



**SUMMARY OF LONG-TERM BUSINESS  
IN-FORCE POLICY COUNTS  
OLD MUTUAL LIFE ASSURANCE  
COMPANY (SOUTH AFRICA) LIMITED**



**OLD MUTUAL**

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# In-force policies: individual business

## Number of policies in-force at year end

<u>Recurring Premiums</u>	2010	2009	2008	2007
Retail Affluent	2,755,539	2,732,327	2,781,079	2,827,462
Mass Foundation Cluster	3,012,186	2,842,772	2,617,002	2,402,409
<b>Total recurring premium policies</b>	<b>5,767,725</b>	<b>5,575,099</b>	<b>5,398,081</b>	<b>5,229,871</b>
<u>Non-Recurring Premiums</u>	2010	2009	2008	2007
Retail Affluent	937,847	956,048	1,017,293	1,037,485
Mass Foundation Cluster	638,766	557,640	464,265	385,062
<b>Total non-recurring premium policies</b>	<b>1,576,613</b>	<b>1,513,688</b>	<b>1,481,558</b>	<b>1,422,547</b>

## Number of new policies written during year

	2010	2009	2008	2007
Retail Affluent	400,253	408,643	440,982	464,025
Mass Foundation Cluster	662,529	663,815	618,715	492,937
<b>Total new policies written during the year</b>	<b>1,062,782</b>	<b>1,072,458</b>	<b>1,059,697</b>	<b>956,962</b>

Note: Retail Affluent numbers include Underwritten Life Annuity and Old Mutual Equity Linked Retirement Annuity Fund policies