



Annual General Meeting

24 May 2007

2007 - a strong start for the Group...

		Q1 2007	Q1 2006	Change
SALES	APE	£421m	£387m*	+9%
	Unit Trusts	£1.9bn	£2.2bn*	(11%)
NCCF		£4.5bn	£4.2bn	+7%
		1.9% of FUM	1.8% of FUM	
FUM		£249bn	£230bn	+8%
PROFIT	AOP	£398m	£380m	+5%
	EPS	4.2p	4.2p	0%
Shares in issue		5,404m	4,757m	

* Proforma three months

...on track to reach £300bn FUM in 2008

Europe

- The leading open architecture player - target of £70bn FUM and £300m IFRS profit in 2008

£70bn

US

- Multiboutique model delivering excellent investment performance and NCCFs - target of \$300bn+ FUM by 2008. Life turning cash-positive in 2007

£160bn

SA

- Growing with South Africa - R1tn assets now in sight between OMSA and Nedbank. RoEs in excess of 20% for all three businesses next year

£70bn

Asia

- Growing a 4th leg in India and China - businesses now worth many tens of millions of £

£300bn

£15bn assets = 1p/share earnings

A powerful set of engines

- Secure profit generators
- High market share
- Powerful brands

South Africa
Sweden

- Strong growth
- Momentum

USA
UK
Europe

- Long-term growth

India
China
Latin America
Australia

**Building a premier international savings
and wealth management group**

Resolution 1

- To receive and adopt the directors' report and accounts
- In favour 2,810,830,189
- Against 1,957,510
- % in Favour 99.93%
- Abstentions marked on proxy cards received 6,413,431

Resolution 2

- To declare a final dividend of 4.15 pence per ordinary share
- In favour 2,815,469,616
- Against 168,829
- % in Favour 99.99%
- Abstentions marked on proxy cards received
3,592,776

Resolution 3

- Election and re-election of directors

Resolution 3 (i)

- Election of Mr Jonathan Nicholls as a director of the Company
- In favour 2,810,691,700
- Against 1,119,976
- % in Favour 99.96%
- Abstentions marked on proxy cards received 7,397,855

Resolution 3 (ii)

- Election of Mr Bongani Nqwababa as a director of the Company

• In favour	2,809,858,333
• Against	1,303,057
• % in Favour	99.95%
• Abstentions marked on proxy cards received	
8,048,141	

Resolution 3 (iii)

- Election of Mr Lars Otterbeck as a director of the Company
- In favour 2,811,788,762
- Against 1,114,560
- % in Favour 99.96%
- Abstentions marked on proxy cards received 6,305,399

Resolution 3 (iv)

- Re-election of Mr Chris Collins as a director of the Company
- In favour 2,812,692,028
- Against 958,766
- % in Favour 99.97%
- Abstentions marked on proxy cards received 5,580,427

Resolution 3 (v)

- Re-election of Mr Julian Roberts as a director of the Company

• In favour	2,786,118,762
• Against	9,971,030
• % in Favour	99.64%

- Abstentions marked on proxy cards received
23,123,449

Resolution 4

- Re-appointment of KPMG Audit Plc as auditors to the Company

• In favour	2,783,940,615
• Against	10,549,301
• % in Favour	99.62%

- Abstentions marked on proxy cards received
24,711,305

Resolution 5

- To authorise the Audit Committee of the Company to settle the remuneration of the auditors

• In favour	2,810,056,611
• Against	3,168,099
• % in Favour	99.89%

- Abstentions marked on proxy cards received
5,975,899

Resolution 6

- To approve the Remuneration Report in the Company's report and accounts
- In favour 2,453,741,960
- Against 344,922,846
- % in Favour 87.68%
- Abstentions marked on proxy cards received 20,545,643

Resolution 7

- To approve proposals arising from closure of Company's Unclaimed Shares Trusts
- In favour 2,800,708,336
- Against 4,574,525
- % in Favour 99.84%
- Abstentions marked on proxy cards received 13,926,854

Resolution 8

- Authority to allot relevant securities up to a maximum nominal aggregate amount of £55,009,000
- In favour 2,438,807,540
- Against 374,173,883
- % in Favour 86.70%
- Abstentions marked on proxy cards received 5,826,885

Resolution 9 - Special Resolution

- Authority to to allot equity securities up to a maximum nominal aggregate amount of £27,504,000 for cash
- In favour 2,459,018,515
- Against 353,633,160
- % in Favour 87.43%
- Abstentions marked on proxy cards received 6,158,842

- Special Resolutions 10 and 11

Resolution 10 - Special Resolution

- Authority to buy back shares on the London Stock Exchange
- In favour 2,810,630,662
- Against 3,563,066
- % in Favour 99.87%
- Abstentions marked on proxy cards received
4,614,579

Resolution 11 - Special Resolution

- Approval of contingent purchase contracts
- In favour 2,807,228,994
- Against 4,278,373
- % in Favour 99.85%
- Abstentions marked on proxy cards received
7,222,098