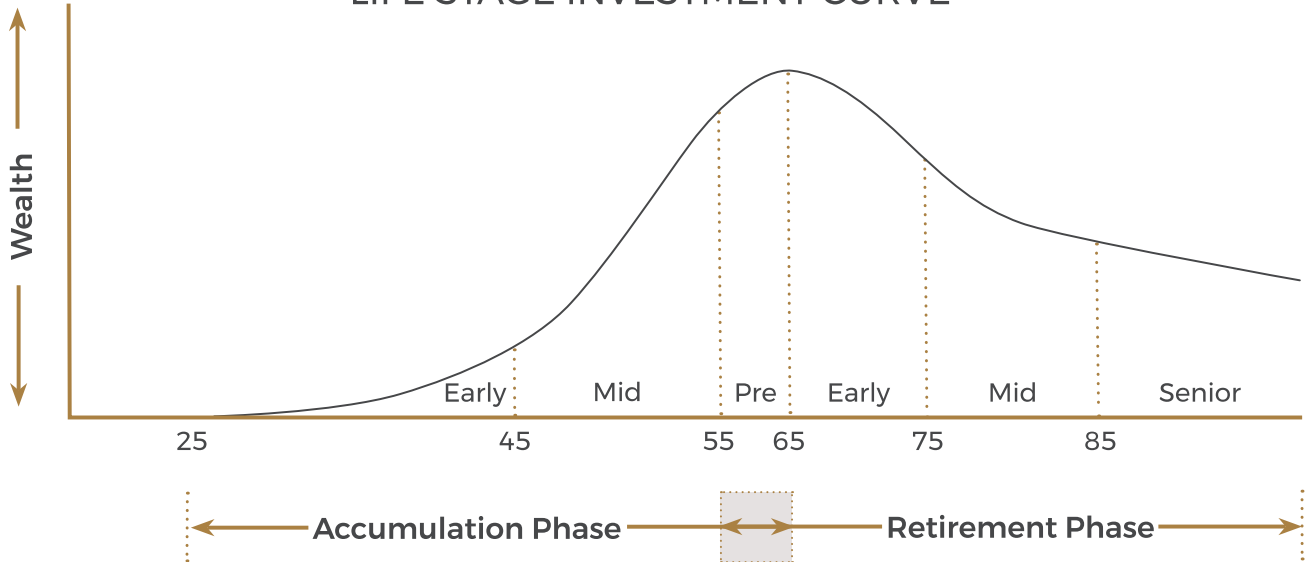




MULTIVEST LIFE STAGE INVESTMENT STRATEGY
SMART GROWTH. STRATEGIC RISK. RETIREMENT READY.

For South African Investors / Regulation 28 Compliant / Compulsory Retirement Contributions

LIFE STAGE INVESTMENT CURVE



REGULATION 28 COMPLIANCE BOX

- Max 75% in equities
- Max 45% offshore (incl. Africa)
- Max 25% in property
- Max 15% in Private Equity
- Max 10% in Commodities
- Max 10% in Hedge Funds
- Diversification across asset classes required

	EARLY YEARS (UP TO MID 30S)	MIDDLE YEARS (MID 30S- LATE 40S)	LEADING TO RETIREMENT (LATE 40S- RETIREMENT)	RETIREMENT YEARS (60+ YEARS)
YOUR GOAL	GET STARTED	BUILD AND INVEST	CONSOLIDATE FOR FUTURE	INCOME AND SECURITY
YOUR INVESTMENT LIFE STAGE	<ul style="list-style-type: none"> Build emergency fund Start investing Set short-term financial goals 	<ul style="list-style-type: none"> Increase savings Set solid savings strategy Focus on short, medium and long-term financial goals 	<ul style="list-style-type: none"> Maximise investment Goals tend to shift to medium-term 	<ul style="list-style-type: none"> Invest to generate sufficient return for living expenses Focus on meeting short to medium-term goals
YOUR CONCERNS	<ul style="list-style-type: none"> When and how to start saving Savings need to be liquid to cover short-term obligations 	<ul style="list-style-type: none"> Family commitment (mortgage, paying for child's education) Managing investments 	<ul style="list-style-type: none"> Plan retirement Manage existing investment to obtain maximum returns 	<ul style="list-style-type: none"> To have sufficient income for retirement Return on investment that is sufficient to maintain pre-retirement living standards
YOUR INVESTMENT STRATEGIES	<ul style="list-style-type: none"> Develop a plan Start investing regularly to save for short-term needs and retirement Growth oriented investment for longer term 	<ul style="list-style-type: none"> Diversify investments Larger portion of growth /equity investments 	<ul style="list-style-type: none"> Ensure diversification but re-evaluate asset allocation mix by reducing the percentage of higher risk investments 	<ul style="list-style-type: none"> Continue to invest but shift asset allocation mix towards more conservative assets

PLAN WITH CONFIDENCE. RETIRE WITH DIGNITY.

Contact your Multinvest advisor today to align your retirement strategy.

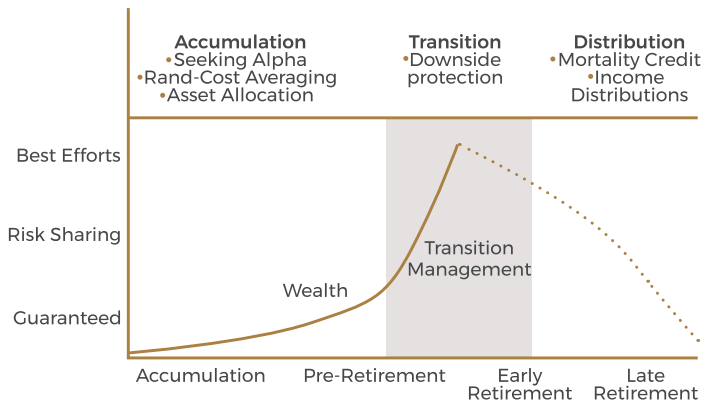


INVESTMENT PHASES TABLE



LIFE STAGE	AGE RANGE	ASSET ALLOCATION FOCUS	RISK PROFILE
Early Adulthood	20-39	90% Growth Assets	High Growth
Mid-Career	40-58	75% Growth Assets	Moderate Growth
Pre-Retirement	59-65	60% Growth Assets	Capital Preservation
Retirement	65+	30% Growth Assets	Capital Utilization

LIFE STAGE



FINANCIAL PLANNING AND LIFE STAGE STRATEGIES

The amounts of money you invest in various asset classes depends on:

1. Your goals and needs - to buy a house, to travel or your retirement needs
2. Your age at the time of investment - this will decide how much risk you can take. For instance, if you are young, you can invest in relatively riskier investments
3. Your income at the time of investment - if you earn more, you will have more money to invest. The level of your wealth will also influence the types of investments you can hold
4. Your occupation - if your job provides retirement plans, you may not want to have a separate retirement plan
5. Time horizon - when do you want to sell your assets?

6. Liquidity - how fast can you convert your assets into cash?
7. Tolerance for risk - how much risk are you willing to take?

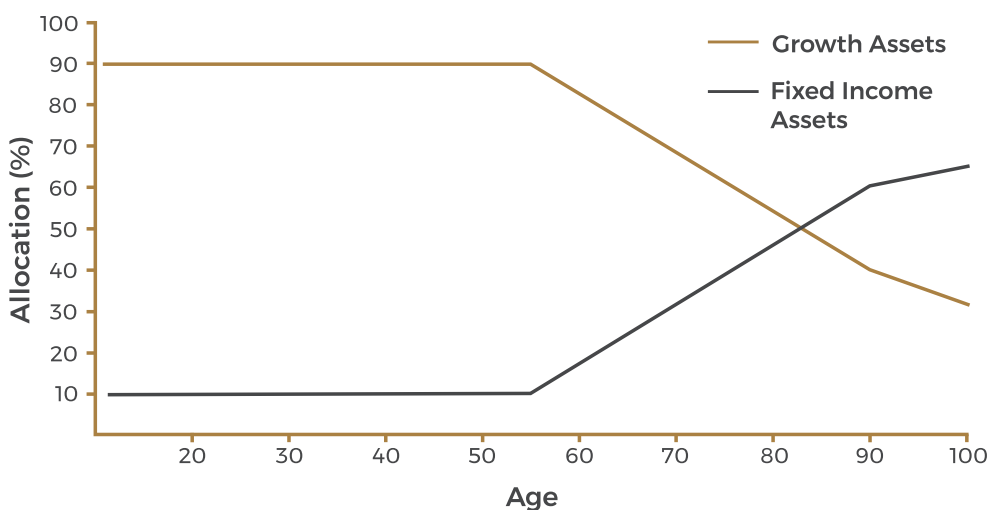
Different individuals have different background and will have different considerations when deciding on an investment strategy.

You should select your investments based on your own circumstances.

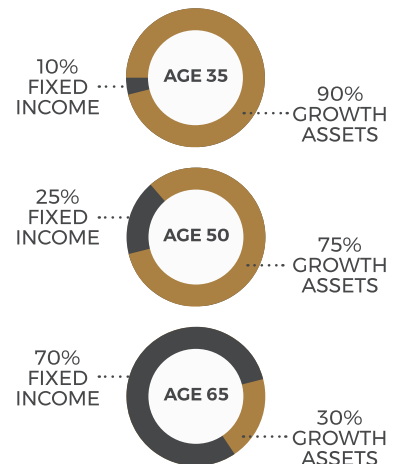
A common method used in deciding the investment strategy is the 'life cycle approach' which is based on the financial periods of the investor during his/her life.

The table below illustrates the Investment Glide Path of an investor at different points of his or her life:

LIFE STAGE INVESTMENT GLIDE PATH



YOUR PATH TO A SECURE RETIREMENT WITH MULTIVEST



PLAN WITH CONFIDENCE. RETIRE WITH DIGNITY.

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