

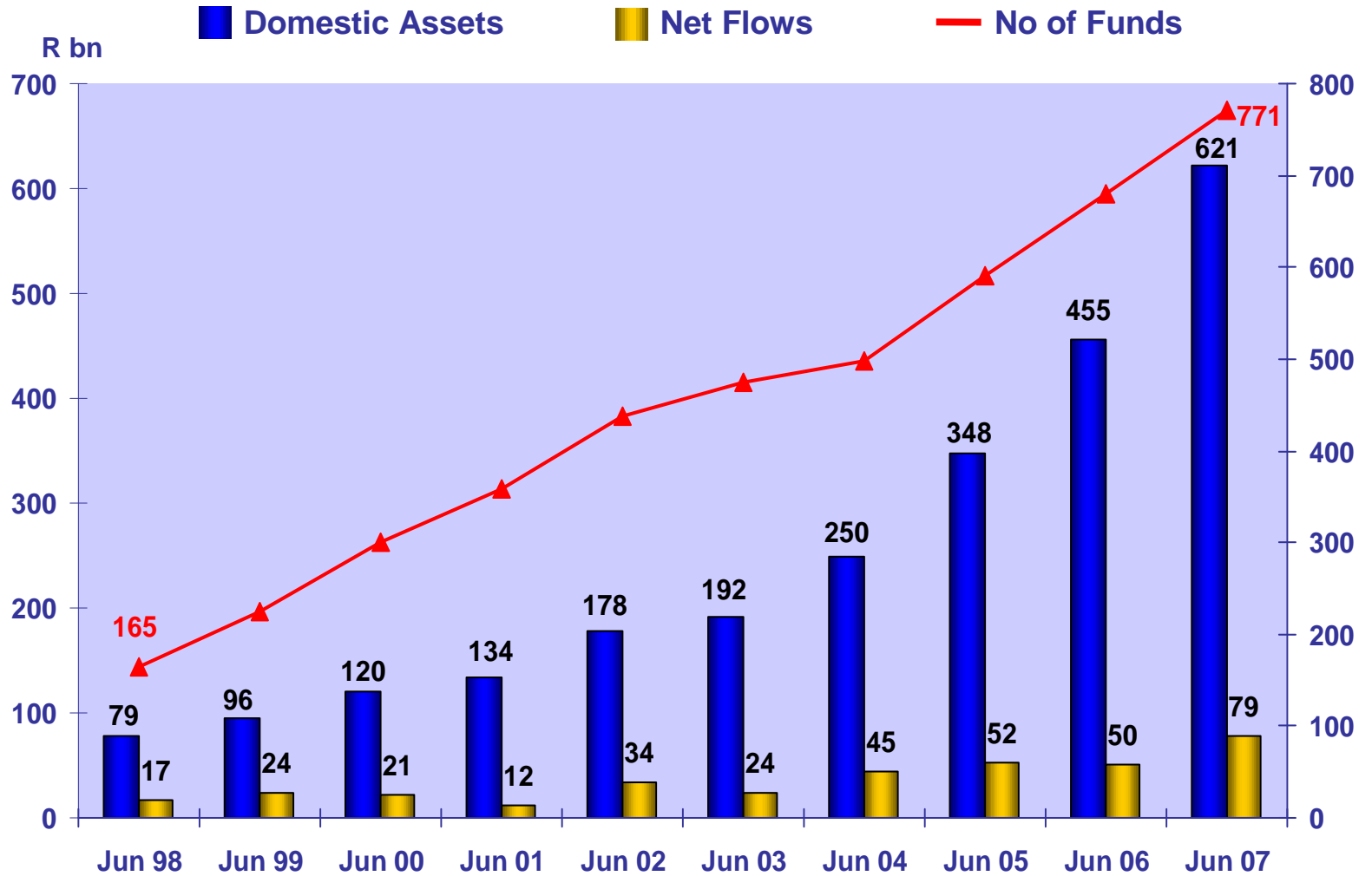


## Agenda

- **Assets and flows**
- **Performance**

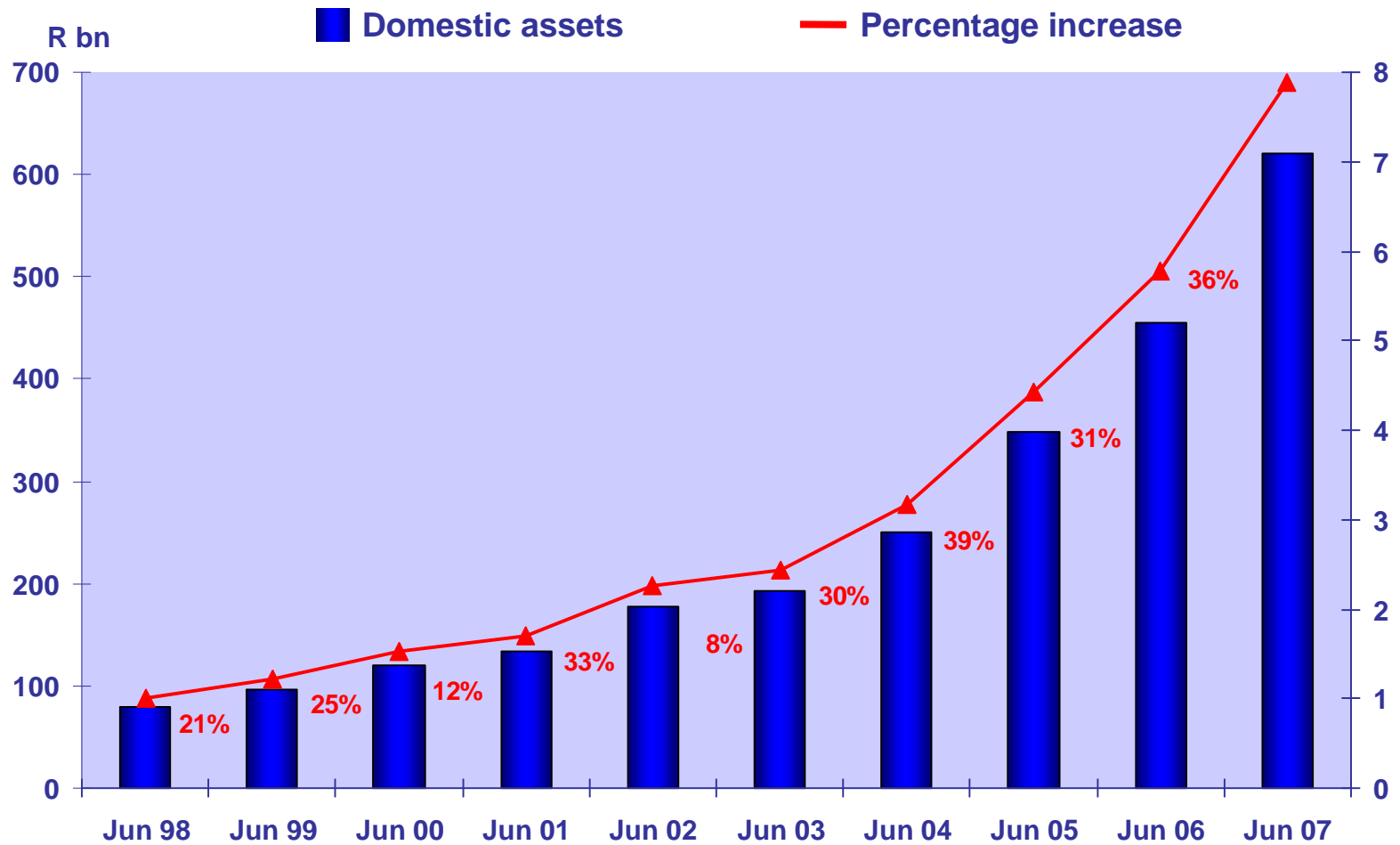


## Assets, Net Flows and Funds



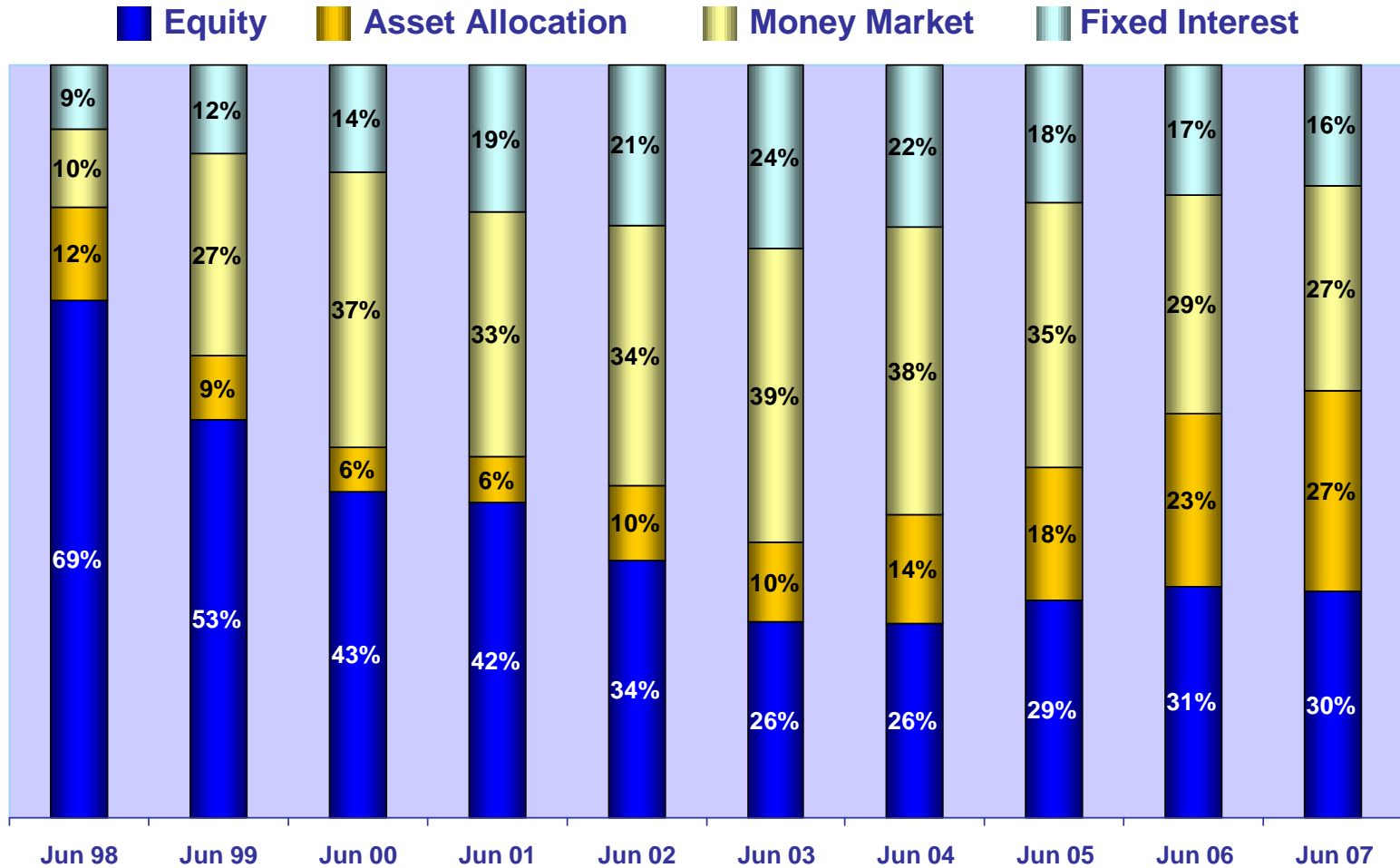


# Assets





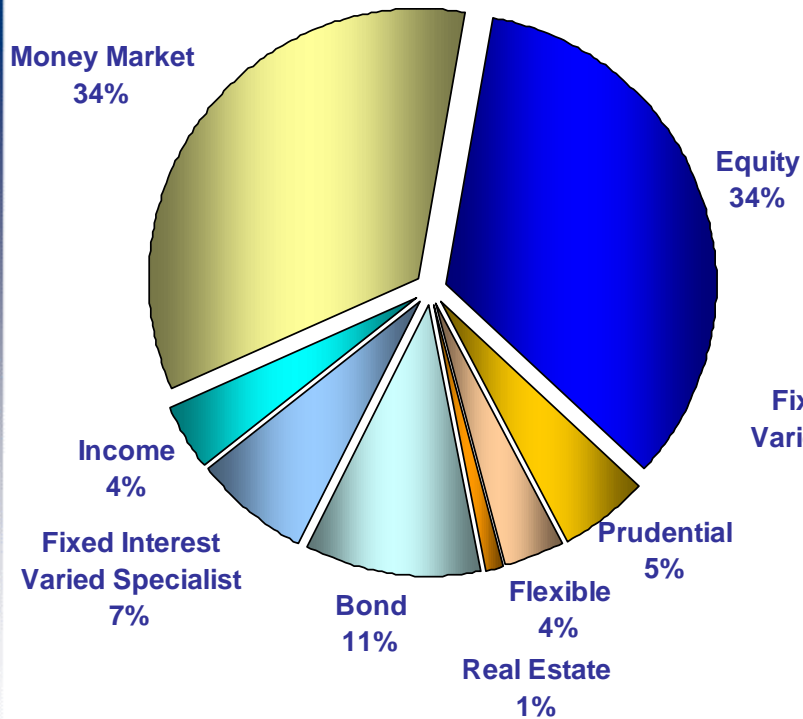
## Domestic CIS Asset Allocation



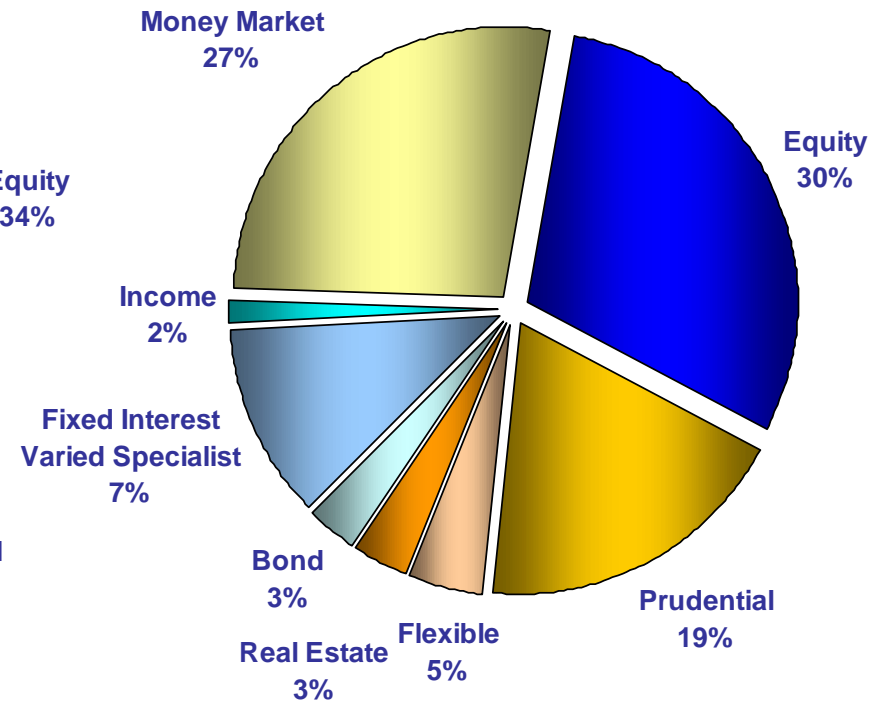


# Domestic Asset Split

June 2002

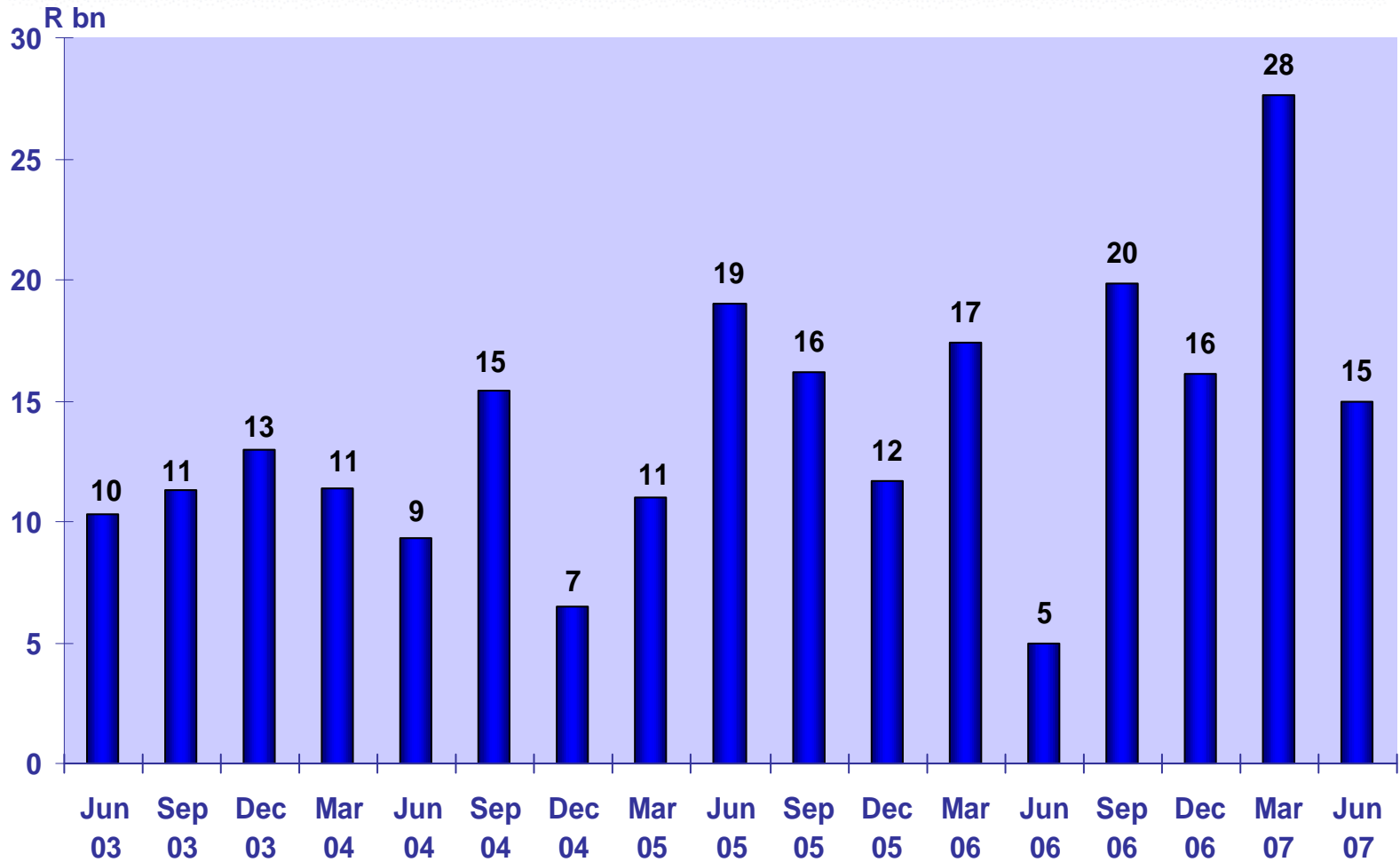


June 2007



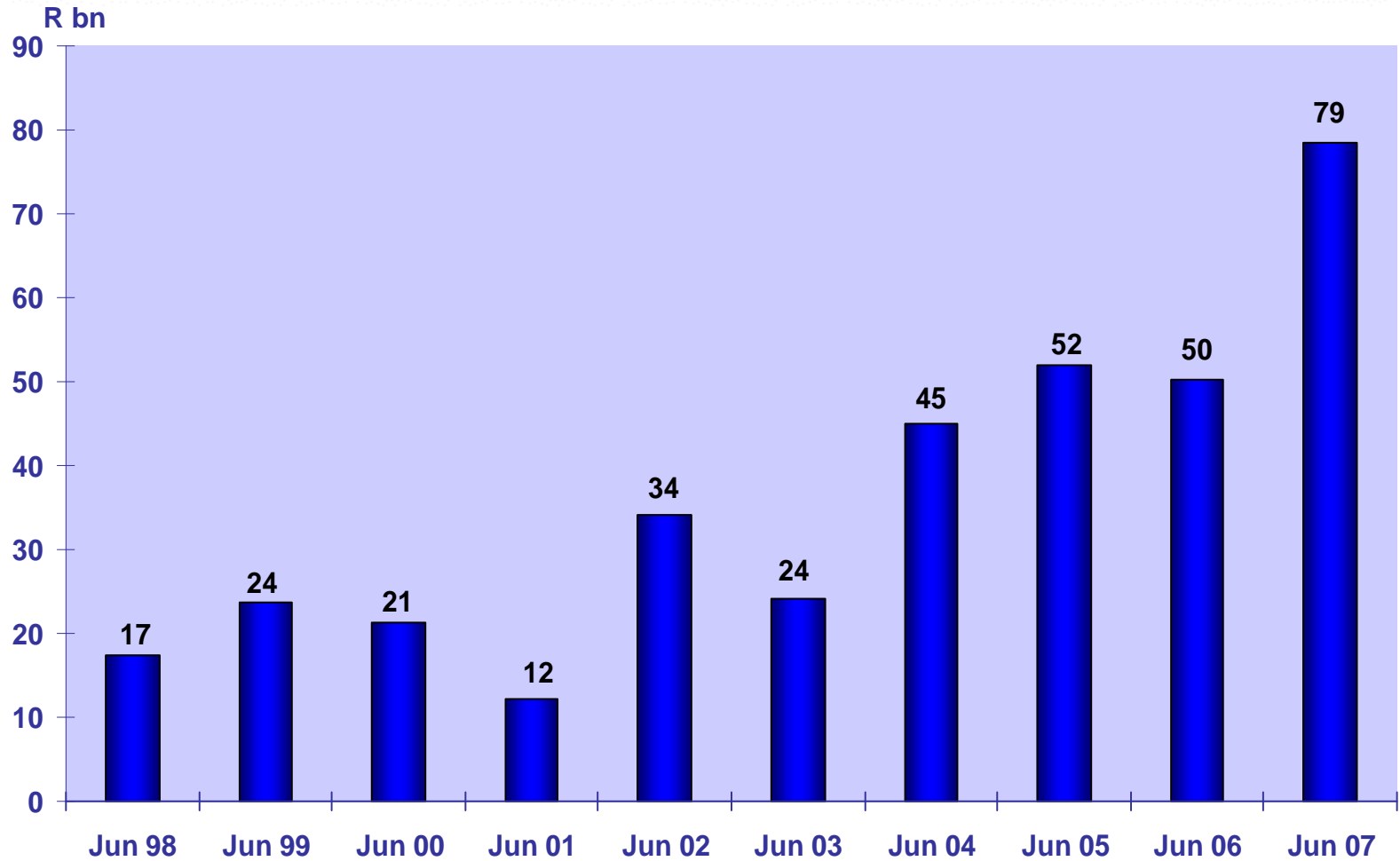


## Net Quarterly Flows



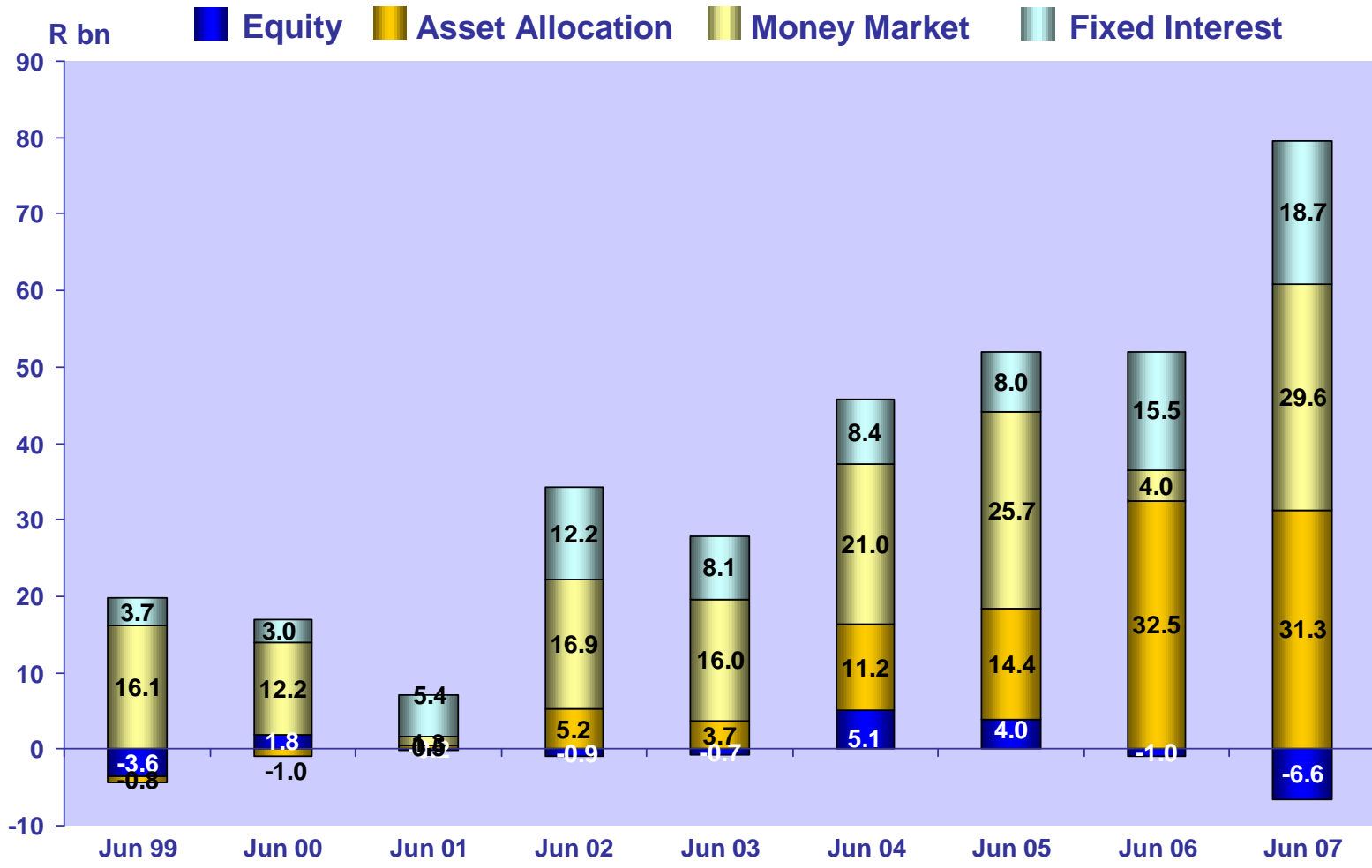


## Net Annual Flows



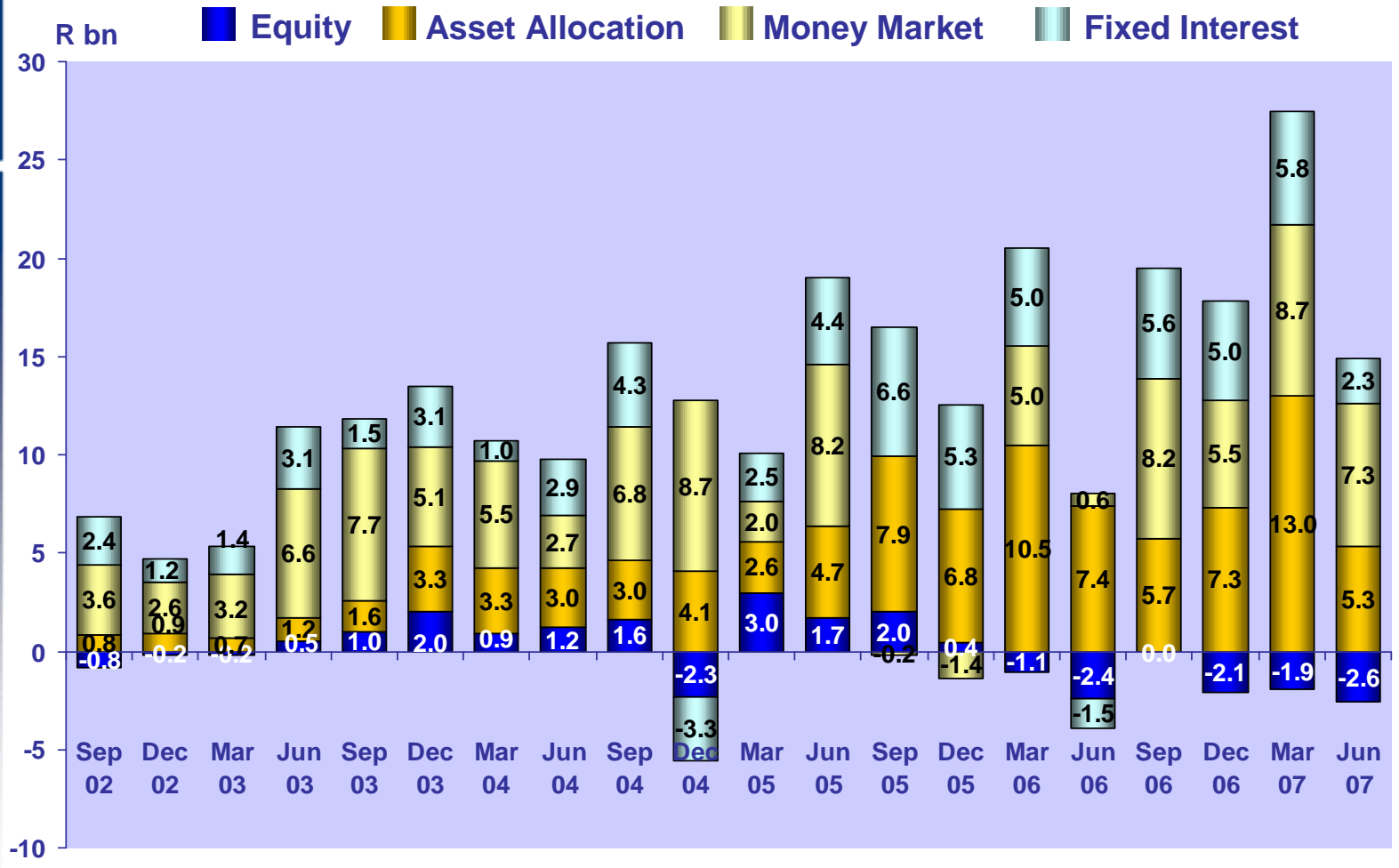


# Net annual sales by category





# Net quarterly sales by category





## **Sector winners** (Net quarterly sales)

- 1. Money Market (R7.3bn)**
- 2. Prudential Medium Equity (R2.2bn)**
- 3. Prudential low Equity (R2.1bn)**
- 4. FI Varied Specialist (R1.8bn)**



## **Sector losers** (Net quarterly sales)

- 1. Equity Large Cap (-R1.4bn)**
- 2. Equity General (-R988m)**
- 3. Equity Financial (-R456m)**
- 4. FI Income (-R331m)**



## Top 10 funds (June 2007)

Absa Money Market Fund	R56,9 bn
Prudential Money Market Fund	R24,2 bn
Allan Gray Balanced Fund	R23,7 bn
Standard Bank Money Market Fund	R23,3 bn
Allan Gray Stable Fund	R19,7 bn
Allan Gray Equity Fund	R19,3 bn
Prudential Dividend Income Fund	R14,9 bn
Nedgroup Investments Rainmaker Fund	R12,1 bn
<b>Investec Money Market Fund</b>	<b>R11,0 bn</b>
<b>Old Mutual Investors Fund</b>	<b>R 8,8 bn</b>

Assets of top 10 = 31% of CIS industry assets  
771 funds



## Top 10 funds (June 2002)

Absa Money Market Fund	R16,3 bn
Standard Bank Money Market Fund	R 9,9 bn
<b>Investec Money Market Fund</b>	R 5,9 bn
Prudential Core Value Fund	R 5,7 bn
Investment Solutions Superior Cash Fund	R 4,7 bn
Standard Bank Inst. Money Market Fund	R 4,0 bn
<b>Old Mutual Investors Fund</b>	R 3,9 bn
Investec Worldwide Fund	R 2,9 bn
Coronation International Active FoF	R 2,9 bn
mCubed Aggressive Equity FoF	R 2,9 bn

Assets of top 10 = 31% of CIS industry assets  
437 funds



## **Top 10 funds (June 1997)**

<b>Old Mutual Investors Fund</b>	<b>R 5,7 bn</b>
<b>Guardbank Growth Fund</b>	<b>R 3,2 bn</b>
<b>BOE Growth Fund</b>	<b>R 2,8 bn</b>
<b>Syfrets Growth Fund</b>	<b>R 1,9 bn</b>
<b>Sage Fund</b>	<b>R 1,7 bn</b>
<b>Investec Emerging Companies Fund</b>	<b>R 1,7 bn</b>
<b>Investec Money Market fund</b>	<b>R 1,7 bn</b>
<b>Sanlam Index Fund</b>	<b>R 1,7 bn</b>
<b>BOE Managed Fund</b>	<b>R 1,6 bn</b>
<b>Coronation High Growth Fund</b>	<b>R 1,5 bn</b>

**Assets of top 10 = 41% of CIS industry assets**  
**124 funds**

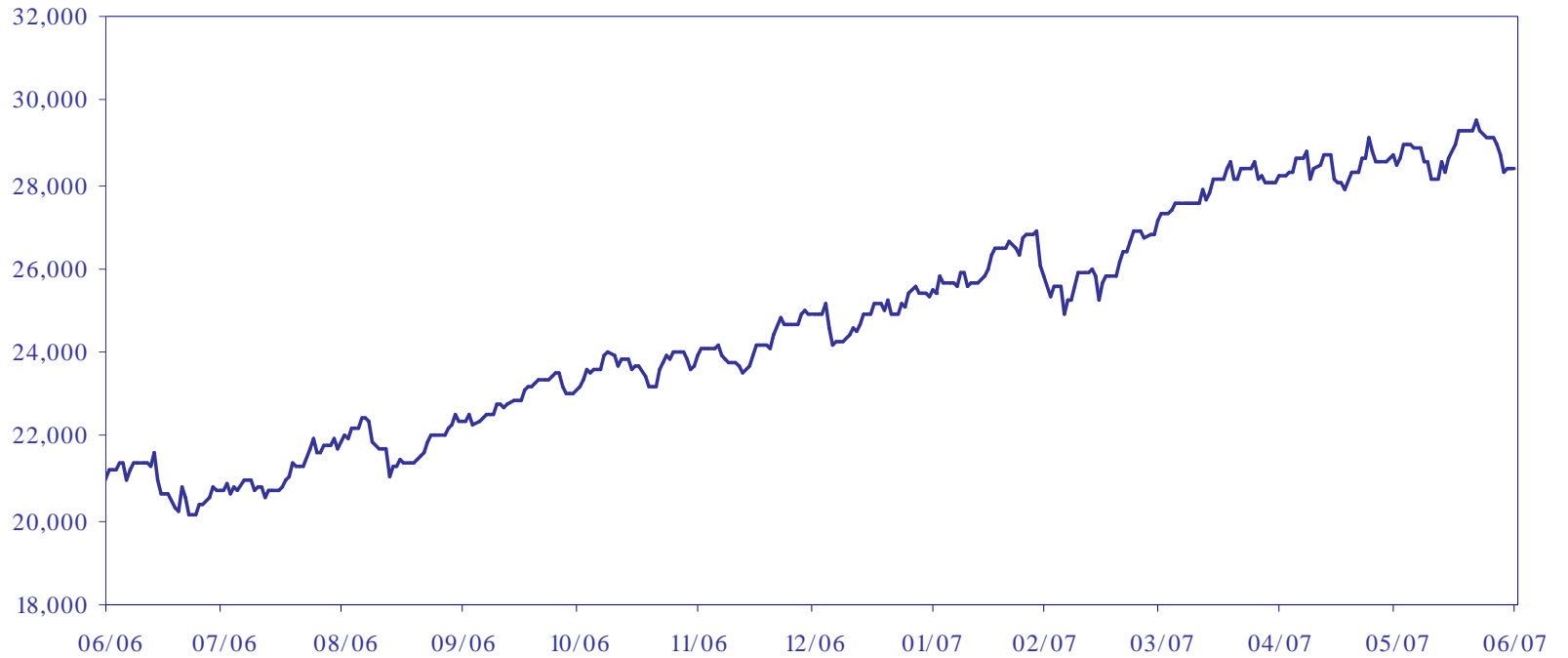


## Agenda

- **Assets and flows**
- **Performance**



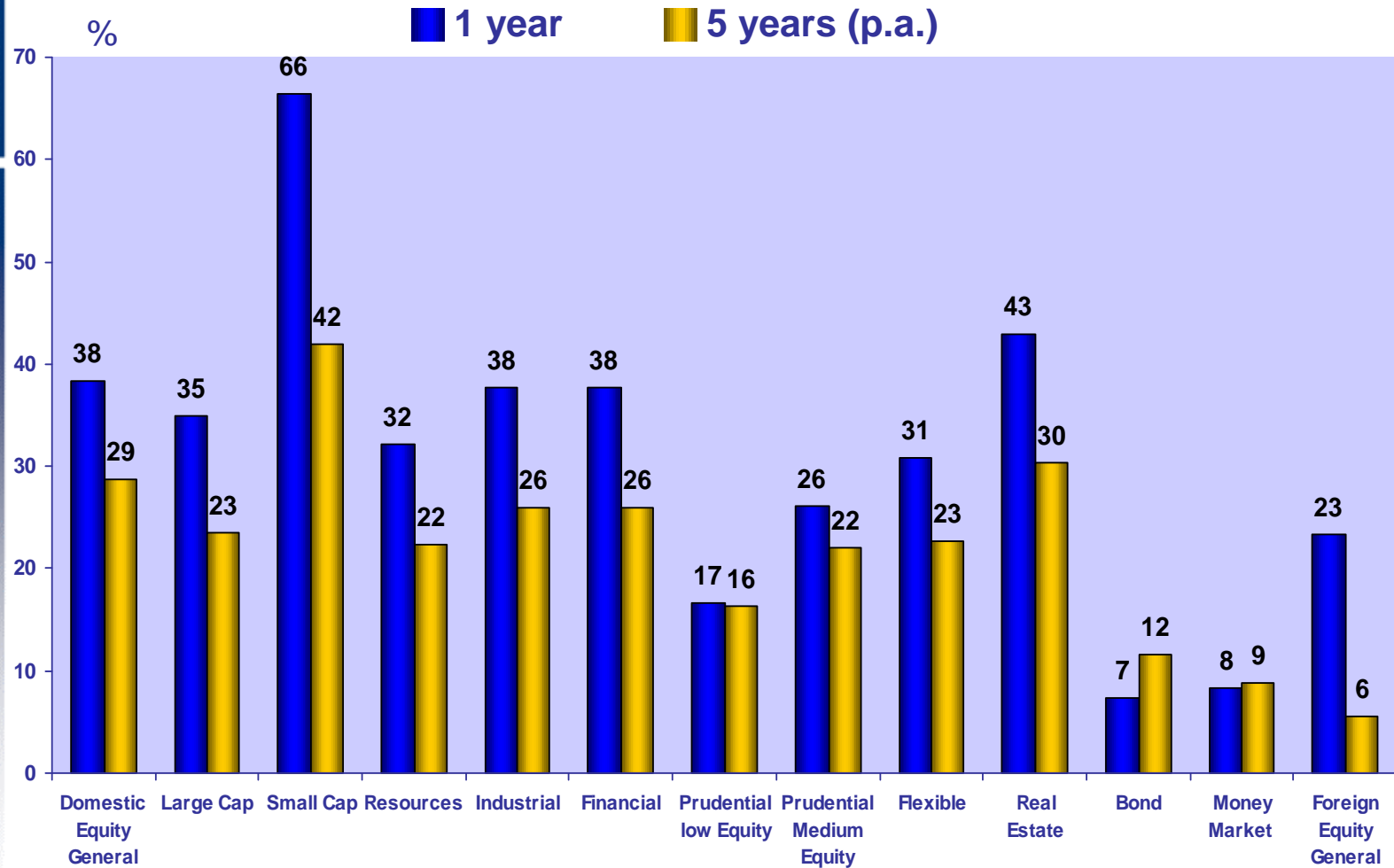
## FTSE/JSE All Share index (12 months ending 30 June 2007)



Source: Moneymate



## Performance data to 30 June 2007





## Fund Performance to 30 June 2007

	1 Year			5 years (p.a.)		
	Top Fund	Sector Average	Sector Benchmark	Top Fund	Sector Average	Sector Benchmark
Eq General	65.67	38.36	36.89	36.27	28.71	25.33
Eq Growth	59.65	48.16	36.89	35.61	31.07	25.33
Eq Value	52.70	45.78	36.89	39.72	34.45	25.33
Eq Large Cap	40.28	34.86	34.07	27.66	23.44	23.63
Eq Resources	48.70	32.15	29.40	30.80	22.37	22.38
Eq Industrial	72.17	50.72	48.91	36.12	32.46	28.29
Eq Financial	44.52	37.70	33.08	27.63	25.93	26.31
Eq Small Cap	83.32	66.36	54.00	46.68	41.94	36.60



## Fund Performance to 30 June 2007

	1 Year			5 years (p.a.)		
	Top Fund	Sector Average	Sector Benchmark	Top Fund	Sector Average	Sector Benchmark
AA Pru Low	28.71	16.69	n/a	19.48	16.30	n/a
AA Pru Medium	36.91	26.17	n/a	26.51	22.01	n/a
AA Flexible	76.40	30.79	n/a	27.22	22.74	n/a
Real Estate	52.02	42.88	50.97	31.62	30.31	n/a
Bond	9.02	7.27	8.00	13.34	11.66	12.76
Money Market	8.65	8.34	8.26	9.07	8.80	9.10
Foreign Eq Gen	31.69	23.30	22.78	8.93	5.60	6.17
Foreign AA Flex	20.72	14.00	n/a	4.71	1.67	n/a



**ACT**

**Thank you**

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