

INTRINSIC AND OLD MUTUAL WEALTH REBRAND QUESTIONS AND ANSWERS

On 15th November 2017 Old Mutual Wealth announced that it will next year introduce a new overarching name for its group of companies. The new group name will be Quilter.

The change will happen as the group carries out plans to separate from its current parent company (Old Mutual plc), and lists in its own right on the London and Johannesburg stock exchanges. The intention is to complete this listing as early as possible in 2018, subject to regulatory and other approvals.

As a client of an Intrinsic / Positive Solutions / Caerus adviser you will see very few immediate changes. The change of name will be gradual after listing, although you may also see it introduced in one or two places such as sponsorship of England Rugby.

The name change and listing will have no impact on your investments and there be no change to the service you receive.

Below are a number of questions and answers you may find useful.

1. What is actually changing?

Quilter will become the new group company name for the Old Mutual Wealth group of companies.

The change will happen as the group carries out plans to separate from its current parent company (Old Mutual plc), and lists in its own right on the London and Johannesburg stock exchanges. The intention is to complete this listing as early as possible in 2018, subject to regulatory and other approvals.

2. Why is Old Mutual Wealth separating from Old Mutual plc?

The worldwide Old Mutual plc Group is implementing a 'managed separation' which aims to separate its underlying businesses and unlock value within the Group structure. On the completion of the managed separation, each of the four businesses that currently make up Old Mutual plc will be independent entities. These are:

- Old Mutual Limited/OMEM (pan-Africa)
- Nedbank (South Africa)
- Old Mutual Wealth (UK)
- OM Asset Management (US)

Old Mutual plc plans to list Old Mutual Wealth on the London and Johannesburg stock exchanges. The listing will therefore be under the new group name, Quilter. The intention is to complete this at the earliest opportunity in 2018, subject to regulatory and other

approvals.

3. Why has Old Mutual Wealth selected Quilter as its name; why can't it stay as Old Mutual?

Under the terms of its separation from Old Mutual plc, Old Mutual Wealth has to move away from the Old Mutual name, hence the decision to name its new parent company Quilter.

Quilter traces its origins to an investment partnership founded above a coffee house in the heart of the City of London in 1771. It is a name that resonates from our past and is a brand that stands for quality, for personal service, and for dependability; values that go to the heart of our business. Quilter builds on our heritage to take us forward to our future as a modern, integrated, UK Wealth Manager.

4. Does this mean that the Old Mutual Wealth businesses are going to be rebranded?

The names of the businesses that form part of Old Mutual Wealth (such as Intrinsic, Old Mutual Wealth Private Client Advisers, and Old Mutual Wealth Life Assurance Limited) will not change in the immediate term.

Ultimately the intention is to align all business names to the Quilter group name, but this would take some considerable time to implement and would not impact clients in any way.

5. What does this mean for the financial stability of Old Mutual Wealth / Quilter?

The standalone financial strength of the Quilter group of businesses in its own right is considerable.

All of its underlying businesses are financially strong and regulated, with significant safeguards in place for investors. The regulated entities within Quilter are well capitalized.

Old Mutual Wealth recorded a pre-tax profit of £298 million in 2016 and manages £131.3 billion of investors' money (as at 30 September 2017).

Intrinsic Financial Services Limited is the Holding Company of Intrinsic Financial Planning Limited and Intrinsic Mortgage Planning Limited. Intrinsic Financial Planning Limited and Intrinsic Mortgage Planning Limited are authorised and regulated by the Financial Conduct Authority (FCA)