ANNEXURES A

Letter from Lottering to complainant dated 18/09/2006, Annexure A 1

Discretionary Investment Risk Assessment,

Annexure A 2

Client Advice Record,

Annexure A 3 - A4

Dynamic Floor Fund Brochure/Fund Fact Sheet,

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Unit Trust Buying Form,

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Discretionary Investment Risk Assesment,

Annexure A8

AMEXILLE "B" A

Beste Oom Herman Raman

18/09/2006

Old Mutual: Dinamiese vloerfonds No 111096080

U skywe gedateer 25 Aug 2006 verwys:

Die samesprekings aangaande bostaande belegging het op 4 April 2006 in aanvang geneem nadat u seun Bert u aan my kom voorstel het. Die rede volgens Bert vir die voorstelling was dat hy tevede was met sy belegging en graag sy vader daaraan wil blootstel.

Nieteenstaande bogenoemde het ek begin deur 'n risiko profiel van u te doen. Aangeheg vind asb'n afskrif van "Discretionary Investment Risk Tool" soos deur u onderteken gedateer 4 April 2006.

Die werking van die fonds is aan U verduidelik en aangeteken onder "comments" in die "Discretionary Investment Risk Tool" asook in die "Client advice record" (aangeheg) wat ook deur 'n onderteken is.

Tydens hierdie verduideliking was u seun Bert teenwoordig en is daar op geen stadium deur u of u seun enige aanduiding gegee dat u nie die werking en die risiko van die fonds verstaan nie.

in Verdere bevesting van hierdie feit kom voor in "Section C –Decleration by client, van die client advice record" waar u "Yes" op die volgende geantwoord het.".....I Understand the risks/guarantees (or adsence tereof) associated with the product / underlying fund I have purchased". Hierdie is ook deur u onderteken.

Daar moet verder in ag geneem word dat u maandeliks R 5000 as 'n inkomste uit hierdie fonds ontrek wat 'n invloed op die aanvanklike kapitaal beskerming het.

Vir U gerief heg ek die inligingstuk oor die Dienamiese Vloerfonds aan, wat ek weer met u persoonlik behandel het op 17 Augustus 2006 by u woning.

Daar word vertrou dat bostaande vir u duidelik is en indien u enige verdere navrae het u welkom is om my persoonlik te kontak.

Groete
Ernie Lottering
Financiele Adviseur
Old Mutual PFA
Centurion







Discretionary Investment Risk Assessment

FAIRBAIRN

When do you expect to start withdrawing the money which you now intend to invest?	Only one tick per question
Short term, say 5 years or less	
Medium term, say between 6 - 9 years	和他们的现在分词形式
Long term, say 10 years or more	
What percentage of your monthly savings (for recurring premiums) or wealth (for lump sums)	
does this investment represent? Small	
Less than half	
More than half	
Large	
What is your primary investment objective?	landaria de la compania de la compa
Protection of capital	
Stable investment growth outperforming bank deposits	
Reasonable capital growth beating inflation	
Maximum capital growth over the long term	A STATE OF THE PARTY OF THE PAR

Worst Case Scenario in any given year	Average Annual Return over the whole term	Best Case Scenario in any given year	
4%	2% (Real) 8% (Nominal)	12%	
-5%	4% (Real) 10% (Nominal)	15%	-33
-10%	6% (Real) 12% (Nominal)	20%	
-20%	8% (Real) 14% (Nominal)	30%	

Assessment Summary

Based on the above questionnaire your risk category has been assessed as Moderate.

(This corresponds to investment options listed under Defensive in this tool.)

Portfolios constructed along Moderate guidelines would typically have the following characteristics :

- Aim for moderate income stream
- Aim for long-term return greater than inflation.
- Aim for modest growth on capital invested
- May be exposed to a moderate level of capital volatility.

The Assessment Summary above is a determination of my / our Risk Profile based on the answers provided by me / us in the Investment Risk Assessment Questionnaire

- I / we understand that
- The above assessment summary does not, nor is it intended to constitute advice and is based on information provided by me / us
- This assessment is built on the theoretical correlation between risk tolerance and investment term, liquidity needs and attitude towards risk
- Should I / we not feel comfortable with the outcome of this assessment my / our specific requirements should take precedence
- The percentages reflected in Question 4 are provided to assist with analysing my / our risk profile and do not amount to a representation, warranty or guarantee of the returns that might be experienced.
- Risk assessments should be performed periodically or when one's circumstances change

Comments:

Mr. Herman Raman do not want to take a high risk but also wants to get resonable groth and draw a income of R 5000 p/m Therefore the decided on Dynamic Floor Fund that will give 90% protection on market lows.

Dynamic Floor Fund is a Moderate Risk Investment

TON A. SUMMARY OF CLIENT'S NEEDS ESTABLISHED. Financial need	E	rovider		Telephone No. 2 - 329 3623	dvice Reco			208	36
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can R 5000p/m, gesiende sy onderdom Kan hy wel in hæir inkomste trek.

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CTION C: DECLARATION BY CLIENT. LEASE NOTE it is of utmost importance that you read the asserts are correctly reflected.	is section carefully, ensure that all blocks are ticked and that your	Yes	No
An analysis of all my financial needs as identified in Sec	tion A was conducted on.		X
Where no analysis was conducted I confirm that the rea		COURSES AND AND	
(a) I have not provided all the information requested by		X	
(b) There was not reasonably sufficient time for me to h			X
I have noted the importance of, and understand the con		×	1
I confirm that the proposal form, and any other form, wa		X	
I was shown the financial adviser's accreditation details	s and authority to sell the product(s) proposed or purchased	X	a a
The final quotation(s) for the product(s) I selected was	shown to me and the principal terms and conditions explained to me. I	4	
T Learning that the disclosures required it o the Financi	ial Advisory and Intermediary Services Act have been made and las been recommended, the required disclosures in terms of the Medica	*	
	to ascertain whether the product(s) I bought constitute replacement is pertaining to replacements have been made.	×	
exceptions are where you could not provide the intori	lysis must be conducted prior to advising you on your financial mation requested by our financial adviser to do an analysis or where	, in the lig	ht of the
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OLD MUTUAL DYNAMIC FLOOR FUND

Classification:

Domestic / Asset Allocation / Targeted Absolute and Real Return Performance Target:

CPI + 4%

Risk Target:

Aims to protect 90% of capital over rolling 12-month periods.

What does the fund aim to achieve?

The fund aims to participate in the upside of the equity markets while at the same time aiming to limit losses when markets are weak. Over time, the fund aims to deliver an inflation-beating return to investors, aiming to outperform inflation by 4% p.a. over rolling 3-year periods, and limiting losses to no more than 10% over rolling 12-month periods.

How does it do this?

The fund employs a quantitative model to drive performance and manage risk through the active allocation of money between the various asset classes. The allocation to the various asset classes is adjusted on an ongoing basis in order to increase exposure to performing assets and to decrease exposure to assets of which the value is declining. It is important to note that the fund manager does not take an active view on the expected future returns of the various asset classes but reacts to changing market conditions.

What does this fund invest in?

- A Shares
- A Property
- a. Bonds
- Money market instruments
- ▲ Inflation-linked bonds
- A Derivatives

How safe is my capital?

In this fund managing risk is as important to the manager as generating returns. The quantitative model uses OMAM's proprietary "Floor Fund Technology" to manage risk in the fund. Although the fund manager consciously aims to avoid capital loss of more than 10% over any 12-month period (and has consistently achieved this since the fund was launched) there is no explicit guarantee against a capital loss or a loss greater than 10%. Over periods of weeks and months losses are entirely possible in this fund, especially during periods of significant market weakness. These losses, when they do occur, are likely to be noticeably smaller than those in risky asset classes such as equities.

How is risk managed?

The fund employs OMAM's proprietary "Floor Fund Technology" to manage risk in the fund and aims to limit the downside potential to a maximum of 10% over rolling 12-month periods. While equities remain a key driver of long term after-tax returns in excess of inflation, they do introduce short term capital risk. The dynamic asset allocation decisions that are driven by the quantitative model reduce exposure to riskier assets in a declining or volatile market in fineur of more stable assets like cash. The opposite would apply in a rising equity market, Furthermore, as sufficient positive returns are generated, the floor is raised to lock in those returns and protect them from future losses.

Who should invest in this fund?

This fund is suitable for investors who wish to grow their capital in the medium to longer term but who also require some stability in capital values. The fund complies with pension fund regulations (Regulation 28) and is a suitable investment for pension funds. The fund is a great solution for investments in Preservation Fund and Retirement Annuity products where the objective is to grow capital over time but also ensure that no significant capital losses occur when the investor is close to retirement.

The recommended term for an investment in this fund is at least three years and ionider.

WHO MANAGES MY INVESTMENT?

Garth Taljard

Date of birth:

1975/07/07

Education:

B.Bus.Sc. (Actuarial Science), FIA, CFA

Previous experience:

Garth was previously at Metropolitan Employee Benefits where he wor on investment product development and risk management. At OMAM Gi has been responsible for developing and managing structured solution meet client needs. These include absolute return funds and customi structured portfolios.

Garth has also been responsible for developing OMAM's local and international hedge fund offering.

Responsibility:

Since 2003, Garth has been the back-up portfolio manager for Oh Absolute Return funds and has now accepted full-time responsibility managing these funds.

REVIEW OF JULY 2006

The Dynamic Floor Fund is ideally suited to the more risk-averse invew hose priority is capital preservation, but who still wants to participal upside market growth. As such, the fund is of a moderate-risk nature downside risk significantly reduced through the use of a quantitative management model that constrains asset allocation. The same model is to lock in gains as they are earned.

In contrast to the volatile equity market, the fund had a calm July. The equity exposure meant the fund did not suffer tremendously while the missid off 5% by the middle of the month. Although the market then recover most of these losses, the All Share Index still finished down over 1% were happy to maintain a low equity and property exposure, with high holdings. The cash yields compensated for the slight equity losses. The will be able to rebuild equity exposure should there be a gradual recoin the market. We will, of course, cut further if the market fulls. The cash exposure will provide a stable return in the current volatile matconditions.



@ OLD MUTUAL

UNIT TRUSTS BUYING FORM

OW TO COMPLETE THIS APPLICATION FORM	Co	m He	vmen	
Complete all sections from 1 to 8. Institutional investor	s and persons acting on bet	nalf of the investor must co	omplete sections 10 and 11	respectively.
Complete all sections from 1 to 8. Institutional investor.	ov into Old Mutual Unit Trus	ts' bank account:		
You can invest via debit order or by depositing the mon	By INCO CIG MICELLAN CIM 1150			
Bank Account Number	Branch	Branch Code	Account Type	
Standard Bank 070260214	Cape Town	02 00 09	Gurrent	
This application form, along with the necessary support	ing documentation (see page	e 3), can be submitted at a	ny Old Mutual branch or fax	ed to +27 (21) 509 7100.
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2. HOW TO INVEST				
Lump sum investment (fund minimums apply)			a o m h	1 C C Y Y
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Recurring monthly investment (fund minimums apply)			Flease allow at least 10 days'	notice.
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FUND (lump sum / monthly minimums)	LUMP SUM	MONTHLY	ANNUAL DEBIT	DISTRIBUTIONS **
FUND (little 2011) Housing distributions)		(A) 2007	ORDER INCREASE *	(to action)
	<u> </u>		(% or Rand value)	Pay out Reinvest
Dynamic Floor Fund (R10 000 / R500)	R 560 000	R		
Enhanced Income Fund (R15 000 / R1 000)	R	R	<u> </u>	-/-
Investors' Fund (R10 000 / R500)	R	R	Ļ	
Money Market Fund (R25 000)	R	R	/-	
SA Quoted Property Fund (R10 000 / R500)	R	R		4
Top Companies Fund (R10 000 / R500)	R	R		.]
Value Fund (R10 000 / R500)	R	R		
Other	R	R		
	R	B	-	
TOTAL	R	R		

Our annual debit order increase facility allows you to automatically increase your investment amount by a set percentage or rand amount on every anniversary date.
 Should you elect to have your distributions paid cut, they will be paid into the bank account specified in section 5 (or 4). Note: All distributions of less than 3100 are automatically reinvested.

A7

OLD MUTUAL

UNIT TRUSTS BUYING FORM (CONTINUED)

. INCOME VERIFICATION				
Source of income	Bank			
Source of funds for this transaction				
Type of assets (see page 3 for definitions):		(Please complete section 10 of this		
4. DEBIT ORDER BANK DETAILS OF	will use these bank details to make all f	future deductions. Persons acting	on behalf of the investor mi	ust complete section 11
Surname of account holder				tials $oxtimes oxtimes ox ox oxtimes ox ox ox ox ox ox ox ox ox ox$
Bank and Branch Branch code and Account number Account type Current	Transmission	Savings	V	
5. PAYOUT BANK DETAILS (If different processes resulting from the sale of units will only be	if from above) We will use these bank	details to make all future paymen	et.on 11).	
Proceeds resulting from the sale of units will druy under Surname of account holder				ials III S
Bank and Branch Branch code and Account number	01940 B			
Account type Current	Transmission []	Saving	s LX	
6. REGULAR AUTOMATED WITHOR		Duna	ric Place	and, every
Please sell units to the value of R		S (date)		
month/quarter/six months/year (circle pay Note: This money will be pald into the bar	k account as detailed above.	Comp.		
7. DECLARATION				
I agree to accept the number of units sold to me by where such assistance is a legal requirement. I am guarantees on my capital. I acknowledge that there provided are accurate and complete. I am aware of the Company may borrow up to 10% of the partiblio to Ltd to debit the account mentioned above with the	are further allowable deductions from the fun he fund's/fL nds' objectives, risk factors, the ch	nd (e.g. an annual service (ee) that imp parges and income distributions, as set	act on the value of my investmen out in the fund fact sheet/s. I ackr	it. I am satisfied that the lacts www.edge.that.the Management and Mutual Unit Trust Managers
Date 040420	06	Signature of investor	MICO	<u> </u>
8. ACCEPTANCE OF ADVICE (please	✓ one option)			
	y was involved in dispensing advice v			
I hereby confirm that, where applic	able, the relevant intermediary has sat	tisfied me that he/she is authoris	ed to render financial service	ces in respect of this product.
Do you want to appoint this interm	ediary as your Preferred Servicing Inte	ermediary (PSI) for all your futu-	e financial services needs?	
	Preferred Servicing Intermediary ac			
	rmediary Appointment Note (IAN) se			gory of business.
Intermediary's Commission: The interm	rediary's fee for advice (see table for	initial charge) will be	% (excluding VAT)	1
€		Signature of invest	or ASS	
9. INTRODUCER				named have been identified
I, the undersigned, bereby declare and wa and verified and all relevant documentation	rrant that I am duly authorised to rende has been obtained and appropriate pro	er financial services in respect of cedures have been applied in acc	ordance with FICA (Act 38 of	(2001).
Name of introducer	Branch	intermediary/Brok	er code Tel. no.	8577150
Introducer's e-mail address	dominapla	com	Signature of improve	A
SPECIAL INSTRUCTIONS (Please atta	ich in writing and submit along with this fo	erm.)		Page 2 of 6
	32			rage 2 01 0

FART ON



Discretionary Investment Risk Assessment

FAIRBAIRN CAPITAL

Only one tick per question. 1. When do you expect to start withdrawing the money which you now intend to invest? Mediometer say investo by ears teng tempsay 10 years of more

2. What percentage of your monthly savings (for recurring premiums) or wealth (for lump sums)

2. What percentage of your months		The second secon
does this investment represent?	A CONTRACTOR OF THE PARTY OF TH	
THE COURSE THE PERSON NAMED IN	第4 子見 700 さな 対点 32 32 32	
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建设施加速 多等。 美法		
in the han field		
		2007
The state of the s		

What is your primary investment objective? alledave sident granth are arteming bank de See the buff represent of own beauting inflation.

. Which best case / worst case investment scenario would you feel most comfortable with? Avelacozaros la XIII de la California de Wast as the country over the whole term Bany giran year 8% (Nordina PHIRES! **建设** 482 40% (Nominal AND REAL 12% (Nominal) 6% (Real) 6% (Real) 14% (Rominal)

Assessment Summary

Based on the above questionnaire your risk category has been assessed as Moderate.

(This corresponds to investment options listed under Defensive in this tool.)

Portfolios constructed along Moderate guidelines would typically have the following characteristics:

- Aim for moderate income stream.
- Aim for long-term return greater than inflation.
- Aim for modest growth on capital invested.
- May be exposed to a moderate level of capital volatility.

The Assessment Summary above is a determination of my / our Risk Profile based on the answers provided by me / us in the Investment Risk Assessment Questionnaire.

I / we understand that:

- The above assessment summary does not, nor is it intended to constitute advice and is based on information provided by me / us This assessment is built on the theoretical correlation between risk tolerance and investment term, liquidity needs and attitude
- Should I / we not feel comfortable with the outcome of this assessment my / our specific requirements should take precedence The percentages reflected in Question 4 are provided to assist with analysing my / our risk profile and do not amount to a
- representation, warranty or guarantee of the returns that might be experienced. Risk assessments should be performed periodically or when one's circumstances change

Mr. Herman Raman do not want to take a high risk but also wants to get resonable groth and draw a income of R 5000 p/m Therefore she decided on Dynamic Floor Fund that will give 90% protection on market lows.

Dynamic Floor Fund is a Moderate Risk Investment.

Adviser's signature : Date: Client's signature

Version 2.1 Aug 2005

Old Mutual Life Assurance Company (SA) Limited (Old Mutual). All Rights Reserved.

ANNEXURES B

Unit Trust Buying Form

Annexure B1 – 2



® OLD MUTUAL UNIT TRUSTS BUYING FORM

You can lovest we debit order or by depositing the me	nual ruta har semble mult t	LOSIS DOUG SCODULE		
Bank Account Rismber	Breach	Branch Code	Account Type	
Standard Bank 070280214	Cape Town	02 00 09	Current	
This application form, along with the recessary suppo	nting documentation (see p	age 3), can be submitted at	l any Old Mutual branch or la	000d to 427 (21) 509 7100.
oject to the conditions of the relevant Trust Deed/s. I	heraby apply for the num!	per of waits that can be pu	rchesed by the remittance/	s caterred to below.
o you giraady have an Old Mixtual Unit Trusts Investme		No 🔯		
. INVESTOR DETAILS Please complete using CAPITA	US and V blocks where ap	propriate.		
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locacring monthly lavestment (fund minimums apply)			Prouse allow at least 10 days'	
Debit order dates 1 2 7 [15])	Produce and at least to days	
select ano)	20 27	Commencing mostly		الالالالال
FUND (lump sum / monthly minimums)	LUTAP SUM	NONTHLY .	DADER (MCREASE * (% or Rang value)	OISTRIBUTIONS ** (v to action) Pay out Rainvest
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Investors' Fund (RTO 000 / RS08) Money Mentet Fund (R25 000)	Я		/	
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OLD MUTUAL UNIT TRUSTS BUYING FORM (CONTINUED)
3. INCOMÉ VERIFICATION
Source of Income Bank
Source of funds for this transaction
Type of assets (see page 2 for definitions): Rotali Institutional (Picase complete section 10 of this form.)
. 4. DEBIT ORDER BANK DETAILS We will use those bank details to make all future deductions. Persons acting on behad of the investor must complete section 11 or the form.
Surnama of accound holder Remarks Williams Williams
Branch code and Security Security Sevinos Sevi
8. PAYOUT BANK DETAILS (It dissense from above) We will use mese bank details to make all future payments to you.
Processing resembling from 17th solid of lastice with comply the polid into the antihouser's tarit according table as under political table as particular table as par
Branch code and Account type Cyrrent Transmission Savings X
6. REGULAR AUTOMATED WITHDRAWALS
Please sell units to the value of R SSSSSSSSSSSSSSSSSSSSSSSSSSSSSSSSSS
I prime to eccept the comber of oats sale to me by virtue of this application one I neveral that his power and appropriy to aster into one complete this transaction, with the necessary stoklated where says manipulated is a logist registrated in a logist registrated in the following prime that the prime to extend appropriate that the prime to extend appropriate that the prime to extend application to the following prime to extend application that the prime to extend application to the prime to extend application that the prime to extend application to extend applica
ACCEPTANCE OF ADVICE (please of one option) A Lacknowledge that no intermediary was lowelved in dispensing advice with regard to this investment. It hereby confirm that, where applicable, the relevant intermediary has satisfied me that he/she is authorised to render thanctal services in respect of this product. Do you want to appoint this intermediary as your Preferred Servicing Intermediary (PSI) for all your future tigancial services meds?
YES, I appoint and give the Preferred Sarvicing Intermediary access to information on all my existing financial services products.
NO, I will complete an intermediary Appointment Mote (IAM) selecting my servicing intermediaries of preference per category of business. Intermediary's Commitsains: The intermediary's fee for advice (see table for initial charge) will be 2,85 % (excluding VAT). The N 1596-00
9. INTRODUCER
I, the endorrigned, hereby declare and warrant that I am duty authorized to reader flagacist services in respect of this product. All period concurred have been identified and writted and all relevant documentation has been obtained and appropriate procedures have been applied in accordance with FICA (act 38 of 2001).
Ame of introducer and address
SPECIAL INSTRUCTIONS (Please stack in writing and submit along with this lover.) . Page 2 of 6