

SUMMARY OF LONG-TERM BUSINESS **IN-FORCE**

Old Mutual Life Assurance
Company (South Africa) Limited

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IN-FORCE POLICIES: INDIVIDUAL BUSINESS

	2012	2011 ¹	2010	2009	2008	2007
Recurring Premium						
Retail Affluent ²	3,044,033	3,043,490	2,755,539	2,732,327	2,781,079	2,827,462
Mass Foundation Cluster	4,498,210	4,054,927	3,012,186	2,842,772	2,617,002	2,402,409
Total recurring premium policies	7,542,243	7,098,417	5,767,725	5,575,099	5,398,081	5,229,871
Single Premium						
Retail Affluent ²	668,606	677,040	937,847	956,048	1,017,293	1,037,485
Mass Foundation Cluster	6,864	6,124	638,766	557,640	464,265	385,062
Total single premium policies	675,470	683,164	1,576,613	1,513,688	1,481,558	1,422,547

1. The basis for classification of policies between recurring and non-recurring premiums has been changed in 2011. Prior to 2011, when a recurring premium policy became paid up, and no further premiums were to be received from the policyholder, the policy was classified as a "non-recurring premium" policy from the date it became fully paid up. However, it is considered more accurate to continue to reflect the paid up policies as recurring premium policies. The 2010 policy numbers have not been restated.

2. Retail Affluent numbers include Underwritten Living Annuity and Old Mutual Unit Trusts Retirement Annuity Fund policies



NEW POLICIES: INDIVIDUAL BUSINESS

	2012	2011	2010	2009	2008	2007
Recurring Premium						
Retail Affluent	356,471	373,222	351,211	370,092	395,964	413,633
Mass Foundation Cluster	958,659	844,640	661,575	661,775	615,726	492,204
Total recurring premium policies	1,315,130	1,217,862	1,012,786	1,031,867	1,011,690	905,837
Single Premium						
Retail Affluent	42,603	44,116	49,042	38,551	45,018	50,392
Mass Foundation Cluster	1,973	2,877	954	2,040	2,989	733
Total single premium policies	44,576	46,993	49,996	40,591	48,007	51,125