

# Old Mutual Financial Disclosure Supplement

For the quarter ended 31 March 2008

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## 1.1 Explanatory notes

- (1) US Life FUM excludes FUM being managed by USAM
- (2) Funds under management is on an end user basis therefore includes all inter-company funds being managed by USAM
- (3) UK single premiums excludes APE sales now reported under mutual funds
- (4) Balances are as reported by Nedbank
- (5) Balances are as reported by M&F
- (6) All percentages have been restated to exclude separate account assets - this change has resulted in an increase to all reported percentages of the portfolio
- (7) Gross premiums represents 100% of the businesses; OM owns 50% of Skandia:BSAM and 26% of KMOM

## 1.0 OLD MUTUAL GROUP

Quarter ended 31 March 2008

1.2 Group sales summary £m	Europe				South Africa				United States				Asia Pacific				Total			
	2008	2007	Change	% change	2008	2007	Change	% change	2008	2007	Change	% change	2008	2007	Change	% change	2008	2007	Change	% change
<b>Life sales on an Annual Premium Equivalent Basis</b>																				
Q1	259	278	(19)	(7%)	80	75	5	7%	87	65	22	34%	n/a	n/a	n/a	n/a	426	418	8	2%
<b>Unit trust / mutual fund sales</b>																				
Q1	1,017	1,009	8	1%	324	272	52	19%	289	540	(251)	(46%)	69	114	(45)	(39%)	1,699	1,935	(236)	(12%)
<b>Present value of future new business premiums</b>																				
Q1	1,912	2,237	(325)	(15%)	537	484	53	11%	826	591	235	40%	n/a	n/a	n/a	n/a	3,275	3,312	(37)	(1%)
<b>Value of new business</b>																				
Q1	27	36	(9)	(25%)	9	10	(1)	(10%)	19	12	7	58%	n/a	n/a	n/a	n/a	55	58	(3)	(5%)
<b>APE margin</b>																				
Q1	10%	13%	(3%)	(23%)	11%	14%	(3%)	(21%)	21%	19%	2%	11%	n/a	n/a	n/a	n/a	13%	14%	(1%)	(7%)
<b>Present value of future new business premiums margin</b>																				
Q1	1.4%	1.6%	(0.2%)	(12.5%)	1.7%	2.1%	(0.4%)	(19.1%)	2.3%	2.1%	0.2%	9.5%	n/a	n/a	n/a	n/a	1.7%	1.7%	-	-

## 2.0 FUNDS UNDER MANAGEMENT

Quarter ended 31 March 2008

## 2.1 Funds under management by business unit

	2008		Change (Q1 '08 v FY '07)		2007			
	Q1		value	%	Q1	HY	Q3	FY
<b>Europe</b>								
UK	39.5	(2.4)	(5.7%)		38.6	40.7	41.5	41.9
Nordic	8.8	(0.3)	(3.3%)		8.0	8.3	8.9	9.1
ELAM	9.7	0.1	1.0%		8.1	8.6	8.7	9.6
<b>Total (£bn)</b>	<b>58.0</b>	<b>(2.6)</b>	<b>(4.3%)</b>		<b>54.7</b>	<b>57.6</b>	<b>59.1</b>	<b>60.6</b>
<b>South Africa</b>								
OMSA	459.8	(10.1)	(2.1%)		473.2	469.1	476.2	469.9
Rest of Africa	8.3	0.8	10.7%		5.5	5.5	5.7	7.5
Nedbank	92.0	3.0	3.4%		97.4	99.6	91.5	89.0
M&F	3.3	2.1	175.0%		-	1.3	1.7	1.2
Total (Rbn)	563.4	(4.2)	(0.7%)		576.1	575.5	575.1	567.6
<b>Total (£bn)</b>	<b>34.9</b>	<b>(6.8)</b>	<b>(16.3%)</b>		<b>40.1</b>	<b>40.6</b>	<b>41.0</b>	<b>41.7</b>
<b>United States</b>								
US Life <sup>(1)</sup>	4.7	-	-		1.5	2.7	3.8	4.7
USAM <sup>(2)</sup>	316.8	(15.8)	(4.8%)		289.9	315.1	330.2	332.6
Total (\$bn)	321.5	(15.8)	(4.7%)		291.4	317.8	334.0	337.3
<b>Total (£bn)</b>	<b>161.6</b>	<b>(8.5)</b>	<b>(5.0%)</b>		<b>148.0</b>	<b>158.3</b>	<b>163.7</b>	<b>170.1</b>
<b>Asia Pacific (£bn)</b>								
	6.3	(0.2)	(3.1%)		6.1	6.6	6.6	6.5
<b>Total (£bn)</b>	<b>260.8</b>	<b>(18.1)</b>	<b>(6.5%)</b>		<b>248.9</b>	<b>263.1</b>	<b>270.4</b>	<b>278.9</b>

## 2.0 FUNDS UNDER MANAGEMENT

Quarter ended 31 March 2008

2.2 Net client cash flow	2008			2007			
	Q1	% of opening FUM	Annualised % of opening	Q1	HY	Q3	FY
<b>Europe</b>							
UK	0.5	1.2%	4.8%	1.2	2.4	3.2	3.9
Nordic	0.1	1.1%	4.4%	0.1	0.1	0.1	0.2
ELAM	0.2	2.1%	8.3%	0.2	0.5	0.8	1.2
<b>Total (£bn)</b>	<b>0.8</b>	<b>1.3%</b>	<b>5.3%</b>	<b>1.5</b>	<b>3.0</b>	<b>4.1</b>	<b>5.3</b>
<b>South Africa</b>							
OMSA	(3.6)	(0.8%)	(3.1%)	(2.6)	(9.0)	(11.5)	(18.7)
Rest of Africa	-	-	-	-	(0.2)	(0.3)	2.6
Nedbank	(0.1)	(0.1%)	(0.4%)	1.8	2.0	(5.9)	4.2
M&F	-	-	-	-	-	-	-
Total (Rbn)	(3.7)	(0.7%)	(2.6%)	(0.8)	(7.2)	(17.7)	(11.9)
<b>Total (£bn)</b>	<b>(0.3)</b>	<b>(0.7%)</b>	<b>(2.9%)</b>	<b>(0.1)</b>	<b>(0.5)</b>	<b>(1.2)</b>	<b>(0.8)</b>
<b>United States</b>							
US Life	0.5	10.6%	42.6%	(0.3)	1.0	1.5	2.4
USAM	2.6	0.8%	3.1%	6.2	17.2	26.3	35.2
Total (\$bn)	3.1	0.9%	3.7%	5.9	18.2	27.8	37.6
<b>Total (£bn)</b>	<b>1.6</b>	<b>0.9%</b>	<b>3.8%</b>	<b>3.0</b>	<b>9.2</b>	<b>14.1</b>	<b>18.9</b>
<b>Asia Pacific (£bn)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.1</b>	<b>0.1</b>	<b>-</b>	<b>-</b>
<b>Total</b>	<b>2.1</b>	<b>0.8%</b>	<b>3.0%</b>	<b>4.5</b>	<b>11.8</b>	<b>17.0</b>	<b>23.4</b>

### 3.0 EUROPE

Quarter ended 31 March 2008

#### 3.1 Life sales on an Annual Premium Equivalent (APE) basis

	2008	Change (Q1 '08 v Q1 '07)	
	Q1	value	%
<b>UK</b>			
Single premiums <sup>(3)</sup>	112	(39)	(26%)
Recurring premiums	46	5	12%
<b>Total (£m)</b>	<b>158</b>	<b>(34)</b>	<b>(18%)</b>
<b>Nordic (SEKm)</b>			
Single premiums	88	12	16%
Recurring premiums	564	161	40%
<b>Total (SEKm)</b>	<b>652</b>	<b>173</b>	<b>36%</b>
<b>Total (£m)</b>	<b>52</b>	<b>17</b>	<b>49%</b>
<b>ELAM (EURm)</b>			
Single premiums	23	(12)	(34%)
Recurring premiums	41	1	3%
<b>Total (EURm)</b>	<b>64</b>	<b>(11)</b>	<b>(15%)</b>
<b>Total (£m)</b>	<b>49</b>	<b>(2)</b>	<b>(4%)</b>
<b>Total (£m)</b>	<b>259</b>	<b>(19)</b>	<b>(7%)</b>

	2007			
	Q1	HY	Q3	FY
	151	300	430	554
	41	89	139	186
	<b>192</b>	<b>389</b>	<b>569</b>	<b>740</b>
	76	144	197	261
	403	815	1,179	1,731
	<b>479</b>	<b>959</b>	<b>1,376</b>	<b>1,992</b>
	<b>35</b>	<b>70</b>	<b>101</b>	<b>148</b>
	35	67	98	128
	40	73	106	148
	<b>75</b>	<b>140</b>	<b>204</b>	<b>276</b>
	<b>51</b>	<b>95</b>	<b>138</b>	<b>189</b>
	<b>278</b>	<b>554</b>	<b>808</b>	<b>1,077</b>

#### 3.2 PVNBP sales by division

	2008	Change (Q1 '08 v Q1 '07)	
	Q1	value	%
<b>UK</b>			
Single premiums	1,125	(390)	(26%)
Recurring premiums	190	32	20%
<b>Total (£m)</b>	<b>1,315</b>	<b>(358)</b>	<b>(21%)</b>
<b>Nordic (SEKm)</b>			
Single premiums	877	121	16%
Recurring premiums	1,929	459	31%
<b>Total (SEKm)</b>	<b>2,806</b>	<b>580</b>	<b>26%</b>
<b>Total (£m)</b>	<b>226</b>	<b>64</b>	<b>40%</b>
<b>ELAM (EURm)</b>			
Single premiums	235	(116)	(33%)
Recurring premiums	255	7	3%
<b>Total (EURm)</b>	<b>490</b>	<b>(109)</b>	<b>(18%)</b>
<b>Total (£m)</b>	<b>371</b>	<b>(31)</b>	<b>(8%)</b>
<b>Total (£m)</b>	<b>1,912</b>	<b>(325)</b>	<b>(15%)</b>

	2007			
	Q1	HY	Q3	FY
	1,515	2,987	4,302	5,536
	158	390	553	761
	<b>1,673</b>	<b>3,377</b>	<b>4,855</b>	<b>6,297</b>
	756	1,440	1,967	2,607
	1,470	3,010	4,325	6,093
	<b>2,226</b>	<b>4,450</b>	<b>6,292</b>	<b>8,700</b>
	<b>162</b>	<b>326</b>	<b>461</b>	<b>643</b>
	351	673	977	1,283
	248	439	616	856
	<b>599</b>	<b>1,112</b>	<b>1,593</b>	<b>2,139</b>
	<b>402</b>	<b>750</b>	<b>1,076</b>	<b>1,465</b>
	<b>2,237</b>	<b>4,453</b>	<b>6,392</b>	<b>8,405</b>

**3.0 EUROPE**

Quarter ended 31 March 2008

**3.3 Value of new business**

	2008	Change (Q1 '08 v Q1 '07)		2007			
	Q1	value	%	Q1	HY	Q3	FY
UK	15	(5)	(25%)	20	42	59	77
Nordic (SEKm)	85	(2)	(2%)	87	143	196	254
Nordic (£m)	7	1	17%	6	10	14	19
ELAM (EURm)	7	(8)	(53%)	15	25	35	54
ELAM (£m)	5	(5)	(50%)	10	17	24	37
<b>Total (£m)</b>	<b>27</b>	<b>(9)</b>	<b>(25%)</b>	<b>36</b>	<b>69</b>	<b>97</b>	<b>133</b>

**APE margin %**

UK	9%	(1%)	(10%)	10%	11%	10%	10%
Nordic	13%	(5%)	(28%)	18%	15%	14%	13%
ELAM	11%	(8%)	(42%)	19%	18%	17%	20%
<b>Total</b>	<b>10%</b>	<b>(3%)</b>	<b>(23%)</b>	<b>13%</b>	<b>13%</b>	<b>12%</b>	<b>12%</b>

**PVNB margin %**

UK	1.1%	(0.1%)	(8.3%)	1.2%	1.2%	1.2%	1.2%
Nordic	3.0%	(0.9%)	(23.1%)	3.9%	3.2%	3.1%	2.9%
ELAM	1.4%	(1.0%)	(41.7%)	2.4%	2.2%	2.2%	2.5%
<b>Total</b>	<b>1.4%</b>	<b>(0.2%)</b>	<b>(12.5%)</b>	<b>1.6%</b>	<b>1.6%</b>	<b>1.5%</b>	<b>1.6%</b>

### 3.0 EUROPE

Quarter ended 31 March 2008

#### 3.4 Unit trust / mutual fund sales

	2008	Change (Q1 '08 v Q1 '07)		2007			
	Q1	value	%	Q1	HY	Q3	FY
UK <sup>(3)</sup>	522	(86)	(14%)	608	1,291	1,836	2,275
Nordic (SEKm)	1,004	509	103%	495	821	2,211	3,474
Nordic (£m)	81	45	125%	36	60	162	257
ELAM (EURm)	546	2	-	544	1,306	1,988	3,071
ELAM (£m)	414	49	13%	365	881	1,345	2,103
<b>Total (£m)</b>	<b>1,017</b>	<b>8</b>	<b>1%</b>	<b>1,009</b>	<b>2,232</b>	<b>3,343</b>	<b>4,635</b>

#### 3.5 Funds under management

	2008	Change (Q1 '08 v FY '07)		2007			
	Q1	value	%	Q1	HY	Q3	FY
UK (£b)	39.5	(2.4)	(5.7%)	38.6	40.7	41.5	41.9
Nordic (SEK bn)	103.7	(13.0)	(11.1%)	110.7	113.9	117.8	116.7
ELAM (EURbn)	12.2	(0.8)	(6.2%)	11.9	12.8	12.5	13.0
<b>Total (£bn)</b>	<b>58.0</b>	<b>(2.6)</b>	<b>(4.3%)</b>	<b>54.7</b>	<b>57.6</b>	<b>59.1</b>	<b>60.6</b>

#### 3.6 Net client cash flow

	2008	Annualised %		2007			
	Q1	% of opening FUM	of opening FUM	Q1	HY	Q3	FY
UK (£b)	0.5	1.2%	4.8%	1.2	2.4	3.2	3.9
Nordic (SEK bn)	1.5	1.3%	5.1%	0.7	0.8	1.5	2.7
ELAM (EURbn)	0.3	2.3%	9.2%	0.4	0.8	1.2	1.8
<b>Total (£bn)</b>	<b>0.8</b>	<b>1.3%</b>	<b>5.3%</b>	<b>1.5</b>	<b>3.0</b>	<b>4.1</b>	<b>5.3</b>



## 4.0 SOUTH AFRICA

Quarter ended 31 March 2008

## 4.1 Long term business PVNBP sales

Rm	2008	Change (Q1 '08 v Q1 '07)		2007			
	Q1	R	%	Q1	HY	Q3	FY
OMSA	7,460	905	14%	6,555	14,007	21,874	31,380
Rest of Africa	548	260	90%	288	650	1,015	1,390
<b>Total South Africa PVNBP sales</b>	<b>8,008</b>	<b>1,165</b>	<b>17%</b>	<b>6,843</b>	<b>14,657</b>	<b>22,889</b>	<b>32,770</b>
<b>RETAIL BUSINESSES</b>							
<b>OMSA</b>							
Total Single	2,239	193	9%	2,046	4,012	6,167	8,702
Total Recurring	3,109	48	2%	3,061	6,646	10,338	13,832
<b>Total Retail sales - OMSA</b>	<b>5,348</b>	<b>241</b>	<b>5%</b>	<b>5,107</b>	<b>10,658</b>	<b>16,505</b>	<b>22,534</b>
Rest of Africa	404	185	84%	219	464	778	1,020
<b>South Africa Total Retail sales - (including other)</b>	<b>5,752</b>	<b>426</b>	<b>8%</b>	<b>5,326</b>	<b>11,122</b>	<b>17,283</b>	<b>23,554</b>
<b>INSTITUTIONAL BUSINESS</b>							
<b>OMSA</b>							
Total Single	1,566	497	46%	1,069	2,289	3,739	6,437
Total Recurring	546	168	44%	378	1,060	1,630	2,410
<b>Total Institutional sales - OMSA</b>	<b>2,112</b>	<b>665</b>	<b>46%</b>	<b>1,447</b>	<b>3,349</b>	<b>5,369</b>	<b>8,847</b>
Rest of Africa	144	75	109%	69	186	238	371
<b>South African Total Group sales - (including other)</b>	<b>2,256</b>	<b>740</b>	<b>49%</b>	<b>1,516</b>	<b>3,535</b>	<b>5,607</b>	<b>9,218</b>
<b>PVNBP margin</b>							
<b>OMSA</b>							
Retail	1.6%	(0.6%)	(27.3%)	2.2%	2.7%	2.9%	2.9%
Institutional	1.2%	0.4%	50.0%	0.8%	1.2%	0.9%	1.2%
<b>Total - OMSA</b>	<b>1.5%</b>	<b>(0.4%)</b>	<b>(21.1%)</b>	<b>1.9%</b>	<b>2.3%</b>	<b>2.4%</b>	<b>2.4%</b>
<b>Rest of Africa</b>							
Retail	5.3%	(2.7%)	(33.8%)	8.0%	9.2%	8.1%	9.5%
Institutional	3.7%	(1.4%)	(27.5%)	5.1%	4.0%	3.8%	3.5%
<b>Total - Rest of Africa</b>	<b>4.9%</b>	<b>(2.4%)</b>	<b>(32.9%)</b>	<b>7.3%</b>	<b>7.7%</b>	<b>7.1%</b>	<b>7.9%</b>
<b>SA Total - (Incl Namibia)</b>	<b>1.7%</b>	<b>(0.4%)</b>	<b>(19.1%)</b>	<b>2.1%</b>	<b>2.6%</b>	<b>2.6%</b>	<b>2.7%</b>

## 4.0 SOUTH AFRICA

Quarter ended 31 March 2008

## 4.2 Long term business APE sales by product

Rm	2008	Change (Q1 '08 v Q1 '07)		2007			
	Q1	R	%	Q1	HY	Q3	FY
OMSA	1,121	104	10%	1,017	2,148	3,362	4,699
Rest of Africa	72	28	64%	44	102	154	217
<b>Total South Africa APE</b>	<b>1,193</b>	<b>132</b>	<b>12%</b>	<b>1,061</b>	<b>2,250</b>	<b>3,516</b>	<b>4,916</b>
<b>RETAIL BUSINESSES BY PRODUCT</b>							
<b>OMSA</b>							
Savings	167	20	14%	147	296	462	665
Protection	2	(1)	(33%)	3	5	5	6
Retail mass market	-	(1)	(100%)	1	1	2	2
Annuity	55	1	2%	54	100	148	197
<b>Total Single - OMSA</b>	<b>224</b>	<b>19</b>	<b>9%</b>	<b>205</b>	<b>402</b>	<b>617</b>	<b>870</b>
Rest of Africa	26	19	271%	7	16	26	34
<b>South Africa Total Single - (including other)</b>	<b>250</b>	<b>38</b>	<b>18%</b>	<b>212</b>	<b>418</b>	<b>643</b>	<b>904</b>
<b>OMSA</b>							
Savings	161	1	1%	160	332	501	656
Protection	246	6	3%	240	502	782	1,050
Retail mass market	243	11	5%	232	494	798	1,088
<b>Total Recurring - OMSA</b>	<b>650</b>	<b>18</b>	<b>3%</b>	<b>632</b>	<b>1,328</b>	<b>2,081</b>	<b>2,794</b>
Rest of Africa	30	-	-	30	64	101	141
<b>South Africa Total Recurring - (including other)</b>	<b>680</b>	<b>18</b>	<b>3%</b>	<b>662</b>	<b>1,392</b>	<b>2,182</b>	<b>2,935</b>
Total Retail sales - OMSA	874	37	4%	837	1,730	2,698	3,664
Total Retail sales - Rest of Africa	56	19	51%	37	80	127	175
<b>South Africa Total - Retail</b>	<b>930</b>	<b>56</b>	<b>6%</b>	<b>874</b>	<b>1,810</b>	<b>2,825</b>	<b>3,839</b>

## 4.2 Long term business sales APE by product continued

Rm	2008	Change (Q1 '08 v Q1 '07)		2007			
	Q1	R	%	Q1	HY	Q3	FY
<b>INSTITUTIONAL BUSINESS</b>							
<b>OMSA</b>							
Savings	111	30	37%	81	173	283	533
Annuity	46	20	77%	26	56	91	111
<b>Total Single - OMSA</b>	<b>157</b>	<b>50</b>	<b>47%</b>	<b>107</b>	<b>229</b>	<b>374</b>	<b>644</b>
Rest of Africa	12	5	71%	7	11	15	24
<b>South Africa Total Single (incl other)</b>	<b>169</b>	<b>55</b>	<b>48%</b>	<b>114</b>	<b>240</b>	<b>389</b>	<b>668</b>
<b>OMSA</b>							
Savings	7	3	75%	4	12	12	64
Protection	40	31	344%	9	68	125	145
Healthcare	44	(16)	(27%)	60	110	153	183
<b>Total Recurring - OMSA</b>	<b>91</b>	<b>18</b>	<b>25%</b>	<b>73</b>	<b>190</b>	<b>290</b>	<b>392</b>
Rest of Africa	4	4	-	-	9	11	17
<b>South Africa Total Institutional Recurring - (incl other)</b>	<b>95</b>	<b>22</b>	<b>30%</b>	<b>73</b>	<b>199</b>	<b>301</b>	<b>409</b>
Total Institutional sales - OMSA	248	68	38%	180	419	664	1,036
Total Institutional sales - Rest of Africa	16	9	129%	7	20	26	41
<b>South Africa Total - (including other)</b>	<b>264</b>	<b>77</b>	<b>41%</b>	<b>187</b>	<b>439</b>	<b>690</b>	<b>1,077</b>
<b>APE margin</b>							
<b>OMSA</b>							
Retail	10%	(3%)	(23%)	13%	16%	18%	18%
Institutional	10%	4%	66%	6%	10%	8%	10%
<b>Total - OMSA</b>	<b>10%</b>	<b>(1%)</b>	<b>(9%)</b>	<b>11%</b>	<b>15%</b>	<b>16%</b>	<b>16%</b>
Rest of Africa	38%	(10%)	(21%)	48%	49%	47%	51%
<b>South Africa Total (incl other)</b>	<b>11%</b>	<b>(3%)</b>	<b>(21%)</b>	<b>14%</b>	<b>17%</b>	<b>17%</b>	<b>18%</b>
<b>Value of new business</b>							
OMSA	110	(12)	(10%)	122	324	527	756
Rest of Africa	27	6	29%	21	50	72	110
<b>South Africa Total</b>	<b>137</b>	<b>(6)</b>	<b>(4%)</b>	<b>143</b>	<b>374</b>	<b>599</b>	<b>866</b>

## 4.0 SOUTH AFRICA

Quarter ended 31 March 2008

4.3 Unit trust sales  
(Rm)

	2008	Change (Q1 '08 v Q1 '07)		2007			
	Q1	R	%	Q1	HY	Q3	FY
OMSA	4,372	701	19%	3,671	6,688	10,961	15,547
Rest of Africa	452	276	157%	176	299	418	509
<b>South Africa Total</b>	<b>4,824</b>	<b>977</b>	<b>25%</b>	<b>3,847</b>	<b>6,987</b>	<b>11,379</b>	<b>16,056</b>

## 4.4 OMSA - funds under management

Rbn	2008	Change (Q1 '08 v FY '07)		2007			
	Q1	R	%	Q1	HY	Q3	FY
Policyholders	287	(10)	(3%)	278	280	285	297
Third party client funds	92	(3)	(3%)	155	151	147	95
Unit trusts	54	1	2%	9	9	10	53
Client funds	433	(12)	(3%)	442	440	442	445
Shareholders' funds	27	2	8%	31	29	34	25
<b>Total OMSA FUM</b>	<b>460</b>	<b>(10)</b>	<b>(2%)</b>	<b>473</b>	<b>469</b>	<b>476</b>	<b>470</b>

## 4.0 SOUTH AFRICA

Quarter ended 31 March 2008

## 4.5 Nedbank Group - Banking

Rm	2008	Change (Q1 '08 v Q1 '07)		2007			
	Q1	R	%	Q1	HY	Q3	FY
Net interest income <sup>(4)</sup>	3,871	695	22%	3,176	6,568	10,288	14,146
Non interest revenue <sup>(4)</sup>	2,289	16	1%	2,273	4,742	7,518	10,445
Net interest margin <sup>(4)</sup>	3.85%	(0.04%)	(1.03%)	3.89%	3.90%	3.94%	3.94%
Total assets (Rbn) <sup>(4)</sup>	534	92	21%	442	461	490	489

## 4.6 Mutual &amp; Federal - General Insurance

Rm	2008	Change (Q1 '08 v Q1 '07)		2007			
	Q1	R	%	Q1	HY	Q3	FY
Gross written premiums <sup>(5)</sup>	2,566	151	6%	2,415	4,594	7,018	9,323
Net earned premiums <sup>(5)</sup>	2,086	130	7%	1,956	3,813	5,816	7,948

## 5.0 UNITED STATES

Quarter ended 31 March 2008

5.1 US Life \$m	2008	Change (Q1 '08 v Q1 '07)		2007			
	Q1	\$	%	Q1	HY	Q3	FY
<b>Life sales on an annual premium equivalent (APE) basis</b>							
Fixed annuities	10	8	400%	2	4	7	19
Immediate annuities	6	-	-	6	13	20	26
Indexed fixed annuities	34	(16)	(32%)	50	105	149	192
Life	18	(4)	(18%)	22	44	64	82
Variable Annuities	104	58	126%	46	122	233	352
<b>Total</b>	<b>172</b>	<b>46</b>	<b>37%</b>	<b>126</b>	<b>288</b>	<b>473</b>	<b>671</b>
APE margin %	21%	2%	11%	19%	19%	22%	21%
Value of new business	37	13	54%	24	55	104	144
Present value of future new business premiums	1,635	483	42%	1,152	2,661	4,410	6,305
PVNBP margin %	2.3%	0.2%	9.5%	2.1%	2.1%	2.4%	2.3%

**Funds under management  
\$bn**

	2008	Change (Q1 '08 v FY '07)		2007			
	Q1	\$	%	Q1	HY	Q3	FY
Funds managed by US Life	4.7	-	-	1.5	2.7	3.8	4.7
Funds managed by USAM on behalf of US Life	18.8	(0.6)	(3.1%)	20.9	20.0	19.5	19.4
<b>Total funds under management</b>	<b>23.5</b>	<b>(0.6)</b>	<b>(2.5%)</b>	<b>22.4</b>	<b>22.7</b>	<b>23.3</b>	<b>24.1</b>

5.2 US Life financial strength  
\$m

2008  
Q1

HY

2007  
Q3

FY

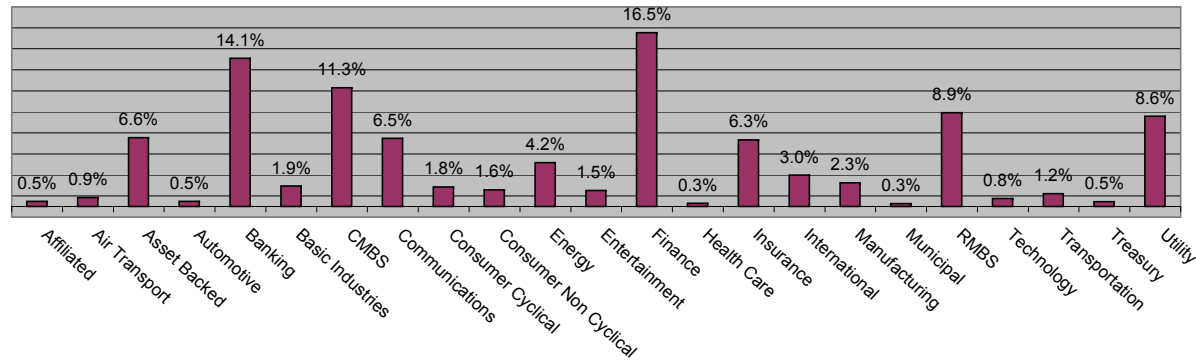
Financial strength

Rating

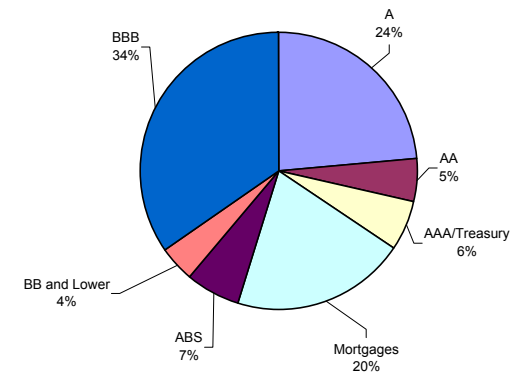
A.M. best rating (OMFLIC)	A	A	A	A
Portfolio average credit quality	A1	A1	A1	A1
Credit defaults	-	-	-	-
Realised loss (\$m)	(42)	(1)	(10)	(71)

US Life - bond portfolio at 31 March 2008

US Life bond portfolio by industry



US Life bond portfolio by type



## 5.0 UNITED STATES

Quarter ended 31 March 2008

5.3 US Asset Management \$m	2008	Change (Q1 '08 v Q1 '07)		2007			
	Q1	\$	%	Q1	HY	Q3	FY
Gross cash flows (\$b)	12.1	(0.8)	(6.2%)	12.9	32.8	51.4	70.5
Net client cash flow (\$b)	2.6	(3.6)	(58.1%)	6.2	17.2	26.3	35.2
Unit trust / mutual fund sales (\$m)	573	(482)	(46%)	1,055	2,219	3,125	3,782

Funds under management <sup>(2)</sup>

\$bn	2008	Change (Q1 '08 v FY '07)		2007			
	Q1	\$	%	Q1	HY	Q3	FY
Funds under management	316.8	(15.8)	(4.8%)	289.9	315.1	330.2	332.6



5.4 Exposure to sub-prime lending <sup>(6)</sup>

- Approximately 22.3% of Old Mutual US Life's portfolio is exposed to mortgage backed securities
  - Residential US\$2,390m
  - Commercial US\$2,031m
- Sub-prime exposure of \$740m (3.7% of overall portfolio) as of 31 March, 2008 (\$763m/3.8% as of 31 December 2007; \$862m/4.3% as of 30 September 2007)
  - Exposures concentrated in the most highly rated tranches (86% is AAA, 99% is AA and higher, and 100% is A and higher), with concentration in first mortgages without rate-reset risk, and owner-occupied rather than investor properties
  - Collateral has good characteristics: very high concentration of first mortgages, all fixed rate (no reset risk), high concentration of owner-occupied rather than investor properties
  - Acceptable original credit support remains
- Market value at 87% of book value
  - 2006 - 2007 vintages: 77% AAA, 100% AA and higher; concentrated in refinance mortgages (rather than purchase mortgages)
- No significant credit concerns raised on Alt-A and prime mortgage-backed holdings
- Total residential and commercial mortgage-backed holdings of \$4.4bn (22.3%) as of 31 March, 2008, of which \$2.4bn (12.0%) is RMBS and \$2.0bn (10.2%) is CMBS

5.5 Exposure to monoline insurance companies <sup>(6)</sup>

- Monoline exposure of \$550m (2.8% of overall portfolio) as of 31 March, 2008
  - \$482m (or 88% of the total exposure) is indirect (wrapped) exposure and has a 93% fair value to book value ratio
  - \$68m of which is direct (unsecured) exposure, with a 84% fair value to book value ratio
- Of the 12% that represents the direct exposure, most are being recapitalised, or have sufficient funds to go into run-off mode (if necessary)

5.6 US Life exposure to other sectors affected by sub-prime worries <sup>(6)</sup>

- The investment portfolio's aggregate credit experience is slightly under expectations but still in line with long-term assumptions
- 3.7% of US Life's general account portfolio of \$20 billion has direct exposure to sub-prime debt. Approximately 2.8% of US Life's general account portfolio has exposure to monoline insurers. The business was not fully immune to the unfavourable credit conditions and recorded impairment provisions during the first quarter with two securities written down by \$21 million. These write-downs reflect market value deterioration and fundamental business changes linked to sub-prime. As market conditions develop, there may be additional write-downs during the second quarter including sub-prime and mortgage related securities in common with other US financial institutions.
- 0.8% of the portfolio is in CDO's and credit default swaps, of which 99% is exposure to corporate credit and 1% is exposed to mortgage related securities
- 2.2% of the portfolio is unsecured bonds issued by mortgage lenders with sub-prime businesses. In all cases, sub-prime lending is a small part of their overall business
- 3.1% of the portfolio is in high yield corporate bonds. 79% of these holdings have a BB rating from either Moody's or S&P
- 1.1% of the portfolio is in hedge funds. None of these holdings have material exposures to sub-prime loans
- Whilst the business will experience mark-to-market losses on some holdings, it is well-matched to its liabilities and is fully able to hold the investments through to maturity

5.7 Further analysis <sup>(6)</sup>

## Limited exposure to current market credit issues

\$m	31 Mar 08	31 Dec 07	30 Sep 07	30 Jun 07
Total mortgage backed securities exposure				
Residential	2,390	2,478	2,376	2,314
Commercial	2,031	2,019	2,061	2,079
Percentage of total portfolio*	22.3%	22.4%	21.9%	21.7%
Sub-prime exposure	740	763	862	893
Percentage of total portfolio	3.7%	3.8%	4.3%	4.4%
AAA	86%	86%	86%	93%
AA	99%	99%	98%	99%
A	100%	100%	100%	100%
Market to Book Value	87.1%	96%	97.2%	97.9%
Monoline exposure	550	583		
Percentage of total portfolio	2.8%	2.9%		
Indirect (wrapped) exposure	482	493		
Fair to book value	93%	95%		
Direct exposure	68	90		
Fair to book value	84%	87%		

## Mortgage backed securities (MBS) &amp; municipal exposure

\$m	Book Value	LTV
MBS Exposure by LTV (March 31, 2008)		
Residential MBS	2,390	69%
Sub-Prime	740	73%
Commercial MBS	2,031	62%
Total MBS	4,421	66%

	% of Portfolio
Municipal bond exposure	0.3%

5.7 Further analysis continued <sup>(6)</sup>

## Sub-prime vintages

Vintage*	Aaa	Aa	A	Agency	Total
2007	52%	48%	0%	0%	100%
2006	93%	7%	0%	0%	100%
2005	90%	7%	3%	0%	100%
2004	100%	0%	0%	0%	100%
2003	87%	13%	0%	0%	100%
2002	11%	17%	1%	71%	100%
2001	100%	0%	0%	0%	100%
1998	0%	100%	0%	0%	100%

## Corporate bond portfolio (by percentage book value)

Corporate Bond Portfolio % book value by sector and ratings						
Sector	AAA	AA	A	BBB	BB and Below	Total
Finance	1%	3%	11%	7%	1%	23%
Banking	1%	2%	9%	8%	1%	20%
Utility	0%	0%	3%	8%	1%	12%
Communications	0%	0%	4%	5%	0%	9%
Insurance	0%	0%	4%	4%	1%	9%
Energy	0%	0%	2%	4%	0%	6%
Manufacturing	0%	0%	1%	2%	0%	3%
Other	1%	1%	5%	10%	1%	18%
Total	3%	7%	38%	47%	5%	100%

5.7 Further analysis continued <sup>(6)</sup>**Corporate bond portfolio (by market value to book value)**

Corporate Bond Portfolio market value / book value by sector and ratings						
Sector	AAA	AA	A	BBB	BB and Below	Total
Finance	98%	93%	92%	93%	76%	92%
Banking	100%	96%	92%	90%	83%	97%
Utility	108%	101%	97%	98%	83%	96%
Communications	N/A	N/A	98%	94%	99%	94%
Insurance	N/A	101%	96%	97%	63%	100%
Energy	110%	109%	102%	99%	102%	100%
Manufacturing	N/A	107%	101%	98%	92%	0%
Other	102%	98%	98%	98%	86%	97%
Total	102%	96%	95%	95%	80%	95%

## 6.0 ASIA PACIFIC

Quarter ended 31 March 2008

	2008	Change (Q1 '08 v Q1 '07)		2007			
	Q1	£	%	Q1	HY	Q3 YTD	FY
Unit trust / mutual fund sales (£m)	69	(45)	(39%)	114	318	478	604

	2008	Change (Q1 '08 v FY '07)		2007			
	Q1	£	%	Q1	HY	Q3 YTD	FY
Funds under management (£bn)	6.3	(0.2)	(3.1%)	6.1	6.6	6.6	6.5

**India / China**

	2008	Change (Q1 '08 v Q1 '07)		2007			
	Q1	£	%	Q1	HY	Q3 YTD	FY
<b>Gross written premiums</b>							
KMOM (India) (£m) <sup>(7)</sup>	109	53	95%	56	82	102	163
Skandia: BSAM (China) (£m) <sup>(7)</sup>	14	(2)	(13%)	16	53	103	122

## 7.0 ECONOMIC STATISTICS

Quarter ended 31 March 2008

	2008	Change (Q1 '08 v FY '07)		2007			
	Q1	value	%	Q1	HY	Q3	FY
<b>Exchange rates</b>							
<b>GBP/ZAR</b>							
Average rate	14.90	0.79	6%	14.14	14.11	14.20	14.11
Closing rate	16.15	2.55	19%	14.37	14.17	14.03	13.60
<b>GBP/USD</b>							
Average rate	1.98	(0.02)	(1%)	1.95	1.97	1.99	2.00
Closing rate	1.99	0.01	1%	1.97	2.01	2.04	1.98
<b>GBP/SEK</b>							
Average rate	12.42	(1.11)	(8%)	13.70	13.67	13.66	13.53
Closing rate	11.79	(1.04)	(8%)	13.76	13.73	13.18	12.83
<b>GBP/EUR</b>							
Average rate	1.32	(0.14)	(10%)	1.49	1.48	1.48	1.46
Closing rate	1.26	(0.10)	(7%)	1.47	1.48	1.43	1.36
<b>USD/ZAR</b>							
Average rate	7.53	0.48	7%	7.23	7.16	7.14	7.05
Closing rate	8.13	1.27	19%	7.30	7.06	6.88	6.86
<b>World Indices</b>							
MSCI World index	1,437	(152)	(10%)	1,514	1,602	1,634	1,589
MSCI EAFE	2,039	(214)	(10%)	2,148	2,262	2,300	2,253
<b>US Indices</b>							
S&P 500	1,315	(163)	(11%)	1,421	1,503	1,527	1,478
Nasdaq Composite	2,279	(373)	(14%)	2,422	2,603	2,702	2,652
Russell 1000 Growth	548	(64)	(10%)	559	595	619	612
Russell 1000 Value	722	(74)	(9%)	823	859	851	796
Dow Jones Industrial	12,263	(1,002)	(8%)	12,354	13,409	13,896	13,265
Ryan 5 Year Fixed Income	988	53	6%	864	857	890	935
S&P Barra Value	688	(73)	(10%)	770	811	810	761
<b>Other Indices</b>							
UK FTSE 100	5,702	(755)	(12%)	6,308	6,608	6,467	6,457
UK ALSI	2,927	(360)	(11%)	3,283	3,404	3,317	3,287
FTSE/JSE Africa All Share Index	29,588	630	2%	27,267	28,337	29,959	28,958
JSE/FTSE Life Insurance Index	15,136	(3,710)	(20%)	18,419	19,244	18,417	18,846
FTSE Life Insurance Index	4,952	(600)	(11%)	6,001	5,957	5,829	5,552