

OLDMUTUAL

THE OLD MUTUAL
**INVESTMENT
CLUB**

BUILD A LEGACY | CREATE WEALTH

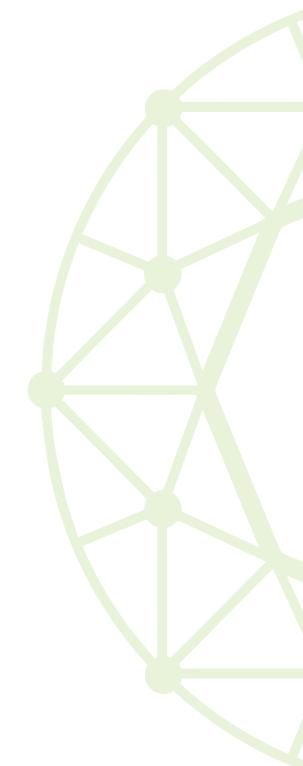


DO GREAT THINGS EVERY DAY





CREATING WEALTH





INTRODUCTION TO INVESTMENT CLUBS

WHAT IS AN INVESTMENT CLUB?

Investment Clubs allow groups of like-minded individuals to pool money and invest towards creating wealth.

Due to their short-term investment outlook, traditional group saving schemes such as Stokvels have a limited focus on investment growth. They do not rely on key investment principles such as developing a sound financial plan or keeping money invested for longer.

Investment Clubs focus on growth by encouraging investors to have a long-term investment view. They provide access to a range of investment funds with exposure to multiple **asset classes** such as property, equities and bonds, including international exposure.

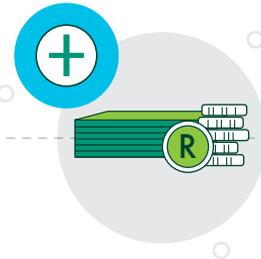
INVESTMENT CLUBS VS INDIVIDUAL SAVING

For most people, investing for the first time can be a bit daunting. With Investment Clubs, investors don't have to take this step alone and will have the **opportunity** to:



EDUCATION

Learn more about investments in a safe and trusted environment. Experienced investors can also enhance their investment knowledge by sharing insights with other investors.



COST SAVING

Pool money and enjoy cost saving benefits on fees and charges.



SOCIAL

Network with like-minded individuals and share common financial and social goals



COMMITMENT

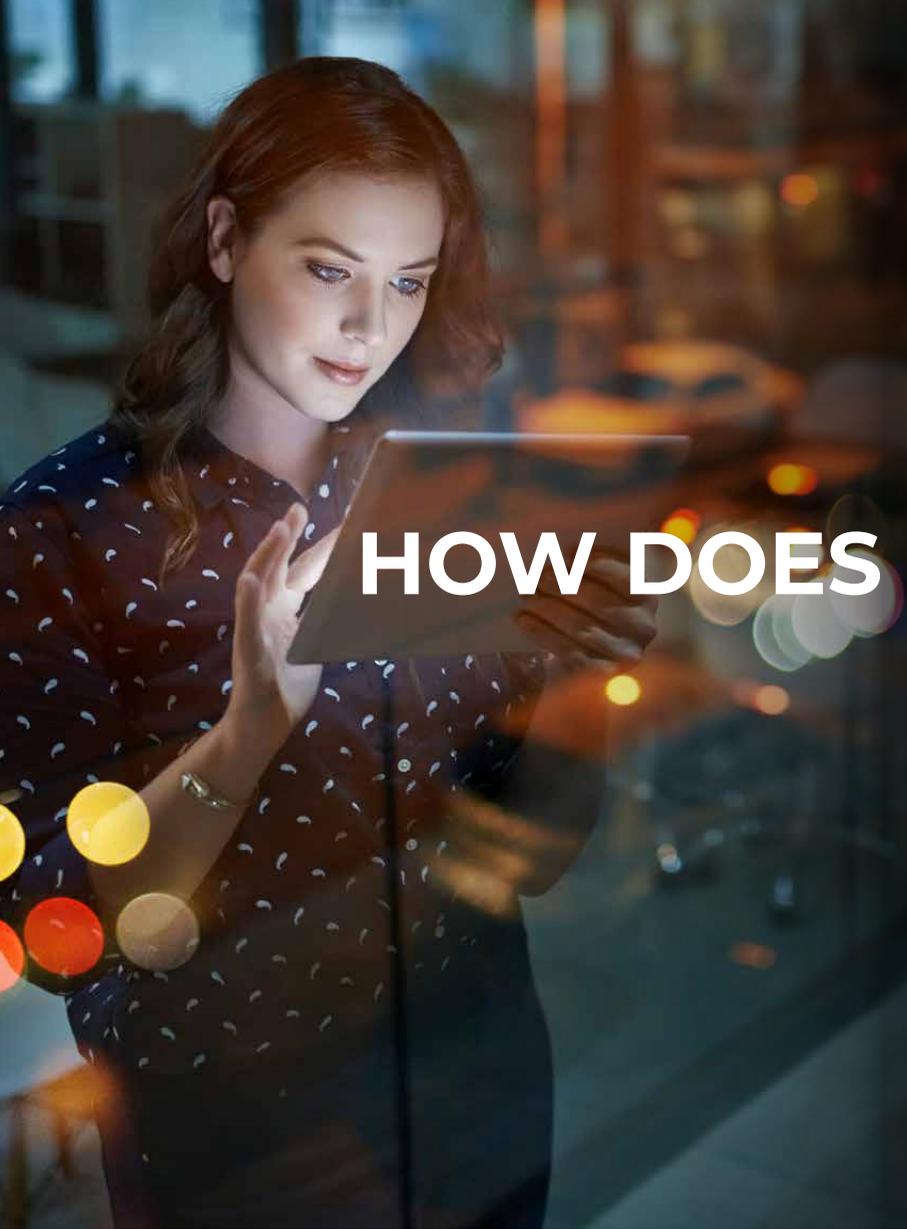
Encourage or be encouraged to achieve financial goals, thereby remaining disciplined.



RISK MANAGEMENT

Manage financial risks by investing in diversified asset classes.





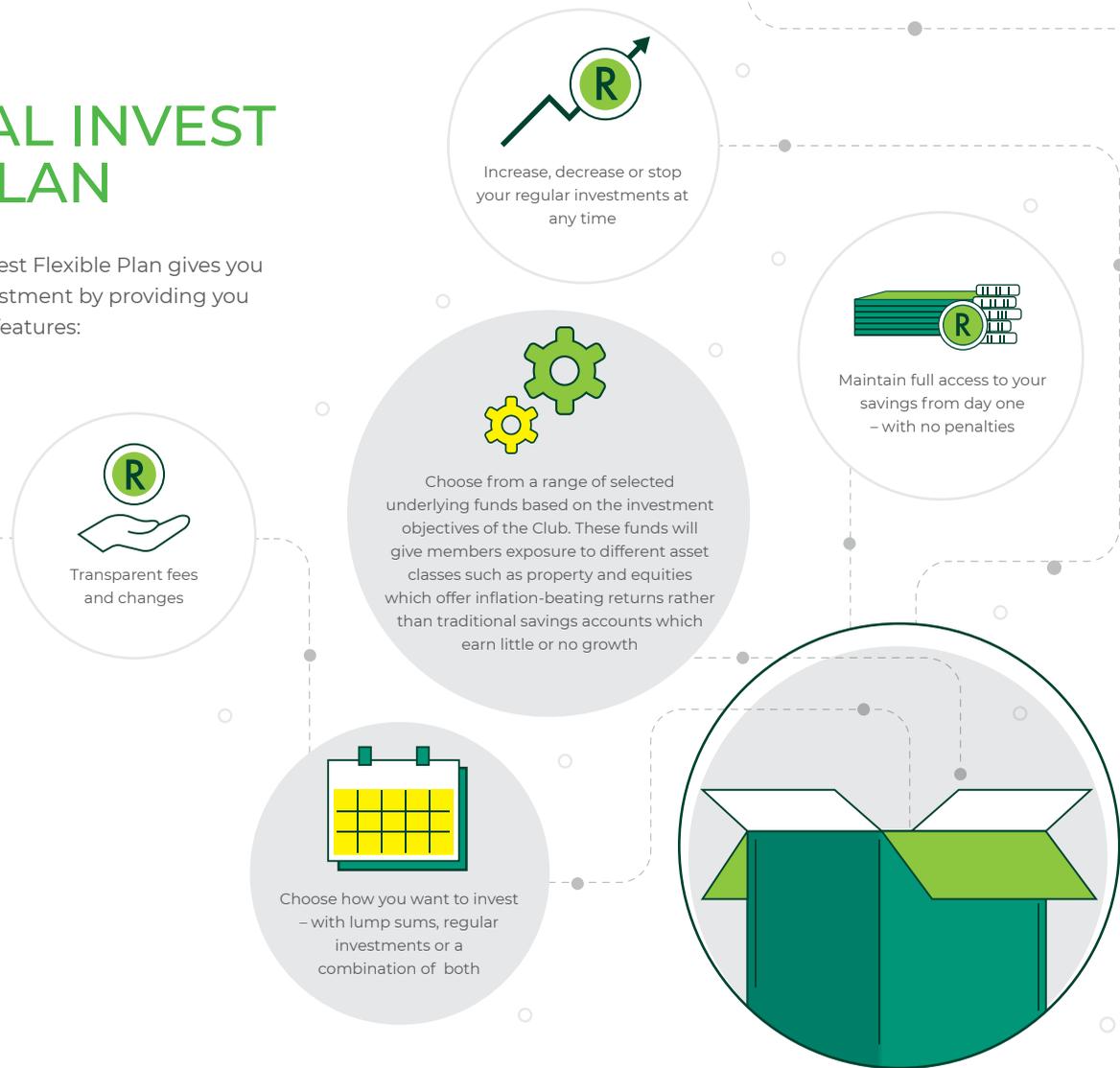
HOW DOES THE OLD MUTUAL INVESTMENT CLUB WORK?

The underlying product is the Old Mutual Invest Flexible Plan. This product gives Investment Clubs full **control of their investments and peace of mind** that they can access their money at any time.



OLD MUTUAL INVEST FLEXIBLE PLAN

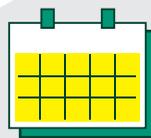
The Old Mutual Invest Flexible Plan gives you control of your investment by providing you with the following features:



Transparent fees and changes



Choose from a range of selected underlying funds based on the investment objectives of the Club. These funds will give members exposure to different asset classes such as property and equities which offer inflation-beating returns rather than traditional savings accounts which earn little or no growth



Choose how you want to invest – with lump sums, regular investments or a combination of both



Increase, decrease or stop your regular investments at any time



Maintain full access to your savings from day one – with no penalties

INVESTMENT MAXIMISERS



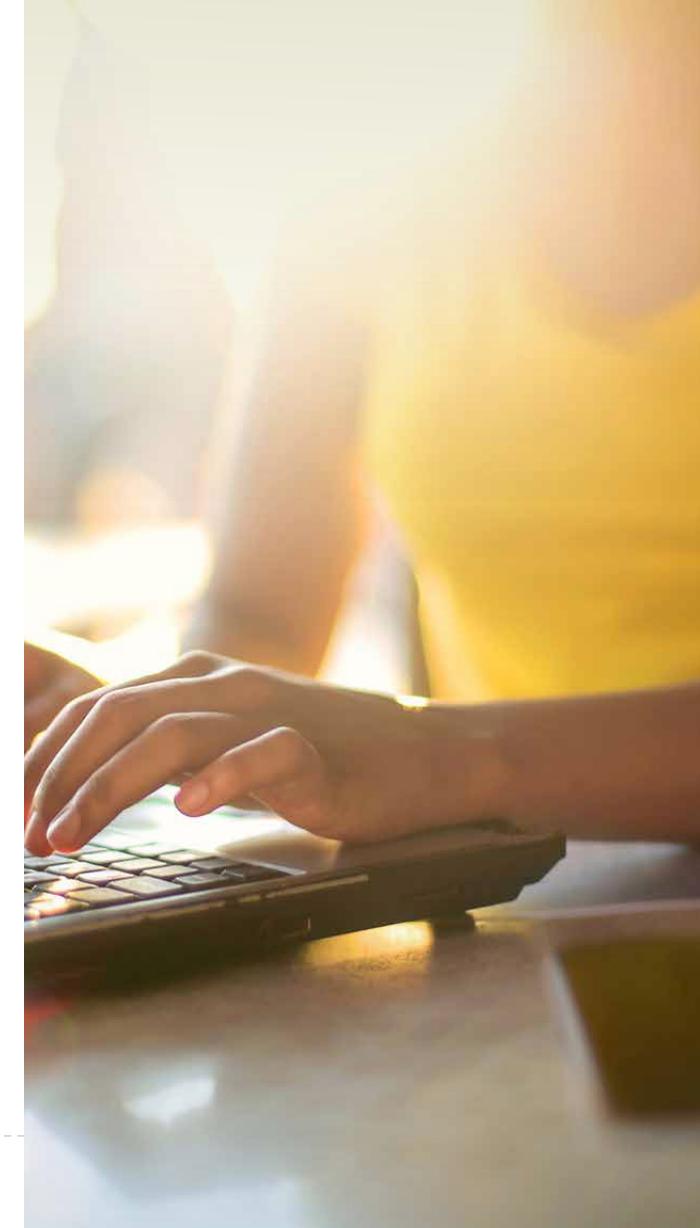
REDUCTION IN ADMINISTRATION CHARGES

Investment Clubs who select underlying funds managed by Old Mutual will receive a reduction in the administration charge on those funds - from 0.86% per year to 0.57% per year.



REFUND OF ADMINISTRATION CHARGES

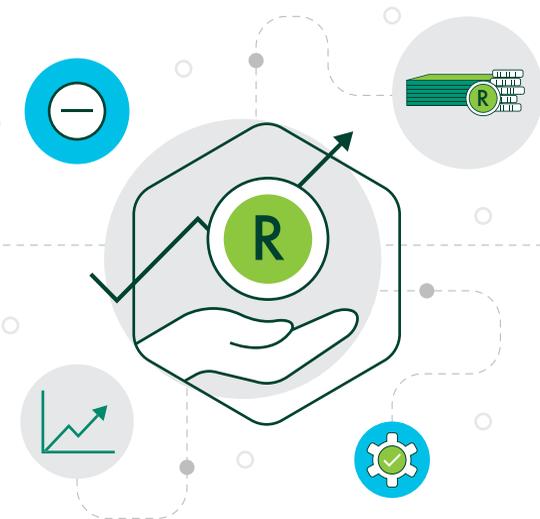
At the end of each tax year, we will check whether your Investment Club has invested at least R30 000 in that tax year. If so, we will refund up to half of the administration charges that were paid during that tax year. The refund will be paid proportionately into the underlying investment funds in the investment plan.





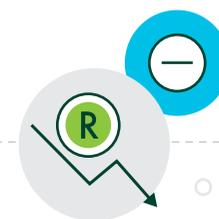
IMPACT OF INFLATION ON INVESTMENT RETURNS

Inflation **reduces the returns** earned from your investments.



$$\text{Real Return} = \text{Return From Investments} - \text{Rate Of Inflation}$$

THE RETURNS EARNED ON YOUR INVESTMENTS SHOULD BE GREATER THAN THE RATE OF INFLATION.



Over the long term, cash is unlikely to deliver the returns needed to outpace inflation.



Every investor needs at least some part of their funds in liquid investments in case of an emergency. However, cash-only investment is unlikely to deliver enough returns.



Long-term investors need exposure to other asset classes that offer greater growth potential.

WHY OLD MUTUAL?

FOR OVER 170 YEARS, OLD MUTUAL HAS BEEN MEETING THE DIVERSE FINANCIAL NEEDS OF MILLIONS OF SOUTH AFRICANS.



- Utilise the experience of Old Mutual's fund managers. With knowledge, skills and insight you can rest assured that your investment is in good hands.
- Get access to financial education which will enable you to learn key investment principles.
- Partner with our financial advisers to get Advice That Matters™. It's advice that understands who you are, where you've come from and where you want to be.

INVESTMENT MAXIMISERS



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THE UNIQUE CUSTOMER JOURNEY

WE HAVE CREATED A UNIQUE CUSTOMER JOURNEY THAT GIVES INVESTMENT CLUBS:



1

- Exclusive access to on-boarding and induction events



2

- Invitations to investment seminars hosted by industry professionals - network and interact with like-minded individuals as well as financial experts



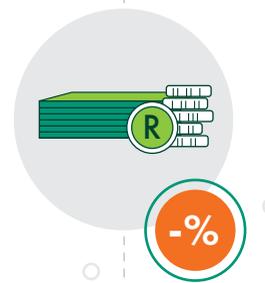
3

- Informative and educational content on key investment insights and principles



4

- Special access to Old Mutual sponsored events





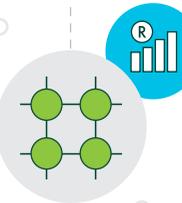
MYTHS OF INVESTING



INVESTING IS TOO COMPLICATED AND MUST BE LEFT FOR EXPERTS

Reality: With the right guidance and advice, anyone can be an investor.

At Old Mutual, we believe great advice is Advice That Matters™. It's advice that understands who you are, where you've come from and where you want to be. A good financial adviser is a professional who considers all your financial needs and goals, and has the knowledge, experience and support to give you Advice That Matters™.



LARGE AMOUNTS OF MONEY ARE NEEDED TO INVEST

Reality: Most Old Mutual products have very accessible minimums which allow investors to take the first step and start investing. The Old Mutual Invest Flexible Plan has very accessible product minimums:

- Regular investments: R350 per month
- Lump sum investments: R5 000

If a regular investment is in place, the lump sum investment minimum reduces to R1 000.



INVESTING MEANS MY MONEY IS “LOCKED AWAY” FOR A LONG TIME

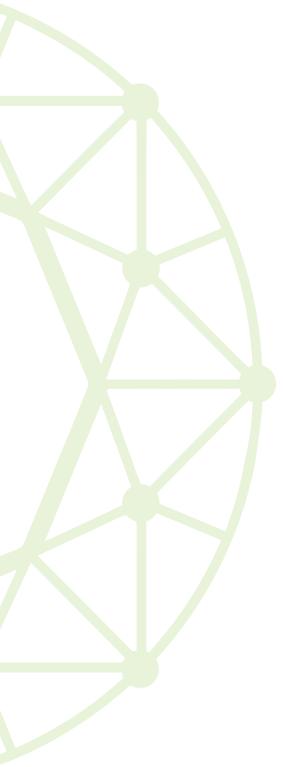
Reality: While there are investments that require commitment to a specific investment term, the Old Mutual Invest Flexible Plan gives your Investment Club the freedom to access money when needed.

INVESTING IS RISKY

Reality: While there are some risks to investing, you have full control of how much risk you want to be exposed to. Our extensive investment fund range is suitable for multiple risk profiles. The level of risk is linked to the desired investment growth. Your financial adviser will create a comprehensive financial plan designed to meet the financial objectives and risk profile of the investment club.

Along with investment funds managed by Old Mutual Investment Group, our range also includes funds managed by leading fund managers such as Nedgroup, Coronation, Prudential, Allan Gray and Investec.





BUILD A LEGACY



**Contact your Old Mutual financial adviser or your broker.
Call 0860 WISDOM (468378) or SMS “wisdom” to 32868 - standard rates apply.
www.oldmutual.co.za**

