



BRIEF OVERVIEW

Alternative Investments is an investment boutique within OMIGSA and is the largest Alternative Manager in South Africa.

The Alternative Investments team manages investments in private equity, infrastructure, developmental impact assets and mezzanine debt.

PRIVATE EQUITY

We are one of the largest private equity managers in South Africa, managing private equity assets on behalf of Old Mutual and third party investors. There are two lines of business:

- Old Mutual Private Equity direct investments, where we invest directly in companies; and
- Old Mutual Private Equity Fund of Funds, where we invest in a spread of premier private equity managers. Our innovative multi-manager investment products are sold in both the retail and institutional markets.

In our direct investments business, we have deployed nearly R6 billion into 22 transactions over the last ten years. We have invested in many of the top deals by value in South Africa, including Consol Glass, Actom, Life Healthcare, Pepkor, Idwala Industrial, WACO Industries, Tourvest Group and Savcio.

Old Mutual Private Equity Fund of Funds launched its first investment product in April 2006 to make private equity asset class more accessible to retail, as well as institutional investors. We now manage three funds: Old Mutual Multi-Manager Private Equity Fund 1, Old Mutual Multi-Manager Private Equity Fund 2, and Old Mutual Private Equity Secondary Fund.

The core of our team has over 160 years of combined investment experience and an impressive depth and breadth of skills. Our focus has been to partner with other investors in investing in top quality businesses with strong management teams.

INTERNATIONAL PRIVATE EQUITY

Investing in international private equity offers the benefits of diversification within a portfolio. The international private equity industry is in a mature stage, with the added benefits of proven portfolio-management skills and relative transparency of underlying investments.

We have a team of four professionals dedicated exclusively to identifying opportunities in the private equity markets outside of South Africa. They have an average of over 17 years of alternative direct-investment and fund-selection experience and manage over R2bn in assets. We have invested in foreign private equity funds offering offshore exposure with an equal geographic spread between Europe, the US and emerging markets.

INFRASTRUCTURE

We are one of the largest investors in infrastructure in South Africa, managing over R10 billion of infrastructural assets on behalf of Old Mutual and third party investors. The team specialises in originating, structuring, developing and executing infrastructure investment transactions and managing the asset thereafter.

The social imperative in the South African context is the upliftment of the broader community through economic development. This necessitates direct fixed investment in the economic drivers of an economy. Infrastructure provides the enabling platform on which all other economic activity can be based. For example, in tangible terms, our investments in South African world-class toll road infrastructure are vital for both imports and exports of manufactured goods. Similarly our investment in Southern African rail assets enables commodities to be railed to port. Major investments include:

- Transport infrastructure (N3 Toll Concession, Bakwena Platinum Corridor; Trans African Concession, Lekki, New Limpopo Bridge);
- Social Infrastructure (Bloemfontein Correctional Contracts, DTI Campus, DoE Campus);
- Power and Gas (Kelvin Power Station, Matola Gas Pipeline);
- Renewable Energy (Umoya Wind Farm);
- Housing (Afhco); and
- Township and Rural Retail (Gugulethu Square Shopping Centre, Bushbuck Ridge Shopping Centre, Setsing Crescent and Plaza in Phutaditjhaba).

The core of our team has over 80 years of combined investment experience and an impressive depth and breadth of skills.

DEVELOPMENT IMPACT FUNDS

The Development Impact team manages a number of funds, pursuing double-bottom-line returns, that is, a commercially acceptable return and a positive social impact.

The funds invest in assets/areas where gaps or backlogs in social infrastructure, economic development and job creation have not been adequately addressed by financial institutions. This includes affordable housing, black-owned SMME's and social infrastructure such as schools. The team responsible for these funds has in excess of 140 years of relevant experience.

Favourable performance, innovative product launches, as well as increased awareness of the merits of alternative investments, have been very strong catalysts for our rapid growth.