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FROM 2011 TO 2012, AND THE BATTLE FOR RETURNS

What has not changed?

Amongst the turmoil in the world there have been some constants. Many of the themes we first named in 2010 continued to play out through 2011, and we expect them to remain relevant for years to come.

Theme #1: Big government — The developed world is drowning in US\$15 trillion of excess leverage, much of it within governments. Policymakers and politicians will continue to exert their influence and impact the global economy negatively as the Eurozone crisis and US fiscal policy gridlock continue to hamper growth. The world economy will stagger along with growth expectations for 2012 having halved. Elections in America and the ANC elective conference in Mangaung mean politicians will not be focused on delivering economic growth.

Theme #2: A low-return world — This was certainly the case in 2011, with the FTSE/JSE All Share Index limping in at 2.6%* at the end of 2012, and the MSCI World Free Index coming in negative at -5%* in US dollar terms. We expect that real returns will still be hard to come by in 2012, especially since local cash returns will be negative.

In addition, we have downgraded expected returns from global cash and bonds, while currency weakness is unlikely to support returns to the same extent in 2012.

Theme #3: Cash is trash — We have constantly highlighted how the deliberate policy of very low global interest rates is guaranteed to erode savers' real spending power to the benefit of indebted banks and governments. Unfortunately, South Africa has joined that club with accelerating inflation meaning negative real interest rates. We have cut our real return expectations on local cash to 1% over the next five years and savers will probably do worse. We think local rates may remain unchanged for the longest period since the 1950s.

Theme #4: Quest for yield — Themes 2 & 3 imply that investors will continue to search for yield. Most of investors' returns will come from dividends or interest as opposed to capital gain. For instance, the yields on South African government bonds were unchanged last year and the All Bond Index returned 8.8%. We expect the same thing will happen in 2012, although there is the potential for a positive capital gain. Last year bond yields were flat despite the headwinds of higher inflation, a weaker rand and

foreign selling on the back of global risk aversion. With the rand once again at fair value and inflation expected to peak, there is less risk on local bonds.

Property also delivered a solid return in 2011, which was driven primarily by yield with the FTSE/JSE Listed Property Index returning 8.9%. We have not cut our expected real return of 5.5%, as this asset class is still okay on a yield basis but it is threatened by the growing risk of negative reversions.

What has changed?

The rand

From being the third strongest currency in the world for 2010, the rand plummeted in 2011. It was the worst performing major currency in the world, down 17.5% against the US dollar by year-end. This meant that South Africans who invested offshore early in the year, enjoyed excellent growth in their portfolios.

Following its big move the rand is trading at fair value again. Therefore, we do not expect a materially weaker rand to boost offshore investment returns. However, when we consider investing offshore, we generally consider diversification and valuations, and currently both these points hold true as the benefits of risk diversification are perennial and, in our view, offshore equity valuations remain attractive.

Global bonds versus equities

In 2011 global bonds were the best performing asset class as investors panicked into safe havens and governments artificially influenced the market through quantitative easing. This has meant yields are even lower, guaranteeing a lower return for "buy and hold" investors. We expect investors will lose money in real terms.

On the other side of the coin, equities were sold down and underperformed. This was despite excellent earnings coming through and has meant that valuation multiples have improved sharply. Companies have recognised this and have decreased the number of shares in issue through corporate action and buybacks. As a result, the relative valuation between the two major asset classes has changed with equities now offering a much better return than bonds, purely through dividend yields.

* All indices quoted on a total return basis

Global equity

Earnings growth and global markets fell; this means that price:earnings multiples dropped sharply, resulting in markets becoming cheaper. This reflects an expectation for weaker economic growth and bad earnings for this year. From a valuations perspective, according to our model of theme and price, this asset class has become more attractive.

Global emerging markets

This was a theme that did not hold true last year due to "risk off" sentiment and increased rates. Emerging market currencies fell, bond yields rose and equities underperformed. The result for 2012 is that emerging market assets are now cheaper. The forward p:e is 9.4x and they are trading at a 20% discount to the historic average and a 13% discount to their developed world counterparts.

Looking forward, emerging markets will suffer from the same weak economy, resulting in falling earnings. However, their governments are solvent and their central banks can cut rates, which will provide some support. Therefore, we view last year's weakness as a buying opportunity.

Conclusion

Our longer term view of an overleveraged world delivering low real returns is unchanged, and 2012 should be no exception. This year will see low economic growth, falling Chinese property prices, earnings downgrades and political crises. We have changed some of our expected returns primarily to bring down cash and bond returns and we do not expect rand weakness to boost portfolio returns again.

However, the biggest change is in expectations — everyone expects a tough 2012. We view this as very positive as markets look forward and have priced in much of the bad news. There will also be good news: interest rate cuts in Europe and emerging markets; the European Central Bank (ECB) is printing money to support their banking sector; the Chinese will cut required reserve ratios (RRR); and there are even signs of life in the US housing market. This means that any surprises should be on the upside, especially where your equity investments are concerned. We are positioned for this.

This is our five-year outlook for real returns from asset classes, which we review every six months.

| Asset Class | Real Return | View | Comment |
|----------------|-------------|------|--|
| SA | | N | Long-term real depreciation |
| Equity | 6.5% | N+ | In line with long-term returns. Biased to upside |
| Property | 5.5% | N | Good yield offset by negative reversion risk |
| Bonds | 2.5% | N+ | Attractive carry vs. cash and improving tactical outlook |
| Cash | 1.0% | — | Lower rates for longer means lower returns |
| International* | | N | Diversification is valuable |
| Equity | 6.5% | + | Preferred risk-adjusted asset class |
| Bonds | -1.0% | — | Expensive, with a growing risk of capital loss |
| Cash | -1.0% | — | Cash is still unattractive |

NB: These are long-term real returns expected over the next five years, as at 11 January 2012.

* The international return expectations above are in US dollar terms; any rand depreciation will add to returns in rands.

Market Commentary

2011 proved to be a highly eventful year, including political instability in North Africa and the Middle East, earthquake and tsunami devastation in Japan, and an unfolding sovereign debt crisis in the Eurozone. Further weighing on investor sentiment were anaemic job growth and a credit rating downgrade for the US, as well as fears of a sharp slowdown in China. Risk assets came under pressure, although this eased somewhat during the fourth quarter. Divergent performance in equity markets was a key feature of 2011, with some markets at the epicentre of the crisis in Europe, and some of the major emerging markets posting large losses for the year.

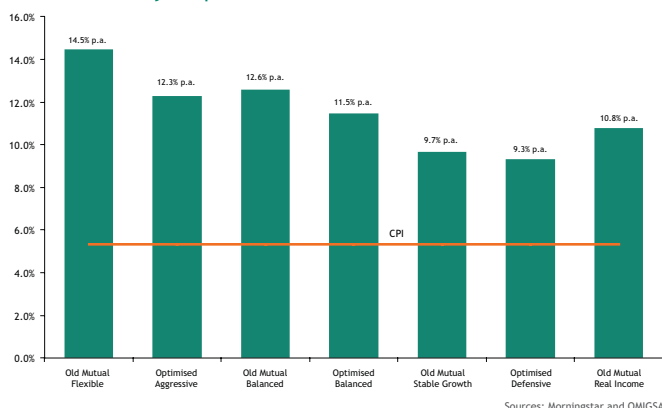
The FTSE/JSE All Share Index (ALSI) posted a small gain of 2.5% as its performance was bolstered by a weaker rand. Bond markets were the main beneficiaries of growth fears, with the US 10-year bond yield declining to 1.96% after beginning the year at 3.28%. Locally, the Inflation-linked Bond Index advanced by 13%, while nominal government bonds and listed property posted gains of just under 9% for the year.

Fund performance and commentary

Old Mutual Flexible Fund and Optimised Aggressive Fund

The funds gained in December despite the ALSI falling 2.5% in the month. This was partially due to the holdings in Old Mutual, which enjoyed a massive 16.6% return on the back of the sale of its Scandinavian business. A strong run in markets and the funds in the fourth quarter pulled the 2011 returns back into the black after the correction in the third quarter.

3-year performance to 31 December 2011



Old Mutual Balanced Fund and Optimised Balanced Fund

The funds have been positioned in growth assets based on reasonable equity valuations. We increased offshore exposure early in 2011 and this benefited the funds as the rand weakened. The overweight position in local inflation-linked bonds contributed to overall returns, as this asset class performed very well in 2011. For the calendar year, returns are just ahead of inflation and the Old Mutual Balanced Fund ranks in the top half of funds within its peer group. It was a difficult year for equity selection, and we are pleased to see that our equity performance rebounded strongly in the last quarter.

Old Mutual Stable Growth Fund and Optimised Defensive Fund

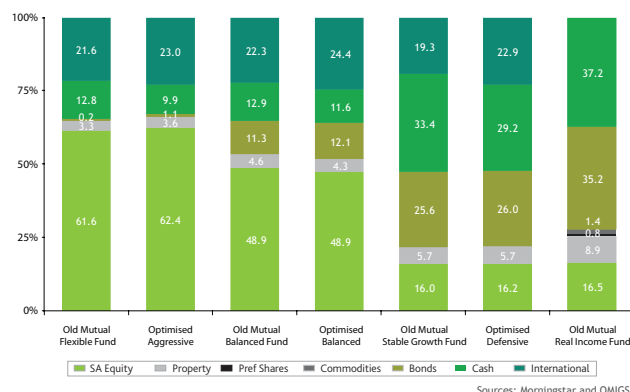
Over three years the funds have delivered an annual return of 9.7% and 9.3% p.a. respectively, and a real return of 4.4% and 4.0% p.a. respectively. A gratifying element of these returns is that diversification worked well for the funds. Despite the volatility in markets, the funds were up during most months. The funds have roughly a third invested in each of equity, cash and fixed-income assets, including property.

Old Mutual Real Income Fund

Last year's returns would have been higher, but the fund was unable to buy international assets at the beginning of the year when we took money overseas for the rest of our funds.

The mandate has subsequently been amended and the fund now has the potential to invest overseas. Considering the low yields available and the weakness of the rand, the fund currently has no international exposure. Looking forward, we are cautious on expected real returns as we do not expect a rate hike despite inflation increasing. However, the flexibility of the fund's mandate, and its diversification of investments, mean we expect to continue delivering steady income to our investors.

Asset analysis as at 31 December 2011



| Performance to 31 December 2011 | 1 year | 3 years (p.a.) | 5 years (p.a.) | Description | TER |
|---------------------------------|--------|----------------|----------------|-------------------------------------|--------|
| Old Mutual Flexible Fund | 3.0% | 14.5% | 7.3% | | 2.18%* |
| Optimised Aggressive Fund | 4.4% | 12.3% | 6.7% | | |
| Target | 14.2% | 13.3% | 15.0% | CPI+8% p.a. over rolling 3 years | |
| UT Peer Average | 5.8% | 12.3% | 7.0% | Flexible Category | |
| Old Mutual Balanced Fund | 6.8% | 12.6% | 6.7% | | 2.34%* |
| Optimised Balanced Fund | 5.4% | 11.5% | 6.3% | | |
| Target | 12.2% | 11.3% | 13.0% | CPI+6% p.a. over rolling 3 years | |
| UT Peer Average | 5.5% | 10.3% | 6.7% | Prudential Variable Equity Category | |
| Old Mutual Stable Growth Fund | 6.8% | 9.7% | N/A | Launched June 2007 | 2.16%* |
| Optimised Defensive Fund | 7.3% | 9.3% | 7.8% | | |
| Target | 10.2% | 9.3% | 11.0% | CPI+4% p.a. over rolling 3 years | |
| UT Peer Average | 6.3% | 8.6% | 7.1% | Prudential Low Equity Category | |
| Old Mutual Real Income Fund | 7.3% | 10.8% | 9.0% | | 1.38% |
| Target | 9.2% | 8.3% | 10.0% | CPI+3% p.a. over rolling 3 years | |
| CPI | 6.2% | 5.3% | 7.0% | | |

*TER as at 31 December 2011

† Three funds currently exceed international limit due to market movements

Sources: Morningstar and OMI GSA

For more information, visit www.omigsa.com/ansi

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Sources: Morningstar and OMI GSA. Unit trusts are generally medium- to long-term investments. 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. You may sell your investment at the ruling price of the day (calculated at 15h00 on a forward pricing basis). 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 is a member of the Association for Savings and Investment SA.