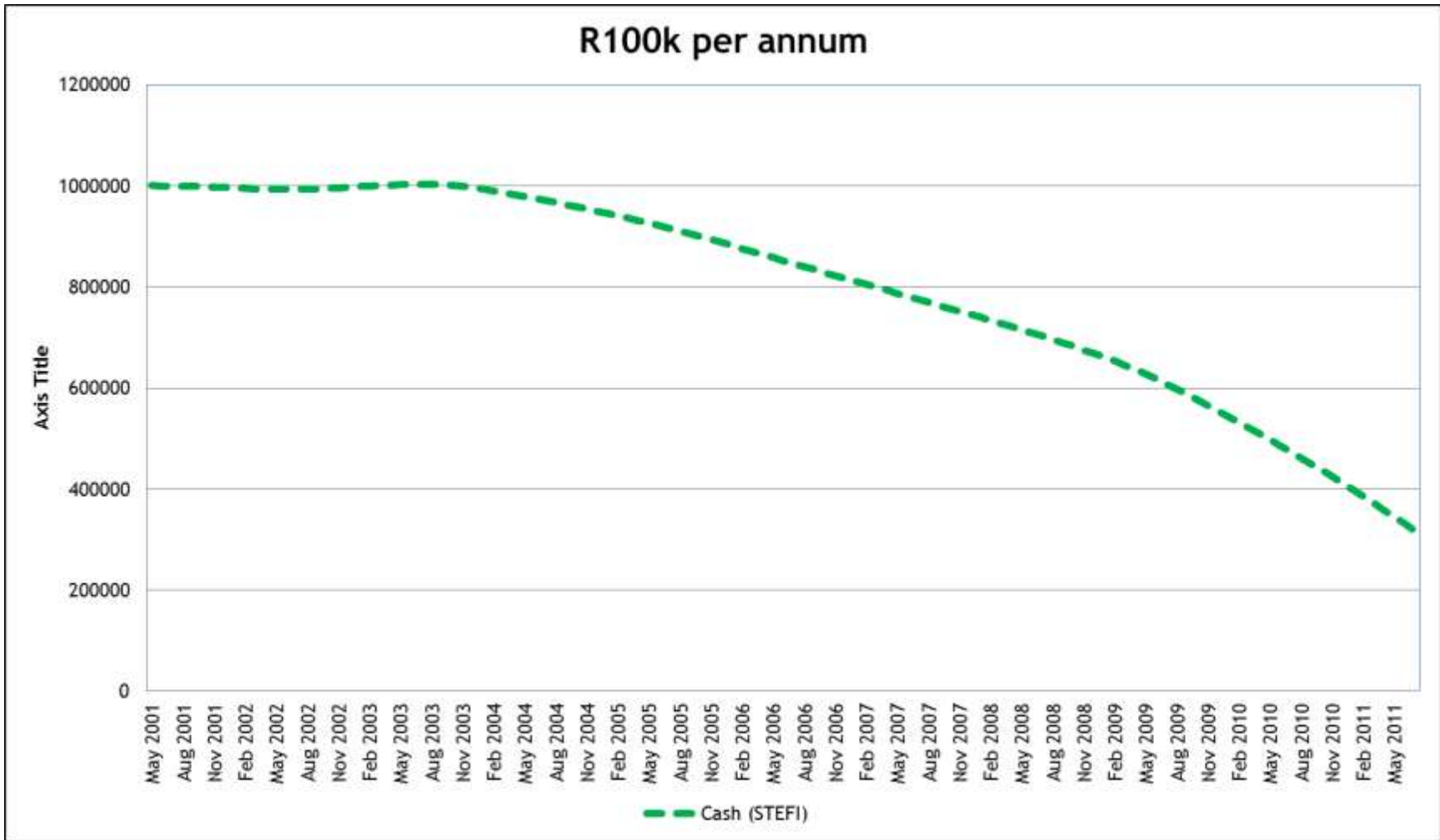
PRE RETIREMENT LUMP SUM SCENARIO



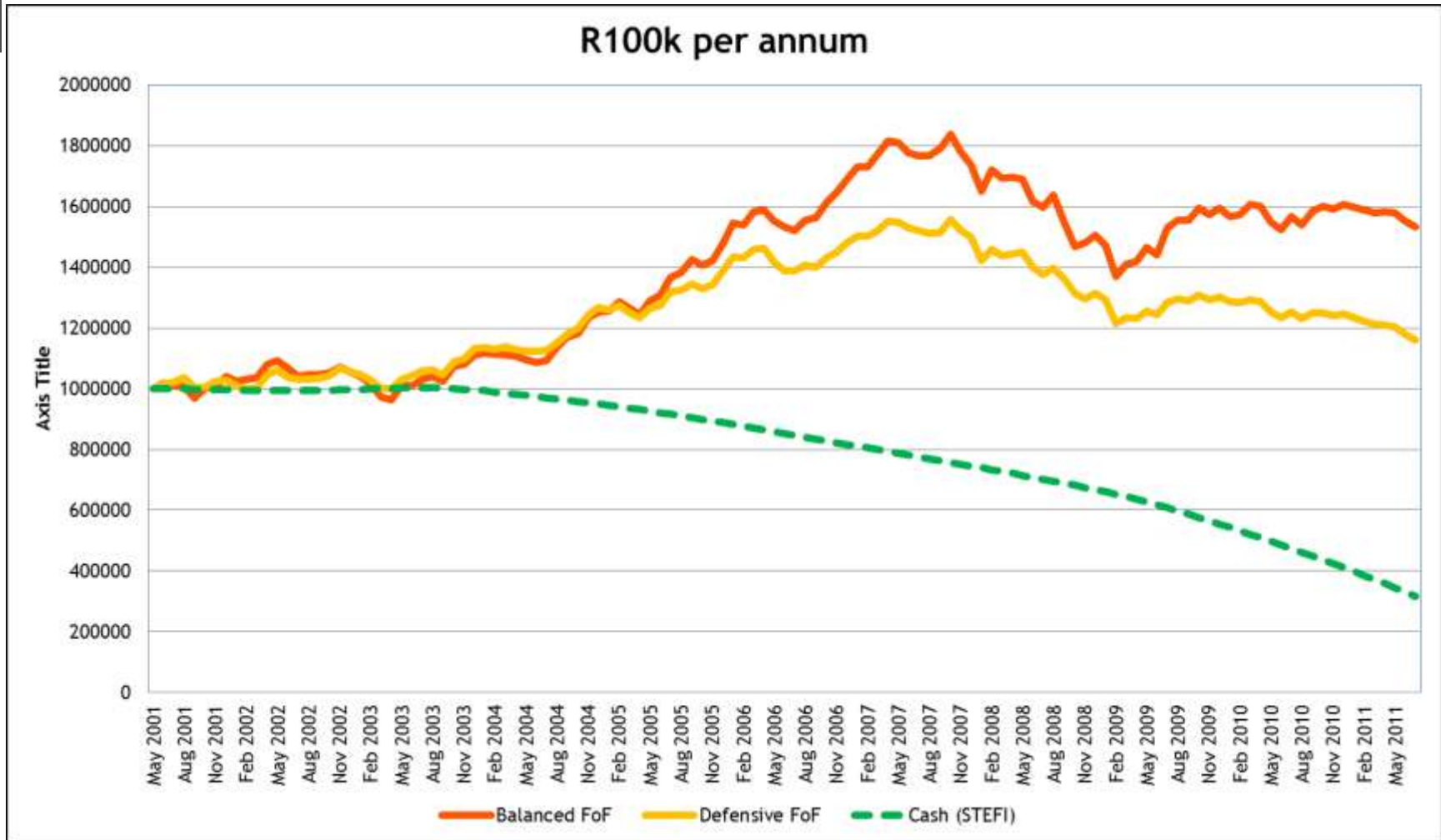
PRE RETIREMENT LUMP SUM SCENARIO



POST RETIREMENT SCENARIO - 10% WITHDRAWAL





POST RETIREMENT SCENARIO - 10% WITHDRAWAL





BENEFITS OF INVESTING WITH SYMMETRY

FOR THE ADVISOR

-  In-depth manager research by dedicated team of professionals
 - Advisor can focus on client management and financial planning
 - Symmetry can provide due diligence information and reason for inclusion for all managers if required + ongoing monitoring

-  Solution funds dynamically change asset allocation to suit risk profiles
 - Advisor and client only need to decide on appropriate risk profile
 - Together with appropriate risk tools, advice is completely FAIS compliant

-  Regular updates on funds to assist in client management
 - Monthly factsheets and commentary
 - Regular feedback presentations by portfolio manager
 - Portfolio manager available for direct queries

-  Comprehensive, easy to understand fund literature
 - Fund prospectus explains purpose and potential uses of each fund clearly

THANK YOU

PLEASE VISIT OUR WEBSITE
WWW.SYMMETRY.CO.ZA
FOR MORE INFORMATION.



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Important Information

SYm|mETRY Multi-Manager is a division of Old Mutual Life Assurance Company of South Africa Limited (OMLACSA)

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Licensed Financial Services Provider (FSP No. 703)

OMLACSA is a wholly owned subsidiary of Old Mutual plc

The portfolios mentioned are market-linked and policy-based. Investors' rights and obligations are set out in the relevant policy / investment contract. For market-linked portfolios, certain investment risks may be inherent such as market and currency risks.

Past performance is not necessarily a guide to future performance. As the performance of financial markets fluctuates, an investor may not get back the full amount invested. All returns are random returns, unless otherwise stated.

SYm|mETRY Multi-Manager

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