

STANDARD ASSET ALLOCATIONS– FOR GROWTH INVESTORS

The Old Mutual Wealth Risk Profiler is a tool we developed with leading investment consultancy Willis Towers Watson & Co (Willis Towers Watson) (authorised and regulated by the Financial Conduct Authority) which enables your financial adviser to determine your attitude to investment risk. This is in addition to the fact find your financial adviser will complete with you.

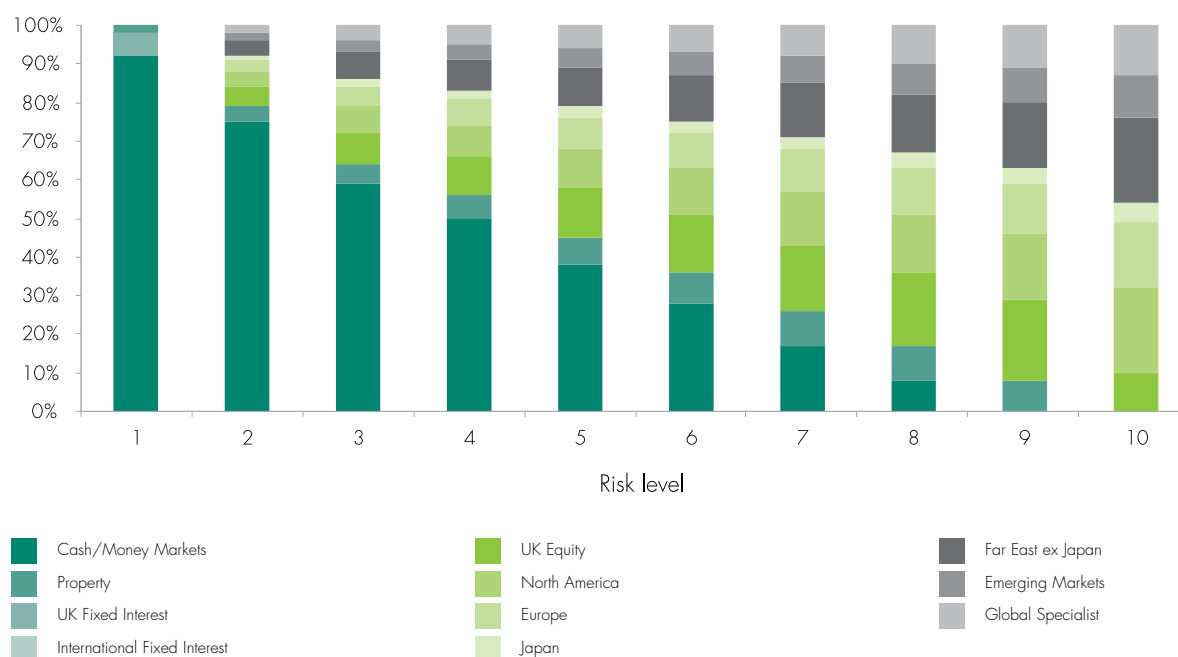
From your answers to a number of questions the Risk Profiler is able to calculate your appetite for risk and produce a risk score between 1 and 10, with 1 being the most averse to risk. Compared to other risk-managed fund solutions, we believe the Old Mutual Wealth Risk Profiler is able to determine the level of risk acceptable to you with greater consistency and sophistication.

Once your risk score has been established, the next step is to ensure that the mix of the different asset classes in your portfolio, known as the 'asset allocation', is the one that is the most likely to produce the highest mathematically expected returns for your particular risk profile (the major asset classes involved are shown in the table below). The asset allocation for a lower risk level portfolio will have a greater exposure to lower risk asset classes such as cash, whilst still providing some exposure to higher risk asset classes such as international equity. Similarly, a higher risk level portfolio will be more focused towards higher risk asset classes.

The graphs and corresponding tables below show the current standard Old Mutual Wealth asset allocations for each risk score. They take into account a set of economic, expense and tax assumptions that are reviewed periodically. These asset allocations are specific to the Collective Investment Account. There can be variations depending on the type of product involved. This is largely a result of the different tax treatments of certain asset classes (eg fixed interest) within those products. The Old Mutual Wealth asset allocations are subject to change without notice.

Collective Investment Account asset allocation

as at 18 June 2019



OLDMUTUAL
WEALTH

Collective Investment Account asset allocation (continued)

Asset class	Risk level									
	1	2	3	4	5	6	7	8	9	10
Cash/Money Markets	92.00%	75.00%	59.00%	50.00%	38.00%	28.00%	17.00%	8.00%	0.00%	0.00%
UK Fixed Interest	6.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
International Fixed Interest	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Property	2.00%	4.00%	5.00%	6.00%	7.00%	8.00%	9.00%	9.00%	8.00%	0.00%
UK Equity	0.00%	5.00%	8.00%	10.00%	13.00%	15.00%	17.00%	19.00%	21.00%	10.00%
North America	0.00%	4.00%	7.00%	8.00%	10.00%	12.00%	14.00%	15.00%	17.00%	22.00%
Europe	0.00%	3.00%	5.00%	7.00%	8.00%	9.00%	11.00%	12.00%	13.00%	17.00%
Japan	0.00%	1.00%	2.00%	2.00%	3.00%	3.00%	3.00%	4.00%	4.00%	5.00%
Far East ex Japan	0.00%	4.00%	7.00%	8.00%	10.00%	12.00%	14.00%	15.00%	17.00%	22.00%
Emerging Markets	0.00%	2.00%	3.00%	4.00%	5.00%	6.00%	7.00%	8.00%	9.00%	11.00%
Global Specialist	0.00%	2.00%	4.00%	5.00%	6.00%	7.00%	8.00%	10.00%	11.00%	13.00%
Total:	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

www.oldmutualwealth.co.uk

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Old Mutual Wealth is the trading name of Old Mutual Wealth Limited which provides an Individual Savings Account (ISA) and Collective Investment Account (CIA) and Old Mutual Wealth Life & Pensions Limited which provides a Collective Retirement Account (CRA) and Collective Investment Bond (CIB).

Old Mutual Wealth Life Assurance Company Limited, Old Mutual Wealth Limited and Old Mutual Wealth Life & Pensions Limited are registered in England & Wales under numbers 1363932, 1680071 and 4163431 respectively. Registered Office at Old Mutual House, Portland Terrace, Southampton SO14 7EJ, United Kingdom.

Old Mutual Wealth Life Assurance Company Limited and Old Mutual Wealth Life & Pensions Limited are authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority. Their Financial Services register numbers are 110462 and 207977 respectively. Old Mutual Wealth Limited is authorised and regulated by the Financial Conduct Authority with register number 165359. VAT number for all above companies is 386 1301 59.

Quilter Investors is a trading name of Quilter Investors Limited. Authorised and regulated by the Financial Conduct Authority with FCA register number 208543. Registered in England & Wales under number 4227837. Registered office: Millennium Bridge House, 2 Lambeth Hill, London, England, EC4V 4AJ.

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Old Mutual International (Guernsey) Limited is regulated by the Guernsey Financial Services Commission and is licensed to write long-term business under the Insurance Business (Bailiwick of Guernsey) Law 2002. Registered number 2424. Registered Office at Albert House, South Esplanade, St Peter Port, Guernsey GY1 1AW, Channel Islands.

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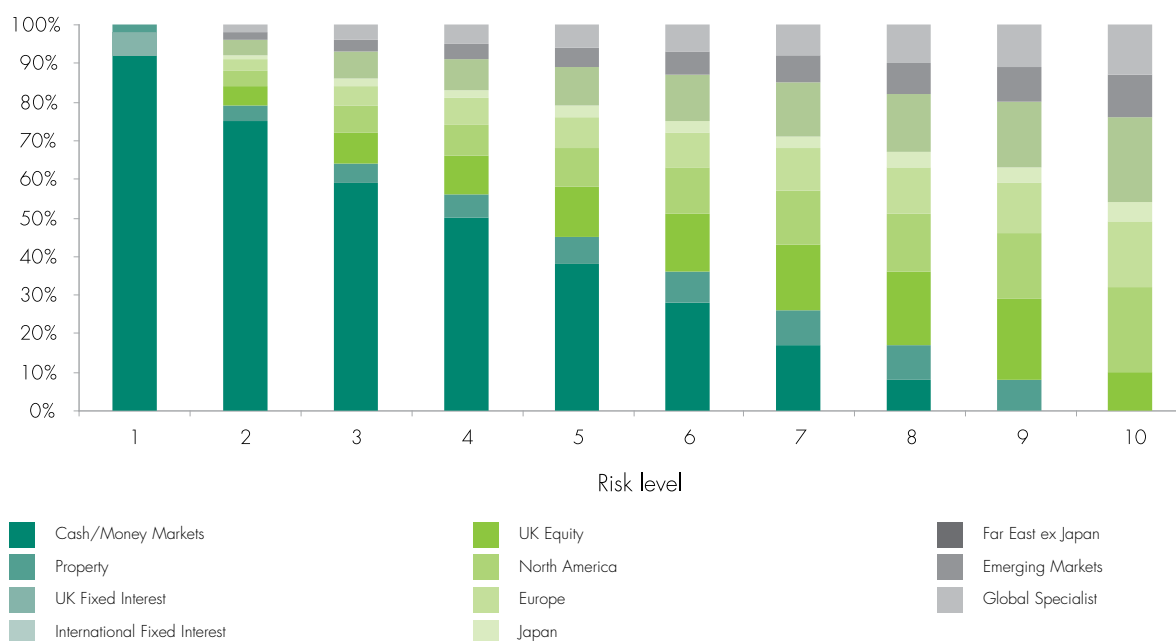
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The graphs and corresponding tables below show the current standard Old Mutual Wealth asset allocations for each risk score. They take into account a set of economic, expense and tax assumptions that are reviewed periodically. These asset allocations are specific to the ISA. There can be variations depending on the type of product involved. This is largely a result of the different tax treatments of certain asset classes (eg fixed interest) within those products. The Old Mutual Wealth asset allocations are subject to change without notice.

ISA asset allocation

as at 18 June 2019



OLDMUTUAL
WEALTH

ISA asset allocation (continued)

Asset class	Risk level									
	1	2	3	4	5	6	7	8	9	10
Cash/Money Markets	92.00%	75.00%	59.00%	50.00%	38.00%	28.00%	17.00%	8.00%	0.00%	0.00%
UK Fixed Interest	6.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
International Fixed Interest	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Property	2.00%	4.00%	5.00%	6.00%	7.00%	8.00%	9.00%	9.00%	8.00%	0.00%
UK Equity	0.00%	5.00%	8.00%	10.00%	13.00%	15.00%	17.00%	19.00%	21.00%	10.00%
North America	0.00%	4.00%	7.00%	8.00%	10.00%	12.00%	14.00%	15.00%	17.00%	22.00%
Europe	0.00%	3.00%	5.00%	7.00%	8.00%	9.00%	11.00%	12.00%	13.00%	17.00%
Japan	0.00%	1.00%	2.00%	2.00%	3.00%	3.00%	3.00%	4.00%	4.00%	5.00%
Far East ex Japan	0.00%	4.00%	7.00%	8.00%	10.00%	12.00%	14.00%	15.00%	17.00%	22.00%
Emerging Markets	0.00%	2.00%	3.00%	4.00%	5.00%	6.00%	7.00%	8.00%	9.00%	11.00%
Global Specialist	0.00%	2.00%	4.00%	5.00%	6.00%	7.00%	8.00%	10.00%	11.00%	13.00%
Total:	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

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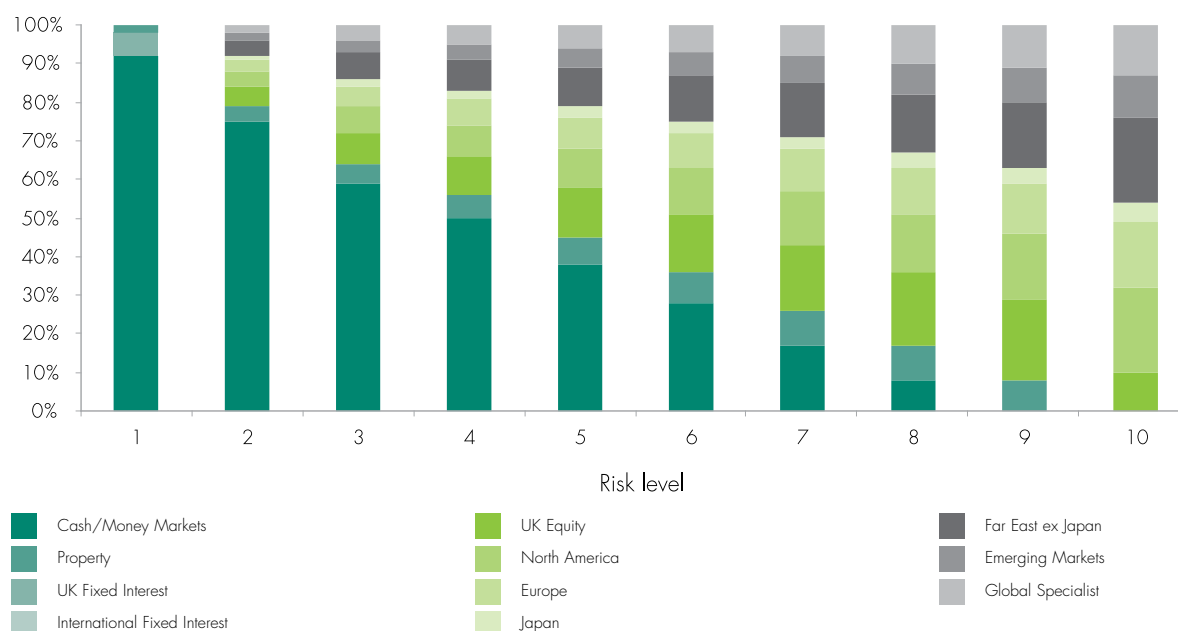
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The graphs and corresponding tables below show the current standard Old Mutual Wealth asset allocations for each risk score. They take into account a set of economic, expense and tax assumptions that are reviewed periodically. These asset allocations are specific to the Old Mutual Wealth Initial Priced Pension/Old Mutual Wealth Single Priced Pension/Collective Retirement Account. There can be variations depending on the type of product involved. This is largely a result of the different tax treatments of certain asset classes (eg fixed interest) within those products. The Old Mutual Wealth asset allocations are subject to change without notice.

Old Mutual Wealth Initial Priced Pension/Old Mutual Wealth Single Priced Pension/Collective Retirement Account asset allocation

as at 18 June 2019



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Old Mutual Wealth Initial Priced Pension/Old Mutual Wealth Single Priced Pension/Collective Retirement Account asset allocation (continued)

Asset class	Risk level									
	1	2	3	4	5	6	7	8	9	10
Cash/Money Markets	92.00%	75.00%	59.00%	50.00%	38.00%	28.00%	17.00%	8.00%	0.00%	0.00%
UK Fixed Interest	6.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
International Fixed Interest	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Property	2.00%	4.00%	5.00%	6.00%	7.00%	8.00%	9.00%	9.00%	8.00%	0.00%
UK Equity	0.00%	5.00%	8.00%	10.00%	13.00%	15.00%	17.00%	19.00%	21.00%	10.00%
North America	0.00%	4.00%	7.00%	8.00%	10.00%	12.00%	14.00%	15.00%	17.00%	22.00%
Europe	0.00%	3.00%	5.00%	7.00%	8.00%	9.00%	11.00%	12.00%	13.00%	17.00%
Japan	0.00%	1.00%	2.00%	2.00%	3.00%	3.00%	3.00%	4.00%	4.00%	5.00%
Far East ex Japan	0.00%	4.00%	7.00%	8.00%	10.00%	12.00%	14.00%	15.00%	17.00%	22.00%
Emerging Markets	0.00%	2.00%	3.00%	4.00%	5.00%	6.00%	7.00%	8.00%	9.00%	11.00%
Global Specialist	0.00%	2.00%	4.00%	5.00%	6.00%	7.00%	8.00%	10.00%	11.00%	13.00%
Total:	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

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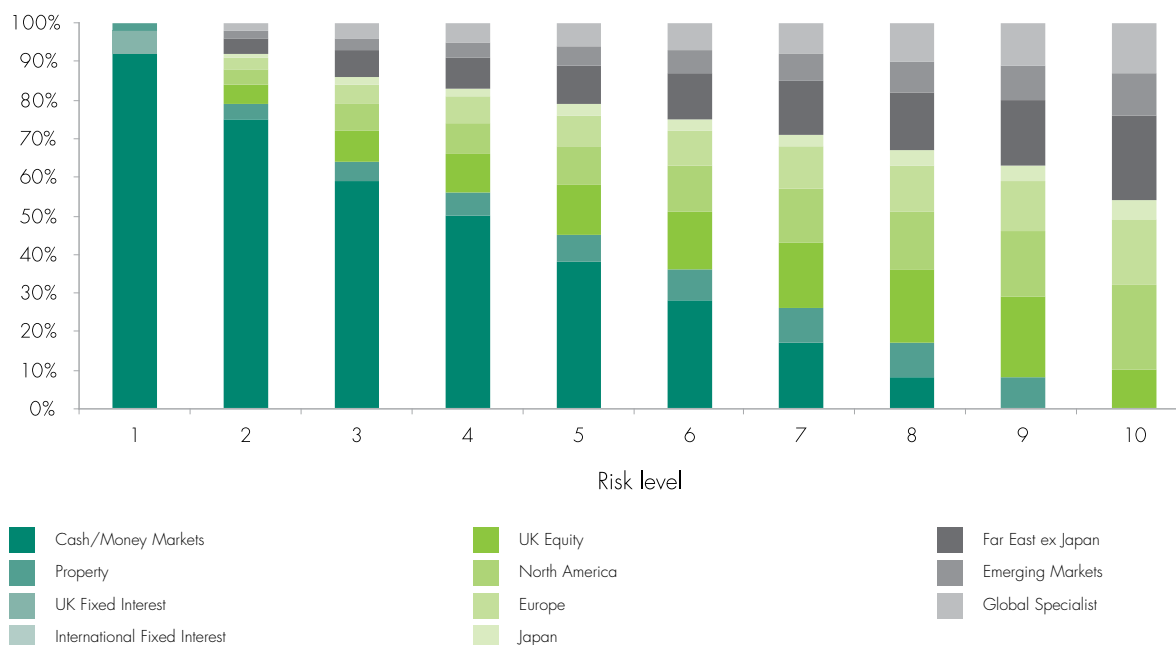
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The graphs and corresponding tables below show the current standard Old Mutual Wealth asset allocations for each risk score. They take into account a set of economic, expense and tax assumptions that are reviewed periodically. These asset allocations are specific to the Old Mutual Wealth MultiBOND/Onshore Collective Investment Bond. There can be variations depending on the type of product involved. This is largely a result of the different tax treatments of certain asset classes (eg fixed interest) within those products. The Old Mutual Wealth asset allocations are subject to change without notice.

Old Mutual Wealth MultiBOND/Onshore Collective Investment Bond asset allocation

as at 18 June 2019



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Old Mutual Wealth MultiBOND/Onshore Collective Investment Bond asset allocation (continued)

Asset class	Risk level									
	1	2	3	4	5	6	7	8	9	10
Cash/Money Markets	92.00%	75.00%	59.00%	50.00%	38.00%	28.00%	17.00%	8.00%	0.00%	0.00%
UK Fixed Interest	6.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
International Fixed Interest	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Property	2.00%	4.00%	5.00%	6.00%	7.00%	8.00%	9.00%	9.00%	8.00%	0.00%
UK Equity	0.00%	5.00%	8.00%	10.00%	13.00%	15.00%	17.00%	19.00%	21.00%	10.00%
North America	0.00%	4.00%	7.00%	8.00%	10.00%	12.00%	14.00%	15.00%	17.00%	22.00%
Europe	0.00%	3.00%	5.00%	7.00%	8.00%	9.00%	11.00%	12.00%	13.00%	17.00%
Japan	0.00%	1.00%	2.00%	2.00%	3.00%	3.00%	3.00%	4.00%	4.00%	5.00%
Far East ex Japan	0.00%	4.00%	7.00%	8.00%	10.00%	12.00%	14.00%	15.00%	17.00%	22.00%
Emerging Markets	0.00%	2.00%	3.00%	4.00%	5.00%	6.00%	7.00%	8.00%	9.00%	11.00%
Global Specialist	0.00%	2.00%	4.00%	5.00%	6.00%	7.00%	8.00%	10.00%	11.00%	13.00%
Total:	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

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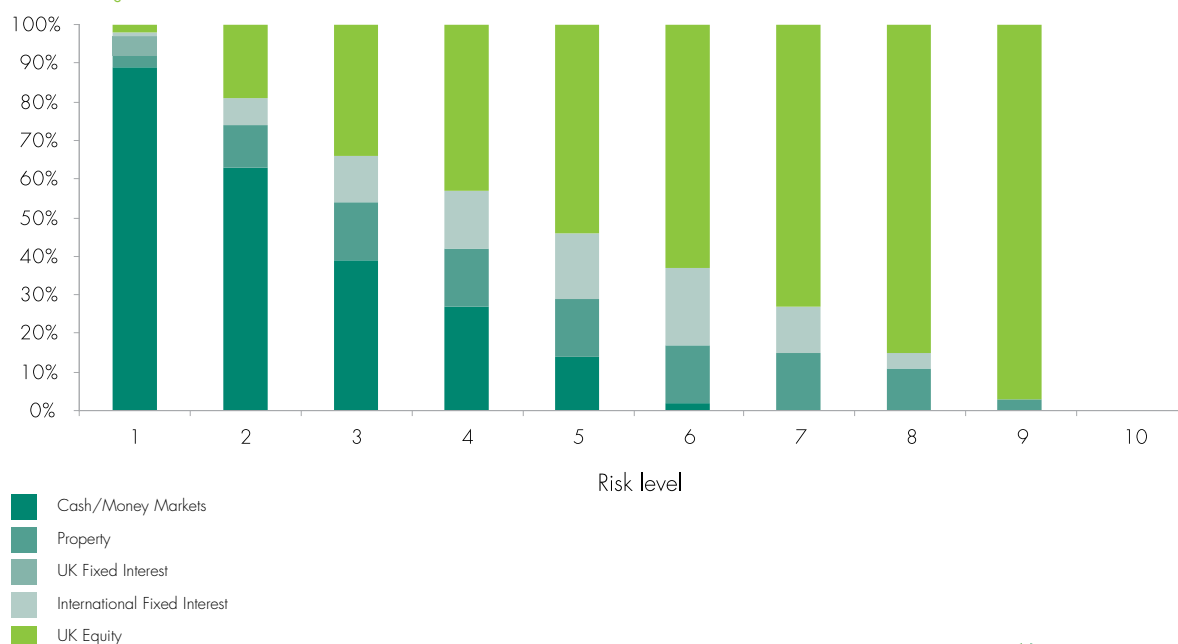
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International equity has been excluded from the yield investor asset allocation due to the relatively low income of the funds in this asset class. The Old Mutual Wealth asset allocations are subject to change without notice.

Please note that when you are using our online tools to construct or rebalance portfolios, you cannot currently select Risk Level 10 for a yield (income) investor. This is because within the asset allocation model, all of the equity income comes from UK (not international) equities. At the current time, UK equities only match the risk profile for Risk Level 9 and therefore no asset allocations are being produced for Risk Level 10.

Collective Investment Account asset allocation

as at 18 June 2019



OLDMUTUAL
WEALTH

Collective Investment Account asset allocation (continued)

Asset class	Risk level									
	1	2	3	4	5	6	7	8	9	10
Cash/Money Markets	89.00%	63.00%	39.00%	27.00%	14.00%	2.00%	0.00%	0.00%	0.00%	
Property	3.00%	11.00%	15.00%	15.00%	15.00%	15.00%	15.00%	11.00%	3.00%	
UK Fixed Interest	5.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
International Fixed Interest	1.00%	7.00%	12.00%	15.00%	17.00%	20.00%	12.00%	4.00%	0.00%	
UK Equity	2.00%	19.00%	34.00%	43.00%	54.00%	63.00%	73.00%	85.00%	97.00%	
Total:	100%	100%	100%	100%	100%	100%	100%	100%	100%	

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STANDARD ASSET ALLOCATIONS– FOR YIELD INVESTORS

The Old Mutual Wealth Risk Profiler is a tool we developed with leading investment consultancy Willis Towers Watson & Co (Willis Towers Watson) (authorised and regulated by the Financial Conduct Authority) which enables your financial adviser to determine your attitude to investment risk. This is in addition to the fact find your financial adviser will complete with you.

From your answers to a number of questions the Risk Profiler is able to calculate your appetite for risk and produce a risk score between 1 and 10, with 1 being the most averse to risk. Compared to other risk-managed fund solutions, we believe the Old Mutual Wealth Risk Profiler is able to determine the level of risk acceptable to you with greater consistency and sophistication.

Once your risk score has been established, the next step is to ensure that the mix of the different asset classes in your portfolio, known as the 'asset allocation', is the one that is the most likely to produce the highest mathematically expected returns for your particular risk profile (the major asset classes involved are shown in the table below). The asset allocation for a lower risk level portfolio will have a greater exposure to lower risk asset classes such as cash, whilst still providing some exposure to higher risk asset classes such as international equity. Similarly, a higher risk level portfolio will be more focused towards higher risk asset classes.

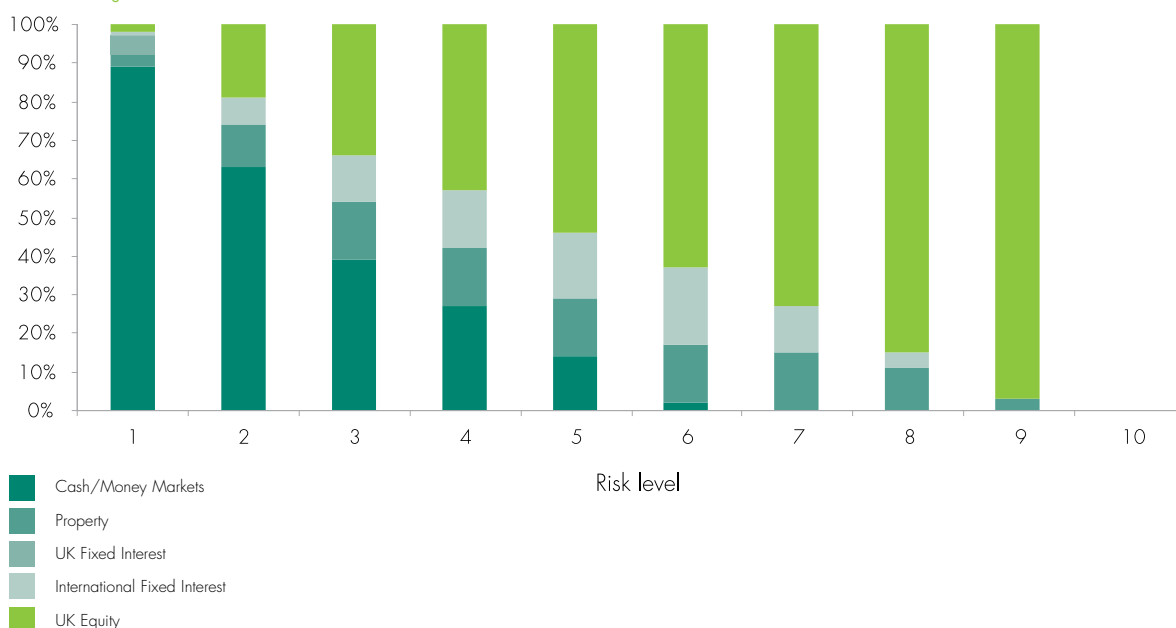
The graphs and corresponding tables below show the current standard Old Mutual Wealth asset allocations for each risk score. They take into account a set of economic, expense and tax assumptions that are reviewed periodically. These asset allocations are specific to the ISA. There can be variations depending on the type of product involved. This is largely a result of the different tax treatments of certain asset classes (eg fixed interest) within those products.

International equity has been excluded from the Yield Investor asset allocation due to the relatively low income of the funds in this asset class. The Old Mutual Wealth asset allocations are subject to change without notice.

Please note that when you are using our online tools to construct or rebalance portfolios, you cannot currently select Risk Level 10 for a yield (income) investor. This is because within the asset allocation model, all of the equity income comes from UK (not international) equities. At the current time, UK equities only match the risk profile for Risk Level 9 and therefore no asset allocations are being produced for Risk Level 10.

ISA asset allocation

as at 18 June 2019



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WEALTH

ISA asset allocation (continued)

Asset class	Risk level									
	1	2	3	4	5	6	7	8	9	10
Cash/Money Markets	89.00%	63.00%	39.00%	27.00%	14.00%	2.00%	0.00%	0.00%	0.00%	
Property	3.00%	11.00%	15.00%	15.00%	15.00%	15.00%	15.00%	11.00%	3.00%	
UK Fixed Interest	5.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
International Fixed Interest	1.00%	7.00%	12.00%	15.00%	17.00%	20.00%	12.00%	4.00%	0.00%	
UK Equity	2.00%	19.00%	34.00%	43.00%	54.00%	63.00%	73.00%	85.00%	97.00%	
Total:	100%	100%	100%	100%	100%	100%	100%	100%	100%	

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Please be aware that calls and electronic communications may be recorded for monitoring, regulatory and training purposes and records are available for at least five years.

Old Mutual Wealth is the trading name of Old Mutual Wealth Limited which provides an Individual Savings Account (ISA) and Collective Investment Account (CIA) and Old Mutual Wealth Life & Pensions Limited which provides a Collective Retirement Account (CRA) and Collective Investment Bond (CIB).

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