

PRIVATE & CONFIDENTIAL

[Addressee name]
[Address line 1]
[Address line 2]
[Address line 3]
[Address line 4]
[Postcode]
[Country]

28 May 2018

Dear [title and surname]

Listing of Old Mutual Wealth's new parent company

I am writing to you because you hold investments or policies with one or more of the businesses within the Old Mutual Wealth Group, and I would like to notify you of the future plans for our wider business.

This letter is for information only. Nothing changes at all in the way that we look after your investments and you don't need to do anything.

The Old Mutual Wealth Group is a leader in the UK and in selected offshore markets in wealth management, providing advice-led investment solutions to over 900,000 customers.

What exactly is happening?

At the moment, the ultimate parent company of Old Mutual Wealth is Old Mutual plc, which is listed on the London and Johannesburg stock exchanges.

Old Mutual plc is undertaking a managed separation of the businesses within its overall group. As part of this:

- on 27 March 2018, Old Mutual Wealth Management Limited changed its name to Quilter plc
- it is proposed that Quilter plc will be listed in late June 2018 on the London and Johannesburg stock exchanges – at which time it will replace Old Mutual plc as our parent company.

You do not need to do anything

The listing of Quilter plc will have no effect on your investments or the service you receive. If you would like to know more there is a short Q&A overleaf. As we carry out our separation from Old Mutual plc, we will send you further communications.

If you have any questions, your financial adviser, who oversees your financial planning, has been made fully aware of this development. Alternatively, you can email us at Listing@omwealth.com, or call us on 0808 171 2626.

Thank you for your continued investment with us.

Yours sincerely



Steven Levin
CEO, UK Platform and Heritage, Old Mutual Wealth

Some Questions and Answers

1. Are my investments affected in any way?

No. Your investments will not be affected at all, and there will be no change to the way you interact with us.

2. Why is the business listing under the name “Quilter”?

Under the terms of our separation from Old Mutual plc, we have to move away from the Old Mutual name. Quilter is a name that already features in our wider business and this is one of the reasons we have chosen it as our new group name.

3. Why are you proposing to list on the Johannesburg stock exchange as well as London?

Our current parent company, Old Mutual plc, is listed on both the London and Johannesburg stock exchanges. As the separation is being effected by way of a demerger, and the Group’s existing shareholders, including a significant proportion based in South Africa, will become shareholders in Quilter plc, it is appropriate to list Quilter plc on both stock exchanges when it separates.

4. When will Quilter plc list on the London and Johannesburg stock exchanges?

The aim is to list in late 2018. We will confirm the exact date of listing on our website www.oldmutualwealth.co.uk/quilter in the coming weeks.

5. Will the name of the Old Mutual Wealth business(es) I hold investments with change?

For the time being, the name of the business(es) with which you hold investments will remain unchanged. Our longer term plan is to rename our businesses to align with the Quilter name. We plan for this to happen over the course of two years from the point of listing, but we will write to you again much nearer the time with more detail about this. You may start to see the Quilter name introduced in places like our sponsorship.

6. Where can I get more information?

If you have any questions you can speak to your financial adviser, who has been made fully aware of this development. Alternatively you can email us at Listing@omwealth.com, or call us on 0808 171 2626.

IMPORTANT POINTS TO NOTE

If you have a relationship with more than one of the businesses in the Quilter Group you may receive more than one version of this letter. We have tried to keep such duplication to a minimum.

This letter does not constitute investment advice or an invitation to engage in any investment activity. If you require advice, you should speak to your financial adviser.

This letter is not an offer to sell, or a solicitation of an offer to purchase, securities in any jurisdiction. The securities in Quilter plc have not been, and will not be, registered under the US Securities Act of 1933, as amended (the “Securities Act”), and may not be offered or sold in the United States except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act. No offer to the public has been made, nor will be made, in any jurisdiction in respect of securities in Quilter plc.

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Please note that all opinions and facts stated in this letter are subject to change, following the date of this letter, and there is no obligation for us to update you later on if they change.

The information contained in this document is for background purposes only and does not purport to be full or complete. No reliance may be placed by any person for any purpose on the information contained in this document or its accuracy, fairness or completeness.

This letter is issued on behalf of:

Quilter

Old Mutual Wealth

Old Mutual International

Old Mutual Global Investors

Quilter Cheviot