

# Old Mutual Unaudited Disclosure Supplement

For the quarter ended 31 March 2010

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## 1.0 OLD MUTUAL GROUP

Quarter ended 31 March 2010

1.1 Key financial data  
£

| APE (£m)                 | 2009       |            |            |            | 2010       |           | Q1'10 vs Q1'09 |  |
|--------------------------|------------|------------|------------|------------|------------|-----------|----------------|--|
|                          | Q1         | Q2         | Q3         | Q4         | Q1         | Value     | %              |  |
| Emerging Markets         | 84         | 81         | 104        | 124        | 97         | 13        | 15%            |  |
| Nordic                   | 65         | 69         | 46         | 55         | 54         | (11)      | (17%)          |  |
| Retail Europe            | 15         | 15         | 15         | 22         | 17         | 2         | 13%            |  |
| Wealth Management        | 130        | 137        | 147        | 203        | 210        | 80        | 62%            |  |
| US Life                  | 21         | 17         | 14         | 16         | 19         | (2)       | (10%)          |  |
| <b>Long Term Savings</b> | <b>315</b> | <b>319</b> | <b>326</b> | <b>420</b> | <b>397</b> | <b>82</b> | <b>26%</b>     |  |
| Bermuda                  | 1          | 1          | -          | (1)        | -          | (1)       | (100%)         |  |
| <b>Group</b>             | <b>316</b> | <b>320</b> | <b>326</b> | <b>419</b> | <b>397</b> | <b>81</b> | <b>26%</b>     |  |

| Unit Trust / mutual fund sales (£m) | 2009         |              |              |              | 2010         |            | Q1'10 vs Q1'09 |  |
|-------------------------------------|--------------|--------------|--------------|--------------|--------------|------------|----------------|--|
|                                     | Q1           | Q2           | Q3           | Q4           | Q1           | Value      | %              |  |
| Emerging Markets                    | 645          | 673          | 754          | 693          | 711          | 66         | 10%            |  |
| Nordic                              | 41           | 89           | 85           | 178          | 160          | 119        | 290%           |  |
| Retail Europe                       | 6            | 5            | 7            | 6            | 7            | 1          | 17%            |  |
| Wealth Management                   | 574          | 717          | 853          | 1,066        | 1,078        | 504        | 88%            |  |
| <b>Long Term Savings</b>            | <b>1,266</b> | <b>1,484</b> | <b>1,699</b> | <b>1,943</b> | <b>1,956</b> | <b>690</b> | <b>55%</b>     |  |
| USAM                                | 192          | 250          | 308          | 425          | 243          | 51         | 27%            |  |
| <b>Group</b>                        | <b>1,458</b> | <b>1,734</b> | <b>2,007</b> | <b>2,368</b> | <b>2,199</b> | <b>741</b> | <b>51%</b>     |  |

| NCCF (£bn)               | 2009         |            |              |              | 2010         |            | Q1'10 vs Q1'09 |  |
|--------------------------|--------------|------------|--------------|--------------|--------------|------------|----------------|--|
|                          | Q1           | Q2         | Q3           | Q4           | Q1           | Value      | %              |  |
| Emerging Markets         | (1.6)        | 0.3        | (0.3)        | -            | (0.1)        | 1.5        | 94%            |  |
| Nordic                   | 0.2          | 0.3        | 0.2          | 0.3          | 0.3          | 0.1        | 50%            |  |
| Retail Europe            | 0.1          | 0.1        | 0.2          | 0.1          | 0.1          | 0.0        | -              |  |
| Wealth Management        | 0.2          | 0.5        | 0.7          | 1.1          | 1.1          | 0.9        | 450%           |  |
| US Life                  | (0.5)        | 0.4        | (0.2)        | (0.2)        | -            | 0.5        | 100%           |  |
| <b>Long Term Savings</b> | <b>(1.6)</b> | <b>1.6</b> | <b>0.6</b>   | <b>1.3</b>   | <b>1.4</b>   | <b>3.0</b> | <b>188%</b>    |  |
| Nedbank                  | 0.1          | -          | 0.1          | 0.1          | 0.4          | 0.3        | 300%           |  |
| USAM                     | (1.4)        | 1.8        | (0.8)        | (4.1)        | (2.1)        | (0.7)      | (50%)          |  |
| Bermuda                  | -            | (0.3)      | (0.4)        | (0.1)        | -            | -          | -              |  |
| <b>Group</b>             | <b>(2.9)</b> | <b>3.1</b> | <b>(0.5)</b> | <b>(2.8)</b> | <b>(0.3)</b> | <b>2.6</b> | <b>90%</b>     |  |

| FUM (£bn)                | 2009         |              |              |              | 2010         |             | Q1'10 vs Q1'09 |  |
|--------------------------|--------------|--------------|--------------|--------------|--------------|-------------|----------------|--|
|                          | Q1           | Q2           | Q3           | Q4           | Q1           | Value       | %              |  |
| Emerging Markets         | 33.5         | 37.1         | 41.6         | 43.5         | 48.5         | 15.0        | 45%            |  |
| Nordic                   | 7.9          | 8.4          | 10.4         | 11.0         | 12.2         | 4.3         | 54%            |  |
| Retail Europe            | 3.3          | 3.4          | 4.1          | 4.1          | 4.5          | 1.2         | 36%            |  |
| Wealth Management        | 36.5         | 38.7         | 44.7         | 46.9         | 50.5         | 14.0        | 38%            |  |
| US Life                  | 0.2          | 0.3          | 6.7          | 6.7          | 6.9          | 6.7         | 3,350%         |  |
| <b>Long Term Savings</b> | <b>81.4</b>  | <b>87.9</b>  | <b>107.5</b> | <b>112.2</b> | <b>122.6</b> | <b>41.2</b> | <b>51%</b>     |  |
| Nedbank                  | 6.4          | 6.8          | 7.9          | 8.2          | 9.5          | 3.1         | 48%            |  |
| M&F                      | 0.1          | 0.1          | 0.1          | 0.2          | 0.2          | 0.1         | 100%           |  |
| USAM                     | 154.8        | 150.2        | 162.5        | 161.5        | 173.2        | 18.4        | 12%            |  |
| Bermuda                  | 2.3          | 2.3          | 2.9          | 2.9          | 3.1          | 0.8         | 35%            |  |
| <b>Group</b>             | <b>245.0</b> | <b>247.3</b> | <b>280.9</b> | <b>285.0</b> | <b>308.6</b> | <b>63.6</b> | <b>26%</b>     |  |

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## 1.0 OLD MUTUAL GROUP

Quarter ended 31 March 2010

## 1.1 Key financial data

## Local currency

|   | 2009         |              |              |              | 2010         |    | Q1'10 vs Q1'09 |             |
|---|--------------|--------------|--------------|--------------|--------------|----|----------------|-------------|
|   | Q1           | Q2           | Q3           | Q4           | Q1           | Q1 | Value          | %           |
| <b>APE (m)</b>                            |              |              |              |              |              |    |                |             |
| Emerging Markets (ZAR)                    | 1,084        | 1,182        | 1,358        | 1,554        | 1,141        |    | 57             | 5%          |
| Nordic (SEK)                              | 786          | 849          | 550          | 634          | 606          |    | (180)          | (23%)       |
| Retail Europe (EUR)                       | 16           | 18           | 16           | 25           | 19           |    | 3              | 19%         |
| Wealth Management (GBP)                   | 130          | 137          | 147          | 203          | 210          |    | 80             | 62%         |
| US Life (USD)                             | 30           | 27           | 23           | 27           | 29           |    | (1)            | (3%)        |
| <b>Long Term Savings (GBP)</b>            | <b>315</b>   | <b>319</b>   | <b>326</b>   | <b>420</b>   | <b>397</b>   |    | <b>82</b>      | <b>26%</b>  |
| Bermuda (USD)                             | 2            | -            | -            | -            | -            |    | (2)            | (100%)      |
| <b>Group (GBP)</b>                        | <b>316</b>   | <b>320</b>   | <b>326</b>   | <b>419</b>   | <b>397</b>   |    | <b>81</b>      | <b>26%</b>  |
|   |              |              |              |              |              |    |                |             |
| <b>Unit Trust / mutual fund sales (m)</b> |              |              |              |              |              |    |                |             |
| Emerging Markets (ZAR)                    | 9,194        | 8,905        | 9,794        | 8,528        | 8,325        |    | (869)          | (9%)        |
| Nordic (SEK)                              | 497          | 1,087        | 1,025        | 2,099        | 1,788        |    | 1,291          | 260%        |
| Retail Europe (EUR)                       | 7            | 5            | 9            | 6            | 8            |    | 1              | 14%         |
| Wealth Management (GBP)                   | 574          | 717          | 853          | 1,066        | 1,078        |    | 504            | 88%         |
| <b>Long Term Savings (GBP)</b>            | <b>1,266</b> | <b>1,484</b> | <b>1,699</b> | <b>1,943</b> | <b>1,956</b> |    | <b>690</b>     | <b>55%</b>  |
| USAM (USD)                                | 275          | 385          | 496          | 683          | 380          |    | 105            | 38%         |
| <b>Group (GBP)</b>                        | <b>1,458</b> | <b>1,734</b> | <b>2,007</b> | <b>2,368</b> | <b>2,199</b> |    | <b>741</b>     | <b>51%</b>  |
|   |              |              |              |              |              |    |                |             |
| <b>NCCF (bn)</b>                          |              |              |              |              |              |    |                |             |
| Emerging Markets (ZAR)                    | (22.5)       | 4.9          | (2.9)        | -            | (1.4)        |    | 21.1           | 94%         |
| Nordic (SEK)                              | 2.8          | 3.0          | 2.5          | 3.3          | 3.0          |    | 0.2            | 7%          |
| Retail Europe (EUR)                       | 0.1          | 0.1          | 0.2          | 0.2          | 0.1          |    | 0.0            | -           |
| Wealth Management (GBP)                   | 0.2          | 0.5          | 0.7          | 1.1          | 1.1          |    | 0.9            | 450%        |
| US Life (USD)                             | (0.8)        | 0.6          | (0.3)        | (0.3)        | -            |    | 0.8            | 100%        |
| <b>Long Term Savings (GBP)</b>            | <b>(1.6)</b> | <b>1.6</b>   | <b>0.6</b>   | <b>1.3</b>   | <b>1.4</b>   |    | <b>3.0</b>     | <b>188%</b> |
| Nedbank (ZAR)                             | 1.9          | (0.8)        | 1.8          | 1.3          | 4.5          |    | 2.6            | 137%        |
| USAM (USD)                                | (2.0)        | 2.6          | (1.2)        | (6.5)        | (3.3)        |    | (1.3)          | (65%)       |
| Bermuda (USD)                             | -            | (0.4)        | (0.6)        | (0.3)        | 0.1          |    | 0.1            | 100%        |
| <b>Group (GBP)</b>                        | <b>(2.9)</b> | <b>3.1</b>   | <b>(0.5)</b> | <b>(2.8)</b> | <b>(0.3)</b> |    | <b>2.6</b>     | <b>90%</b>  |
|   |              |              |              |              |              |    |                |             |
| <b>FUM (bn)</b>                           |              |              |              |              |              |    |                |             |
| Emerging Markets (ZAR)                    | 456.9        | 472.5        | 500.3        | 518.4        | 535.5        |    | 78.6           | 17%         |
| Nordic (SEK)                              | 93.9         | 106.3        | 115.6        | 127.2        | 133.7        |    | 39.8           | 42%         |
| Retail Europe (EUR)                       | 3.5          | 4.0          | 4.5          | 4.7          | 5.0          |    | 1.5            | 43%         |
| Wealth Management (GBP)                   | 36.5         | 38.7         | 44.7         | 46.9         | 50.5         |    | 14.0           | 38%         |
| US Life (USD)                             | 0.3          | 0.6          | 10.7         | 10.8         | 10.5         |    | 10.2           | 3,400%      |
| <b>Long Term Savings (GBP)</b>            | <b>81.4</b>  | <b>87.9</b>  | <b>107.5</b> | <b>112.2</b> | <b>122.6</b> |    | <b>41.2</b>    | <b>51%</b>  |
| Nedbank (ZAR)                             | 86.7         | 86.3         | 94.5         | 98.1         | 105.3        |    | 18.6           | 21%         |
| USAM (USD)                                | 222.1        | 247.1        | 260.3        | 260.8        | 263.1        |    | 41.0           | 18%         |
| Bermuda (USD)                             | 3.3          | 3.8          | 4.6          | 4.7          | 4.7          |    | 1.4            | 42%         |
| <b>Group (GBP)</b>                        | <b>245.0</b> | <b>247.3</b> | <b>280.9</b> | <b>285.0</b> | <b>308.6</b> |    | <b>63.6</b>    | <b>26%</b>  |

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## 1.0 OLD MUTUAL GROUP

Quarter ended 31 March 2010

## 1.2 Group Sales summary

| £m  | Long Term Savings |       |        |          | USAM |      |        |          | OM Group: Core operations |       |        |          |
|---|-------------------|-------|--------|----------|------|------|--------|----------|---------------------------|-------|--------|----------|
|   | 2010              | 2009  | Change | % Change | 2010 | 2009 | Change | % Change | 2010                      | 2009  | Change | % Change |
| <b>Life sales on an Annual Premium Equivalent Basis</b> |                   |       |        |          |      |      |        |          |                           |       |        |          |
| Q1  | 397               | 315   | 82     | 26%      | -    | -    | -      | -        | 397                       | 315   | 82     | 26%      |
| <b>Unit trust/ mutual fund sales</b>                    |                   |       |        |          |      |      |        |          |                           |       |        |          |
| Q1  | 1,956             | 1,266 | 690    | 55%      | 243  | 192  | 51     | 27%      | 2,199                     | 1,458 | 741    | 51%      |

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## 2.0 FUNDS UNDER MANAGEMENT

Quarter ended 31 March 2010

| 2.1 Funds under management by primary segment<br>£bn | 2010<br>Q1   | Change (Q1 '10 vs FY '09)<br>Value | %          | Q1           | 2009<br>HY   | Q3           | FY           | Page reference to<br>domestic currency |
|--|--------------|------------------------------------|------------|--------------|--------------|--------------|--------------|--|
| OMSA (including Rest of Africa) (£bn)                | 44.4         | 4.2                                | 10%        | 31.0         | 34.2         | 38.4         | 40.2         | 11                                     |
| New markets (£bn)                                    | 4.1          | 0.8                                | 24%        | 2.5          | 2.9          | 3.2          | 3.3          | 11                                     |
| Emerging Markets (£bn)                               | 48.5         | 5.0                                | 11%        | 33.5         | 37.1         | 41.6         | 43.5         | 11                                     |
| Nordic (£bn)   | 12.2         | 1.2                                | 11%        | 7.9          | 8.4          | 10.4         | 11.0         | 12                                     |
| Retail Europe (£bn)                                  | 4.5          | 0.4                                | 10%        | 3.3          | 3.4          | 4.1          | 4.1          | 13                                     |
| UK (£bn)   | 30.3         | 2.1                                | 7%         | 21.2         | 23.3         | 27.0         | 28.2         | 15                                     |
| International (£bn)                                  | 15.7         | 1.0                                | 7%         | 12.2         | 12.3         | 14.0         | 14.7         | 15                                     |
| Europe (£bn)   | 4.5          | 0.5                                | 13%        | 3.1          | 3.1          | 3.7          | 4.0          | 15                                     |
| Wealth Management (£bn)                              | 50.5         | 3.6                                | 8%         | 36.5         | 38.7         | 44.7         | 46.9         | 15                                     |
| <b>Long term savings excluding US Life (£bn)</b>     | <b>115.7</b> | <b>10.2</b>                        | <b>10%</b> | <b>81.2</b>  | <b>87.6</b>  | <b>100.8</b> | <b>105.5</b> |  |
| US Life (£bn) <sup>(1)(2)</sup>                      | 6.9          | 0.2                                | 3%         | 0.2          | 0.3          | 6.7          | 6.7          | 16                                     |
| <b>Long Term Savings (£bn)</b>                       | <b>122.6</b> | <b>10.4</b>                        | <b>9%</b>  | <b>81.4</b>  | <b>87.9</b>  | <b>107.5</b> | <b>112.2</b> |  |
| Nedbank (£bn)  | 9.5          | 1.3                                | 16%        | 6.4          | 6.8          | 7.9          | 8.2          | 18                                     |
| M&F (£bn)  | 0.2          | -                                  | -          | 0.1          | 0.1          | 0.1          | 0.2          | 19                                     |
| US Asset Management (£bn) <sup>(2)</sup>             | 173.2        | 11.7                               | 7%         | 154.8        | 150.2        | 162.5        | 161.5        | 20                                     |
| <b>Core operations (£bn)</b>                         | <b>305.5</b> | <b>23.4</b>                        | <b>8%</b>  | <b>242.7</b> | <b>245.0</b> | <b>278.0</b> | <b>282.1</b> |  |
| Bermuda (£bn)  | 3.1          | 0.2                                | 7%         | 2.3          | 2.3          | 2.9          | 2.9          | 22                                     |
| <b>Total Group FUM (£bn)</b>                         | <b>308.6</b> | <b>23.6</b>                        | <b>8%</b>  | <b>245.0</b> | <b>247.3</b> | <b>280.9</b> | <b>285.0</b> |  |

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. During September 2009 \$9bn of FUM was transferred from USAM affiliate Dwight to Goldman Sachs Asset Management.

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| 2.2 Net client cash flow                         | 2010         |                                  | 2009         |            |              |              |              | Page reference to domestic currency |
|--|--------------|----------------------------------|--------------|------------|--------------|--------------|--------------|-------------------------------------|
|  | Q1           | annualised as a % of opening FUM | Q1           | Q2         | Q3           | Q4           | FY YTD       |                                     |
| OMSA (including Rest of Africa) (£bn)            | (0.2)        | (2%)                             | (1.7)        | 0.2        | (0.3)        | (0.2)        | (2.0)        | 11                                  |
| New markets (£bn)                                | 0.1          | 10%                              | 0.1          | 0.1        | -            | 0.2          | 0.4          | 11                                  |
| Emerging Markets (£bn)                           | (0.1)        | (1%)                             | (1.6)        | 0.3        | (0.3)        | -            | (1.6)        | 11                                  |
| Nordic (£bn)                                     | 0.3          | 11%                              | 0.2          | 0.3        | 0.2          | 0.3          | 1.0          | 12                                  |
| Retail Europe (£bn)                              | 0.1          | 10%                              | 0.1          | 0.1        | 0.2          | 0.1          | 0.5          | 13                                  |
| UK   | 0.5          | 7%                               | 0.2          | 0.2        | 0.4          | 0.5          | 1.3          | 15                                  |
| International                                    | 0.2          | 5%                               | -            | 0.1        | 0.2          | 0.3          | 0.6          | 15                                  |
| Europe (£bn)                                     | 0.4          | 40%                              | -            | 0.2        | 0.1          | 0.3          | 0.6          | 15                                  |
| Wealth Management (£bn)                          | 1.1          | 9%                               | 0.2          | 0.5        | 0.7          | 1.1          | 2.5          | 15                                  |
| <b>Long term savings excluding US Life (£bn)</b> | <b>1.4</b>   | <b>5%</b>                        | <b>(1.1)</b> | <b>1.2</b> | <b>0.8</b>   | <b>1.5</b>   | <b>2.4</b>   |                                     |
| US Life (£bn)                                    | -            | -                                | (0.5)        | 0.4        | (0.2)        | (0.2)        | (0.5)        | 16                                  |
| <b>Long Term Savings (£bn)</b>                   | <b>1.4</b>   | <b>5%</b>                        | <b>(1.6)</b> | <b>1.6</b> | <b>0.6</b>   | <b>1.3</b>   | <b>1.9</b>   |                                     |
| Nedbank (£bn)                                    | 0.4          | 20%                              | 0.1          | -          | 0.1          | 0.1          | 0.3          | 18                                  |
| M&F (£bn)  | -            | -                                | -            | -          | -            | -            | -            | -                                   |
| US Asset Management (£bn)                        | (2.1)        | (5%)                             | (1.4)        | 1.8        | (0.8)        | (4.1)        | (4.5)        | 20                                  |
| <b>Core operations (£bn)</b>                     | <b>(0.3)</b> | <b>-</b>                         | <b>(2.9)</b> | <b>3.4</b> | <b>(0.1)</b> | <b>(2.7)</b> | <b>(2.3)</b> |                                     |
| Bermuda (£bn)                                    | -            | -                                | -            | (0.3)      | (0.4)        | (0.1)        | (0.8)        | 22                                  |
| <b>OM Group (£bn)</b>                            | <b>(0.3)</b> | <b>-</b>                         | <b>(2.9)</b> | <b>3.1</b> | <b>(0.5)</b> | <b>(2.8)</b> | <b>(3.1)</b> |                                     |

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### 3.0 Long Term Savings

Quarter ended 31 March 2010

| 3.1 Summary £m   | 2010<br>Q1   | Change (Q1 '10 vs Q1 '09)<br>Value | %          | Q1           | Q2           | 2009<br>Q3   | Q4           | FY YTD       |
|--|--------------|------------------------------------|------------|--------------|--------------|--------------|--------------|--------------|
| <b>Life sales on an Annual Premium Equivalent (APE) basis £m</b> |              |                                    |            |              |              |              |              |              |
| Emerging Markets   | 97           | 13                                 | 15%        | 84           | 81           | 104          | 124          | 393          |
| Nordic   | 54           | (11)                               | (17%)      | 65           | 69           | 46           | 55           | 235          |
| Retail Europe  | 17           | 2                                  | 13%        | 15           | 15           | 15           | 22           | 67           |
| Wealth Management  | 210          | 80                                 | 62%        | 130          | 137          | 147          | 203          | 617          |
| US Life  | 19           | (2)                                | (10%)      | 21           | 17           | 14           | 16           | 68           |
| <b>Long Term Savings</b>   | <b>397</b>   | <b>82</b>                          | <b>26%</b> | <b>315</b>   | <b>319</b>   | <b>326</b>   | <b>420</b>   | <b>1,380</b> |
| <b>Unit Trust / mutual fund sales £m</b>                         |              |                                    |            |              |              |              |              |              |
| Emerging Markets   | 711          | 66                                 | 10%        | 645          | 673          | 754          | 693          | 2,765        |
| Nordic   | 160          | 119                                | 290%       | 41           | 89           | 85           | 178          | 393          |
| Retail Europe  | 7            | 1                                  | 17%        | 6            | 5            | 7            | 6            | 24           |
| Wealth Management  | 1,078        | 504                                | 88%        | 574          | 717          | 853          | 1,066        | 3,210        |
| US Life  | -            | -                                  | -          | -            | -            | -            | -            | -            |
| <b>Long Term Savings</b>   | <b>1,956</b> | <b>690</b>                         | <b>55%</b> | <b>1,266</b> | <b>1,484</b> | <b>1,699</b> | <b>1,943</b> | <b>6,392</b> |
| <b>Funds under management £bn</b>                                |              |                                    |            |              |              |              |              |              |
|  | 2010<br>Q1   | Change (Q1 '10 vs FY '09)<br>Value | %          | Q1           | HY           | 2009<br>Q3   | FY           |              |
| Emerging Markets   | 48.5         | 5.0                                | 11%        | 33.5         | 37.1         | 41.6         | 43.5         |              |
| Nordic   | 12.2         | 1.2                                | 11%        | 7.9          | 8.4          | 10.4         | 11.0         |              |
| Retail Europe  | 4.5          | 0.4                                | 10%        | 3.3          | 3.4          | 4.1          | 4.1          |              |
| Wealth Management  | 50.5         | 3.6                                | 8%         | 36.5         | 38.7         | 44.7         | 46.9         |              |
| US Life  | 6.9          | 0.2                                | 3%         | 0.2          | 0.3          | 6.7          | 6.7          |              |
| <b>Long Term Savings</b>   | <b>122.6</b> | <b>10.4</b>                        | <b>9%</b>  | <b>81.4</b>  | <b>87.9</b>  | <b>107.5</b> | <b>112.2</b> |              |
| <b>Net client cash flow £bn</b>                                  |              |                                    |            |              |              |              |              |              |
|  | 2010<br>Q1   | annualised as a % of opening FUM   |            | Q1           | Q2           | 2009<br>Q3   | Q4           | FY YTD       |
| Emerging Markets   | (0.1)        | (1%)                               |            | (1.6)        | 0.3          | (0.3)        | -            | (1.6)        |
| Nordic   | 0.3          | 11%                                |            | 0.2          | 0.3          | 0.2          | 0.3          | 1.0          |
| Retail Europe  | 0.1          | 10%                                |            | 0.1          | 0.1          | 0.2          | 0.1          | 0.5          |
| Wealth Management  | 1.1          | 9%                                 |            | 0.2          | 0.5          | 0.7          | 1.1          | 2.5          |
| US Life  | -            | -                                  |            | (0.5)        | 0.4          | (0.2)        | (0.2)        | (0.5)        |
| <b>Long Term Savings</b>   | <b>1.4</b>   | <b>5%</b>                          |            | <b>(1.6)</b> | <b>1.6</b>   | <b>0.6</b>   | <b>1.3</b>   | <b>1.9</b>   |

Note: All amounts are in GBP. Amounts in domestic currency can be found in 3.2 - 3.20

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**3.0 Long Term Savings**

Quarter ended 31 March 2010

**3.2 Long term business APE sales by product**
**Emerging Markets**
**OMSA (including Rest of Africa) (Rm)**

|   | 2010<br>Q1 | Change (Q1 '10 vs Q1 '09)<br>Value | %          |
|---|------------|------------------------------------|------------|
| Single premiums   | 421        | 70                                 | 20%        |
| Recurring premiums  | 696        | 2                                  | -          |
| Total OMSA (including Rest of Africa) APE sales (Rm)*       | 1,117      | 72                                 | 7%         |
| <b>Total OMSA (including Rest of Africa) APE sales (£m)</b> | <b>95</b>  | <b>22</b>                          | <b>30%</b> |

**New markets (£m)**

|   |          |            |            |
|---|----------|------------|------------|
| Single premiums                         | 1        | -          | -          |
| Recurring premiums                      | 1        | (1)        | 50%        |
| <b>Total New markets APE sales (£m)</b> | <b>2</b> | <b>(1)</b> | <b>33%</b> |

**Total Emerging Markets APE sales (£m)**

|  |           |           |            |
|--|-----------|-----------|------------|
|  | <b>97</b> | <b>21</b> | <b>28%</b> |
|--|-----------|-----------|------------|

**Total Emerging Markets APE sales (Rm) \*\***

|  |              |           |           |
|--|--------------|-----------|-----------|
|  | <b>1,141</b> | <b>57</b> | <b>5%</b> |
|--|--------------|-----------|-----------|

|    |    | 2009 |    |        |  |  |
|----|----|------|----|--------|--|--|
| Q1 | Q2 | Q3   | Q4 | FY YTD |  |  |

|       |       |       |       |       |  |
|-------|-------|-------|-------|-------|--|
| 351   | 415   | 551   | 533   | 1,850 |  |
| 694   | 731   | 807   | 988   | 3,220 |  |
| 1,045 | 1,146 | 1,358 | 1,521 | 5,070 |  |
| 73    | 87    | 104   | 121   | 385   |  |

|   |   |   |   |   |  |
|---|---|---|---|---|--|
| 1 | 1 | - | 1 | 3 |  |
| 2 | 1 | - | 2 | 5 |  |
| 3 | 2 |   | 3 | 8 |  |

|    |    |     |     |     |  |
|----|----|-----|-----|-----|--|
| 76 | 89 | 104 | 124 | 393 |  |
|----|----|-----|-----|-----|--|

|       |       |       |       |       |  |
|-------|-------|-------|-------|-------|--|
| 1,084 | 1,182 | 1,358 | 1,554 | 5,178 |  |
|-------|-------|-------|-------|-------|--|

\* Following the sale of Nedlife to Nedbank in HY 2009, OMSA APE sales were adjusted to exclude Nedlife related sales. The amounts including Nedlife are as follows:

**£m**

Nedlife Credit Life  
Nedlife Savings  
**Total Nedlife sales**

OMSA (including Rest of Africa) APE sales excluding Nedlife

**Total OMSA (including Rest of Africa) APE sales as previously reported**

**Emerging Markets APE sales including Nedlife (£m)**

**Emerging Markets APE sales (Rm)**

**Nedlife sales**

**Emerging Markets APE sales including Nedlife (Rm)**

|    |    | 2009 |    |        |  |  |
|----|----|------|----|--------|--|--|
| Q1 | Q2 | Q3   | Q4 | FY YTD |  |  |

|   |     |   |   |   |  |
|---|-----|---|---|---|--|
| 7 | (7) | - | - | - |  |
| 1 | (1) | - | - | - |  |
| 8 | (8) | - | - | - |  |

|    |    |     |     |     |  |
|----|----|-----|-----|-----|--|
| 73 | 87 | 104 | 121 | 385 |  |
|----|----|-----|-----|-----|--|

|    |    |     |     |     |  |
|----|----|-----|-----|-----|--|
| 81 | 79 | 104 | 121 | 385 |  |
|----|----|-----|-----|-----|--|

|    |    |     |     |     |  |
|----|----|-----|-----|-----|--|
| 84 | 81 | 104 | 124 | 393 |  |
|----|----|-----|-----|-----|--|

|       |       |       |       |       |  |
|-------|-------|-------|-------|-------|--|
| 1,084 | 1,182 | 1,358 | 1,554 | 5,178 |  |
|-------|-------|-------|-------|-------|--|

|       |       |       |       |       |  |
|-------|-------|-------|-------|-------|--|
| 109   | (109) | -     | -     | -     |  |
| 1,193 | 1,073 | 1,358 | 1,554 | 5,178 |  |

\*\* Emerging market sales were translated into Rands in the year end 2009 report at the average exchange rate for the year. Amounts have been re-translated at the year to date quarterly rates for this report.

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## 3.0 Long Term Savings

Quarter ended 31 March 2010

## 3.2 Long term business APE sales by product

## Emerging Markets

## OMSA (including Rest of Africa) (Rm)

## RETAIL BUSINESS BY PRODUCT

## OMSA (including Rest of Africa) - Single

|                                       | 2010       |           | Change (Q1 '10 vs Q1 '09) |  |
|---------------------------------------|------------|-----------|---------------------------|--|
|                                       | Q1         | Value     | %                         |  |
| Retail Affluent - savings             | 190        | 54        | 40%                       |  |
| Retail mass market                    | -          | -         | -                         |  |
| Retail Affluent - annuity             | 60         | 10        | 20%                       |  |
| <b>Total Single (including other)</b> | <b>250</b> | <b>64</b> | <b>34%</b>                |  |

## OMSA (including Rest of Africa) - Recurring

|  |            |           |           |
|--|------------|-----------|-----------|
| Retail Affluent - savings                        | 152        | (17)      | (10%)     |
| Retail Affluent - protection (excluding Nedlife) | 162        | 33        | 26%       |
| Retail mass market - savings **                  | 150        | 9         | 6%        |
| Retail mass market - protection **               | 149        | (9)       | (6%)      |
| <b>Total Recurring (including other)</b>         | <b>613</b> | <b>16</b> | <b>3%</b> |

## OMSA (including Rest of Africa) - Total Retail

|  |            |           |            |
|--|------------|-----------|------------|
|  | <b>863</b> | <b>80</b> | <b>10%</b> |
|--|------------|-----------|------------|

## INSTITUTIONAL BUSINESS

## OMSA (including Rest of Africa) - Single

|                                       |            |          |           |
|---------------------------------------|------------|----------|-----------|
| Savings                               | 155        | 38       | 32%       |
| Annuity                               | 16         | (32)     | (67%)     |
| <b>Total Single (including other)</b> | <b>171</b> | <b>6</b> | <b>4%</b> |

## OMSA (including Rest of Africa) - Recurring

|  |           |             |              |
|--|-----------|-------------|--------------|
| Savings                                  | 20        | (14)        | (41%)        |
| Protection                               | 63        | -           | -            |
| <b>Total Recurring (including other)</b> | <b>83</b> | <b>(14)</b> | <b>(14%)</b> |

## OMSA (including Rest of Africa) - Total Institutional

|  |            |            |             |
|--|------------|------------|-------------|
|  | <b>254</b> | <b>(8)</b> | <b>(3%)</b> |
|--|------------|------------|-------------|

|  | 2009 |    |    |    | FY YTD |
|--|------|----|----|----|--------|
|  | Q1   | Q2 | Q3 | Q4 |        |

|  |            |            |            |            |            |
|--|------------|------------|------------|------------|------------|
|  | 136        | 143        | 218        | 196        | 693        |
|  | -          | 1          | -          | 1          | 2          |
|  | 50         | 51         | 50         | 54         | 205        |
|  | <b>186</b> | <b>195</b> | <b>268</b> | <b>251</b> | <b>900</b> |

|  |            |            |            |            |              |
|--|------------|------------|------------|------------|--------------|
|  | 169        | 127        | 145        | 147        | 588          |
|  | 129        | 182        | 204        | 222        | 737          |
|  | 141        | 160        | 197        | 230        | 728          |
|  | 158        | 193        | 217        | 223        | 791          |
|  | <b>597</b> | <b>662</b> | <b>763</b> | <b>822</b> | <b>2,844</b> |

|  |            |            |              |              |              |
|--|------------|------------|--------------|--------------|--------------|
|  | <b>783</b> | <b>857</b> | <b>1,031</b> | <b>1,073</b> | <b>3,744</b> |
|--|------------|------------|--------------|--------------|--------------|

|  |            |            |            |            |            |
|--|------------|------------|------------|------------|------------|
|  | 117        | 208        | 248        | 171        | 744        |
|  | 48         | 12         | 35         | 111        | 206        |
|  | <b>165</b> | <b>220</b> | <b>283</b> | <b>282</b> | <b>950</b> |

|  |           |           |           |            |            |
|--|-----------|-----------|-----------|------------|------------|
|  | 34        | 41        | 6         | 88         | 169        |
|  | 63        | 28        | 38        | 78         | 207        |
|  | <b>97</b> | <b>69</b> | <b>44</b> | <b>166</b> | <b>376</b> |

|  |            |            |            |            |              |
|--|------------|------------|------------|------------|--------------|
|  | <b>262</b> | <b>289</b> | <b>327</b> | <b>448</b> | <b>1,326</b> |
|--|------------|------------|------------|------------|--------------|

\* Following the sale of Nedlife to Nedbank in HY 2009, OMSA APE sales were adjusted to exclude Nedlife related sales. The amounts including Nedlife are as follows:

## Rm

|  |  |
|--|--|
| Nedlife Credit Life  |  |
| Nedlife Savings  |  |
| <b>Total Nedlife sales</b>   |  |
| OMSA including Rest of Africa recurring sales: protection (excl Nedlife)     |  |
| <b>OMSA recurring sales: Protection including Nedlife and Rest of Africa</b> |  |

|   |  |
|---|--|
| <b>OMSA (including Rest of Africa) - Total APE sales (Rm) - excluding Nedlife</b> |  |
| <b>OMSA (including Rest of Africa) - Total APE sales (Rm) - including Nedlife</b> |  |

|  | 2009       |              |            |            | FY YTD     |
|--|------------|--------------|------------|------------|------------|
|  | Q1         | Q2           | Q3         | Q4         |            |
|  | 93         | (93)         | -          | -          | -          |
|  | 16         | (16)         | -          | -          | -          |
|  | <b>109</b> | <b>(109)</b> | -          | -          | -          |
|  | 129        | 182          | 204        | 222        | 737        |
|  | <b>238</b> | <b>73</b>    | <b>204</b> | <b>222</b> | <b>737</b> |

|  |              |              |              |              |              |
|--|--------------|--------------|--------------|--------------|--------------|
|  | <b>1,045</b> | <b>1,146</b> | <b>1,358</b> | <b>1,521</b> | <b>5,070</b> |
|  | <b>1,154</b> | <b>1,037</b> | <b>1,358</b> | <b>1,521</b> | <b>5,070</b> |

\*\* Retail mass recurring APE sales are now split between their savings and protection components.

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### 3.0 Long Term Savings

Quarter ended 31 March 2010

#### 3.3 Unit trust sales

##### Emerging Markets

OMSA (including Rest of Africa) (Rm)  
**OMSA (including Rest of Africa) (£m)**

**New markets (£m)**

**Total Emerging Markets (£m)**

**Total Emerging Markets (Rm) \***

| 2010 | Change (Q1 '10 vs Q1 '09) |   |
|------|---------------------------|---|
| Q1   | Value                     | % |

|              |              |             |
|--------------|--------------|-------------|
| 5,335        | (802)        | (13%)       |
| <b>456</b>   | <b>26</b>    | <b>6%</b>   |
| <b>255</b>   | <b>40</b>    | <b>19%</b>  |
| <b>711</b>   | <b>66</b>    | <b>10%</b>  |
| <b>8,325</b> | <b>(869)</b> | <b>(9%)</b> |

|    |    | 2009 |    |        |  |
|----|----|------|----|--------|--|
| Q1 | Q2 | Q3   | Q4 | FY YTD |  |

|              |              |              |              |               |
|--------------|--------------|--------------|--------------|---------------|
| 6,137        | 5,756        | 6,648        | 4,389        | 22,930        |
| <b>430</b>   | <b>436</b>   | <b>511</b>   | <b>364</b>   | <b>1,741</b>  |
| <b>215</b>   | <b>237</b>   | <b>243</b>   | <b>329</b>   | <b>1,024</b>  |
| <b>645</b>   | <b>673</b>   | <b>754</b>   | <b>693</b>   | <b>2,765</b>  |
| <b>9,194</b> | <b>8,905</b> | <b>9,794</b> | <b>8,528</b> | <b>36,421</b> |

\* Emerging market amounts were translated into Rands in the year end 2009 report at the average exchange rate for the year. Amounts have been re-translated at the year to date quarterly rates for this report.

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## 3.0 Long Term Savings

Quarter ended 31 March 2010

## 3.4 Funds under management

## Emerging Markets

|   | 2010         |             | Change (Q1 '10 vs FY '09) |            | 2009         |              |              |              |
|---|--------------|-------------|---------------------------|------------|--------------|--------------|--------------|--------------|
|   | Q1           | Value       | Value                     | %          | Q1           | HY           | Q3           | FY           |
| Policyholders   | 303          | 5           |                           | 2%         | 256          | 272          | 290          | 298          |
| Third party client funds                              | 101          | 3           |                           | 3%         | 96           | 89           | 93           | 98           |
| Unit trusts   | 60           | 2           |                           | 3%         | 48           | 51           | 55           | 58           |
| Client funds  | 464          | 10          |                           | 2%         | 400          | 412          | 438          | 454          |
| Shareholders' funds                                   | 27           | 2           |                           | 8%         | 23           | 23           | 24           | 25           |
| Total OMSA (including Rest of Africa) FUM (Rbn) *     | 491          | 12          |                           | 3%         | 423          | 435          | 462          | 479          |
| <b>OMSA (including Rest of Africa) (£bn) *</b>        | <b>44.4</b>  | <b>4.2</b>  |                           | <b>10%</b> | <b>31.0</b>  | <b>34.2</b>  | <b>38.4</b>  | <b>40.2</b>  |
| <b>New markets (£bn)</b>                              | <b>4.1</b>   | <b>0.8</b>  |                           | <b>24%</b> | <b>2.5</b>   | <b>2.9</b>   | <b>3.2</b>   | <b>3.3</b>   |
| <b>Emerging Markets (£bn)</b>                         | <b>48.5</b>  | <b>5.0</b>  |                           | <b>11%</b> | <b>33.5</b>  | <b>37.1</b>  | <b>41.6</b>  | <b>43.5</b>  |
| <b>Emerging Markets (Rbn)</b>                         | <b>535.5</b> | <b>17.1</b> |                           | <b>3%</b>  | <b>456.9</b> | <b>472.5</b> | <b>500.3</b> | <b>518.4</b> |
| <b>* Amount includes OMIGSA managed assets: (Rbn)</b> |              |             |                           |            |              |              |              |              |
| Life  | 312          | 7           |                           | 2%         | 268          | 288          | 303          | 305          |
| Unit trusts   | 54           | 1           |                           | 2%         | 44           | 47           | 51           | 53           |
| Third party   | 85           | 2           |                           | 2%         | 83           | 77           | 81           | 83           |
| <b>Total OMIGSA managed assets</b>                    | <b>451</b>   | <b>10</b>   |                           | <b>2%</b>  | <b>395</b>   | <b>412</b>   | <b>435</b>   | <b>441</b>   |

## 3.5 Net client cash flow

## Emerging Markets

|  | 2010         |             | annualised as a % of |   | 2009          |            |              |              |               |
|--|--------------|-------------|----------------------|---|---------------|------------|--------------|--------------|---------------|
|  | Q1           | opening FUM | opening FUM          | % | Q1            | Q2         | Q3           | Q4           | FY YTD        |
| <b>Emerging Markets</b>                      | <b>(2.4)</b> | <b>(2%)</b> |                      |   | <b>(23.9)</b> | <b>3.5</b> | <b>(3.3)</b> | <b>(2.3)</b> | <b>(26.0)</b> |
| OMSA (including Rest of Africa) (Rbn)*       | (0.2)        | (2%)        |                      |   | (1.7)         | 0.2        | (0.3)        | (0.2)        | (2.0)         |
| <b>OMSA (including Rest of Africa) (£bn)</b> | <b>0.1</b>   | <b>12%</b>  |                      |   | <b>0.1</b>    | <b>0.1</b> | <b>-</b>     | <b>0.2</b>   | <b>0.4</b>    |
| <b>Total New markets (£bn)</b>               | <b>(0.1)</b> | <b>(1%)</b> |                      |   | <b>(1.6)</b>  | <b>0.3</b> | <b>(0.3)</b> | <b>-</b>     | <b>(1.6)</b>  |
| <b>Emerging Markets (Rbn) **</b>             | <b>(1.4)</b> | <b>(1%)</b> |                      |   | <b>(22.5)</b> | <b>4.9</b> | <b>(2.9)</b> | <b>-</b>     | <b>(20.5)</b> |
| <b>* Amount includes OMIGSA: (Rbn)</b>       |              |             |                      |   |               |            |              |              |               |
| OMIGSA NCCF                                  | (0.8)        | (1%)        |                      |   | (22.7)        | 3.9        | (3.3)        | (0.8)        | (22.9)        |

\*\* Emerging market amounts were translated into Rands in the year end 2009 report at the average exchange rate for the year. Amounts have been re-translated at the year to date quarterly rates for this report.

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## 3.0 Long Term Savings

Quarter ended 31 March 2010

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

| Nordic             | 2010      | Change (Q1 '10 vs Q1 '09) |              | 2009      |           |           |           |            |
|--------------------|-----------|---------------------------|--------------|-----------|-----------|-----------|-----------|------------|
|                    | Q1        | Value                     | %            | Q1        | Q2        | Q3        | Q4        | FY YTD     |
| Single premiums    | 157       | 20                        | 15%          | 137       | 199       | 117       | 178       | 631        |
| Recurring premiums | 449       | (200)                     | (31%)        | 649       | 650       | 433       | 456       | 2,188      |
| Total (SEKm)       | 606       | (180)                     | (23%)        | 786       | 849       | 550       | 634       | 2,819      |
| <b>Total (£m)</b>  | <b>54</b> | <b>(11)</b>               | <b>(17%)</b> | <b>65</b> | <b>69</b> | <b>46</b> | <b>55</b> | <b>235</b> |

## 3.7 Unit Trust / mutual fund sales

| Nordic    | 2010       | Change (Q1 '10 vs Q1 '09) |             | 2009      |           |           |            |            |
|-----------|------------|---------------------------|-------------|-----------|-----------|-----------|------------|------------|
|           | Q1         | Value                     | %           | Q1        | Q2        | Q3        | Q4         | FY YTD     |
| SEKm      | 1,788      | 1,291                     | 260%        | 497       | 1,087     | 1,025     | 2,099      | 4,708      |
| <b>£m</b> | <b>160</b> | <b>119</b>                | <b>290%</b> | <b>41</b> | <b>89</b> | <b>85</b> | <b>178</b> | <b>393</b> |

## 3.8 Funds under management

| Nordic     | 2010        | Change (Q1 '10 vs FY '09) |            | 2009       |            |             |             |
|------------|-------------|---------------------------|------------|------------|------------|-------------|-------------|
|            | Q1          | Value                     | %          | Q1         | HY         | Q3          | FY          |
| SEKbn      | 133.7       | 6.5                       | 5%         | 93.9       | 106.3      | 115.6       | 127.2       |
| <b>£bn</b> | <b>12.2</b> | <b>1.2</b>                | <b>11%</b> | <b>7.9</b> | <b>8.4</b> | <b>10.4</b> | <b>11.0</b> |

## 3.9 Net client cash flow

| Nordic     | 2010       | annualised as a % of |  | 2009       |            |            |            |            |
|------------|------------|----------------------|--|------------|------------|------------|------------|------------|
|            | Q1         | opening FUM          |  | Q1         | Q2         | Q3         | Q4         | FY YTD     |
| SEKbn      | 3.0        | 10%                  |  | 2.8        | 3.0        | 2.5        | 3.3        | 11.6       |
| <b>£bn</b> | <b>0.3</b> | <b>11%</b>           |  | <b>0.2</b> | <b>0.3</b> | <b>0.2</b> | <b>0.3</b> | <b>1.0</b> |

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### 3.0 Long Term Savings

Quarter ended 31 March 2010

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

##### Retail Europe

|                    | 2010      | Change (Q1 '10 vs Q1 '09) |            |
|--------------------|-----------|---------------------------|------------|
|                    | Q1        | Value                     | %          |
| Single premiums    | 2         | 1                         | 100%       |
| Recurring premiums | 17        | 2                         | 13%        |
| Total (EURm)       | 19        | 3                         | 19%        |
| <b>Total (£m)</b>  | <b>17</b> | <b>2</b>                  | <b>13%</b> |

| 2009      |           |           |           |           |
|-----------|-----------|-----------|-----------|-----------|
| Q1        | Q2        | Q3        | Q4        | FY YTD    |
| 1         | 2         | 1         | 2         | 6         |
| 15        | 16        | 15        | 23        | 69        |
| 16        | 18        | 16        | 25        | 75        |
| <b>15</b> | <b>15</b> | <b>15</b> | <b>22</b> | <b>67</b> |

#### 3.11 Unit Trust / mutual fund sales

##### Retail Europe

|           | 2010     | Change (Q1 '10 vs Q1 '09) |            |
|-----------|----------|---------------------------|------------|
|           | Q1       | Value                     | %          |
| EURm      | 8        | 1                         | 14%        |
| <b>£m</b> | <b>7</b> | <b>1</b>                  | <b>17%</b> |

| 2009     |          |          |          |           |
|----------|----------|----------|----------|-----------|
| Q1       | Q2       | Q3       | Q4       | FY YTD    |
| 7        | 5        | 9        | 6        | 27        |
| <b>6</b> | <b>5</b> | <b>7</b> | <b>6</b> | <b>24</b> |

#### 3.12 Funds under management

##### Retail Europe

|            | 2010       | Change (Q1 '10 vs FY '09) |            |
|------------|------------|---------------------------|------------|
|            | Q1         | Value                     | %          |
| EURbn      | 5.0        | 0.3                       | 6%         |
| <b>£bn</b> | <b>4.5</b> | <b>0.4</b>                | <b>10%</b> |

| 2009       |            |            |            |
|------------|------------|------------|------------|
| Q1         | HY         | Q3         | FY         |
| 3.5        | 4.0        | 4.5        | 4.7        |
| <b>3.3</b> | <b>3.4</b> | <b>4.1</b> | <b>4.1</b> |

#### 3.13 Net client cash flow

##### Retail Europe

|            | 2010       | annualised as a % of opening FUM |
|------------|------------|----------------------------------|
|            | Q1         |                                  |
| EURbn      | 0.1        | 9%                               |
| <b>£bn</b> | <b>0.1</b> | <b>10%</b>                       |

| 2009       |            |            |            |            |
|------------|------------|------------|------------|------------|
| Q1         | Q2         | Q3         | Q4         | FY YTD     |
| 0.1        | 0.1        | 0.2        | 0.2        | 0.6        |
| <b>0.1</b> | <b>0.1</b> | <b>0.2</b> | <b>0.1</b> | <b>0.5</b> |

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### 3.0 Long Term Savings

Quarter ended 31 March 2010

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

##### Wealth Management

##### UK (£m)

Single premiums <sup>(3)</sup>

Recurring premiums

**Total (£m)**

##### International (£m)

Single premiums <sup>(3)</sup>

Recurring premiums

**Total (£m)**

##### Europe (EURm)

Single premiums <sup>(3)</sup>

Recurring premiums

Total (EURm)

**Total (£m)**

Total single premiums

Total recurring premiums

**Total (£m)**

|                                | 2010<br>Q1 | Change (Q1 '10 vs Q1 '09) |             |
|--------------------------------|------------|---------------------------|-------------|
|                                |            | Value                     | %           |
| Single premiums <sup>(3)</sup> | 75         | 35                        | 88%         |
| Recurring premiums             | 23         | 6                         | 35%         |
| <b>Total (£m)</b>              | <b>98</b>  | <b>41</b>                 | <b>72%</b>  |
| Single premiums <sup>(3)</sup> | 44         | 17                        | 63%         |
| Recurring premiums             | 16         | (14)                      | (47%)       |
| <b>Total (£m)</b>              | <b>60</b>  | <b>3</b>                  | <b>5%</b>   |
| Single premiums <sup>(3)</sup> | 57         | 41                        | 255%        |
| Recurring premiums             | 2          | -                         | -           |
| Total (EURm)                   | 59         | 41                        | 228%        |
| <b>Total (£m)</b>              | <b>52</b>  | <b>36</b>                 | <b>225%</b> |
| Total single premiums          | 169        | 88                        | 109%        |
| Total recurring premiums       | 41         | (8)                       | (16%)       |
| <b>Total (£m)</b>              | <b>210</b> | <b>80</b>                 | <b>62%</b>  |

|                                | 2009       |            |            |            | FY YTD     |
|--------------------------------|------------|------------|------------|------------|------------|
|                                | Q1         | Q2         | Q3         | Q4         |            |
| Single premiums <sup>(3)</sup> | 40         | 38         | 53         | 62         | 193        |
| Recurring premiums             | 17         | 22         | 19         | 25         | 83         |
| <b>Total (£m)</b>              | <b>57</b>  | <b>60</b>  | <b>72</b>  | <b>87</b>  | <b>276</b> |
| Single premiums <sup>(3)</sup> | 27         | 30         | 29         | 48         | 134        |
| Recurring premiums             | 30         | 24         | 23         | 25         | 102        |
| <b>Total (£m)</b>              | <b>57</b>  | <b>54</b>  | <b>52</b>  | <b>73</b>  | <b>236</b> |
| Single premiums <sup>(3)</sup> | 16         | 24         | 24         | 45         | 109        |
| Recurring premiums             | 2          | 2          | 2          | 2          | 8          |
| Total (EURm)                   | 18         | 26         | 26         | 47         | 117        |
| <b>Total (£m)</b>              | <b>16</b>  | <b>23</b>  | <b>23</b>  | <b>43</b>  | <b>105</b> |
| Total single premiums          | 81         | 89         | 104        | 152        | 426        |
| Total recurring premiums       | 49         | 48         | 43         | 51         | 191        |
| <b>Total (£m)</b>              | <b>130</b> | <b>137</b> | <b>147</b> | <b>203</b> | <b>617</b> |

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### 3.0 Long Term Savings

Quarter ended 31 March 2010

#### 3.15 Unit Trust / mutual fund sales

##### Wealth Management

|                      | 2010         | Change (Q1 '10 vs Q1 '09) |            | 2009       |            |            |              |              |
|----------------------|--------------|---------------------------|------------|------------|------------|------------|--------------|--------------|
|                      | Q1           | Value                     | %          | Q1         | Q2         | Q3         | Q4           | FY YTD       |
| UK (£m) *            | 796          | 427                       | 116%       | 369        | 461        | 536        | 724          | 2,090        |
| International (£m) * | 270          | 67                        | 33%        | 203        | 253        | 315        | 329          | 1,100        |
| Europe (EURm)        | 14           | 12                        | 600%       | 2          | 3          | 3          | 15           | 23           |
| Europe (£m)          | 12           | 10                        | 500%       | 2          | 3          | 2          | 13           | 20           |
| <b>Total (£m)</b>    | <b>1,078</b> | <b>504</b>                | <b>88%</b> | <b>574</b> | <b>717</b> | <b>853</b> | <b>1,066</b> | <b>3,210</b> |

#### 3.16 Funds under management

##### Wealth Management

|                     | 2010        | Change (Q1 '10 vs FY '09) |           | 2009        |             |             |             |
|---------------------|-------------|---------------------------|-----------|-------------|-------------|-------------|-------------|
|                     | Q1          | Value                     | %         | Q1          | HY          | Q3          | FY          |
| UK (£bn)            | 30.3        | 2.1                       | 7%        | 21.2        | 23.3        | 27.0        | 28.2        |
| International (£bn) | 15.7        | 1.0                       | 7%        | 12.2        | 12.3        | 14.0        | 14.7        |
| Europe (EURbn)      | 5.0         | 0.5                       | 11%       | 3.4         | 3.7         | 4.0         | 4.5         |
| Europe (£bn)        | 4.5         | 0.5                       | 13%       | 3.1         | 3.1         | 3.7         | 4.0         |
| <b>Total (£bn)</b>  | <b>50.5</b> | <b>3.6</b>                | <b>8%</b> | <b>36.5</b> | <b>38.7</b> | <b>44.7</b> | <b>46.9</b> |

#### 3.17 Net client cash flow

##### Wealth Management

|                     | 2010       | annualised as a % of opening FUM | 2009       |            |            |            |            |
|---------------------|------------|----------------------------------|------------|------------|------------|------------|------------|
|                     | Q1         |                                  | Q1         | Q2         | Q3         | Q4         | FY YTD     |
| UK (£bn)            | 0.5        | 7%                               | 0.2        | 0.2        | 0.4        | 0.5        | 1.3        |
| International (£bn) | 0.2        | 5%                               | -          | 0.1        | 0.2        | 0.3        | 0.6        |
| Europe (EURbn)      | 0.4        | 36%                              | -          | 0.2        | 0.2        | 0.3        | 0.7        |
| Europe (bn)         | 0.4        | 40%                              | -          | 0.2        | 0.1        | 0.3        | 0.6        |
| <b>Total (£bn)</b>  | <b>1.1</b> | <b>9%</b>                        | <b>0.2</b> | <b>0.5</b> | <b>0.7</b> | <b>1.1</b> | <b>2.5</b> |

\* UK single premiums excludes APE sales now reported under mutual funds.

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### 3.0 Long Term Savings

Quarter ended 31 March 2010

| US Life \$m   | 2010      | Change (Q1 '10 vs Q1 '09) |             | 2009      |           |           |           |            |
|---|-----------|---------------------------|-------------|-----------|-----------|-----------|-----------|------------|
| 3.18 Life Sales on an annual premium equivalent basis         | Q1        | Value                     | %           | Q1        | Q2        | Q3        | Q4        | FY YTD     |
| <b>Life Sales on an annual premium equivalent (APE) basis</b> |           |                           |             |           |           |           |           |            |
| Fixed deferred annuities                                      | 3         | 1                         | 50%         | 2         | 2         | -         | 1         | 5          |
| Immediate annuity   | 7         | 2                         | 40%         | 5         | 4         | 5         | 5         | 19         |
| Fixed indexed annuity   | 16        | 2                         | 14%         | 14        | 14        | 14        | 18        | 60         |
| Life  | 3         | (6)                       | (67%)       | 9         | 7         | 4         | 3         | 23         |
| <b>Total</b>  | <b>29</b> | <b>(1)</b>                | <b>(3%)</b> | <b>30</b> | <b>27</b> | <b>23</b> | <b>27</b> | <b>107</b> |

| 3.19 Funds under management   | 2010       | Change (Q1 '10 vs FY '09) |           | 2009       |            |            |            |
|---|------------|---------------------------|-----------|------------|------------|------------|------------|
|   | Q1         | Value                     | %         | Q1         | HY         | Q3         | FY         |
| Total funds under management (inc of FUM managed by USAM on behalf of US Life) (\$bn) | 16.8       | 0.1                       | 1%        | 14.7       | 15.8       | 16.9       | 16.7       |
| <b>FUM (End Manager basis)</b>  |            |                           |           |            |            |            |            |
| US Life (\$bn) <sup>(1) (2)</sup>   | 10.5       | (0.3)                     | (3%)      | 0.3        | 0.6        | 10.7       | 10.8       |
| US Life (£bn) <sup>(1) (2)</sup>  | <b>6.9</b> | <b>0.2</b>                | <b>3%</b> | <b>0.2</b> | <b>0.3</b> | <b>6.7</b> | <b>6.7</b> |

| 3.20 Net client cash flow         | 2010 | annualised as a % of |   | 2009         |            |              |              |              |
|-----------------------------------|------|----------------------|---|--------------|------------|--------------|--------------|--------------|
|                                   | Q1   | opening FUM          |   | Q1           | Q2         | Q3           | Q4           | FY YTD       |
| US Life(\$bn) (End Manager basis) | -    | -                    | - | (0.8)        | 0.6        | (0.3)        | (0.3)        | (0.8)        |
| US Life (£bn) (End Manager basis) | -    | -                    | - | <b>(0.5)</b> | <b>0.4</b> | <b>(0.2)</b> | <b>(0.2)</b> | <b>(0.5)</b> |

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. During September 2009 \$9bn of FUM was transferred from USAM affiliate Dwight to Goldman Sachs Asset Management.

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3.0 Long Term Savings

Quarter ended 31 March 2010

US Life \$m  
3.21 Financial Strength

2010  
Mar

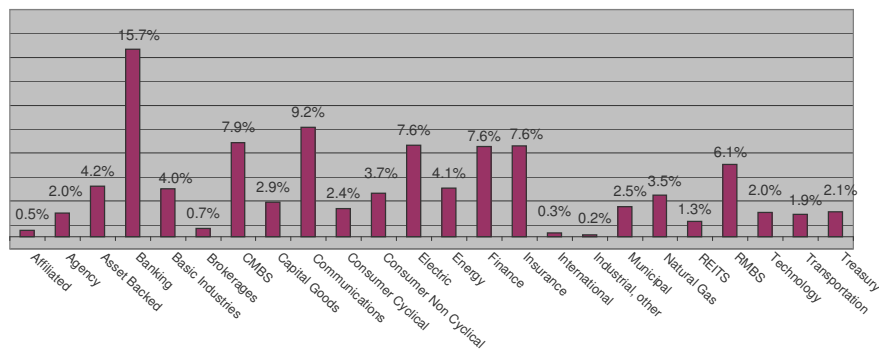
2009  
Q1 HY Q3 FY

Rating

|                                  |    |    |    |    |    |
|----------------------------------|----|----|----|----|----|
| A.M. best rating (OMFLIC)        | A- | A- | A- | A- | A- |
| Portfolio average credit quality | A2 | A1 | A1 | A1 | A1 |

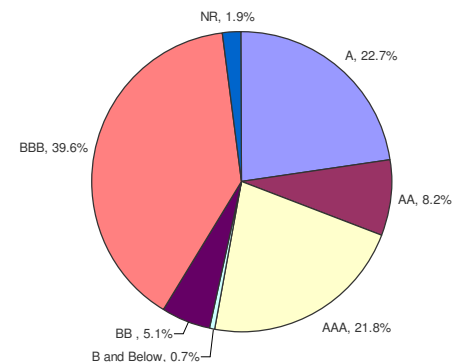
|                                    |       |         |         |       |       |
|------------------------------------|-------|---------|---------|-------|-------|
| Impairment Losses                  |       | (12)    | (199)   | (240) | (389) |
| Realised Losses                    | (15)  | -       | (6)     | (8)   | (64)  |
| Realised Gains                     | 61    | 9       | 46      | 72    | 98    |
| Net unrealised loss position (\$m) | (167) | (2,844) | (1,615) | (614) | (497) |
| Net unrealised loss position (£m)  | (107) | (1,981) | (1,081) | (398) | (317) |

Total US Life bond portfolio by industry



INVESTED ASSETS BY RATING

Overall average portfolio credit quality: A2



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## 4.0 Nedbank

Quarter ended 31 March 2010

| Nedbank Rm             | 2010  | Change (Q1 '10 vs Q1 '09) |      | 2009   |        |        |        |
|------------------------|-------|---------------------------|------|--------|--------|--------|--------|
|                        | Q1    | value                     | %    | Q1 YTD | HY YTD | Q3 YTD | FY YTD |
| Net interest income *  | 4,046 | (82)                      | (2%) | 4,128  | 8,185  | 12,198 | 16,306 |
| Non-interest revenue * | 3,034 | 483                       | 19%  | 2,551  | 5,377  | 8,542  | 11,906 |
| Net interest margin *  | 3.38% | (0.10%)                   | -    | 3.48%  | 3.44%  | 3.40%  | 3.39%  |
| Cost to income ratio * | 53.6% | 2.9%                      | -    | 50.7%  | 52.5%  | 52.8%  | 53.5%  |
| Credit loss ratio *    | 1.46% | (0.21%)                   | -    | 1.67%  | 1.57%  | 1.48%  | 1.47%  |
| Total assets (Rbn) *   | 579   | 19                        | 3%   | 560    | 557    | 565    | 571    |

| Funds under management | 2010       | Change (Q1 '10 vs FY '09) |            | 2009       |            |            |            |
|------------------------|------------|---------------------------|------------|------------|------------|------------|------------|
|                        | Q1         | Value                     | %          | Q1         | Q2         | Q3         | FY         |
| Nedbank (Rbn)          | 105.3      | 7.2                       | 7%         | 86.7       | 86.3       | 94.5       | 98.1       |
| <b>Nedbank (£bn)</b>   | <b>9.5</b> | <b>1.3</b>                | <b>16%</b> | <b>6.4</b> | <b>6.8</b> | <b>7.9</b> | <b>8.2</b> |

| Net client cash flow | 2010       | annualised as a % of |  | 2009       |          |            |            |            |
|----------------------|------------|----------------------|--|------------|----------|------------|------------|------------|
|                      | Q1         | opening FUM          |  | Q1         | Q2       | Q3         | Q4         | FY YTD     |
| Nedbank (Rbn)        | 4.5        | 18%                  |  | 1.9        | (0.8)    | 1.8        | 1.3        | 4.2        |
| <b>Nedbank (£bn)</b> | <b>0.4</b> | <b>19%</b>           |  | <b>0.1</b> | <b>-</b> | <b>0.1</b> | <b>0.1</b> | <b>0.3</b> |

\* Balances are as reported by Nedbank

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| 5.0 Mutual & Federal     |         | Quarter ended 31 March 2010 |      |         |         |         |         |        |
|--------------------------|---------|-----------------------------|------|---------|---------|---------|---------|--------|
| Mutual & Federal Rm      | 2010 Q1 | Change (Q1 '10 vs Q1 '09)   |      | 2009 Q1 | 2009 Q2 | 2009 Q3 | 2009 Q4 | FY YTD |
|                          |         | value                       | %    |         |         |         |         |        |
| Gross written premiums * | 2,208   | (177)                       | (7%) | 2,385   | 1,973   | 2,096   | 2,002   | 8,456  |
| Net earned premiums *    | 1,708   | (147)                       | (8%) | 1,855   | 1,695   | 1,639   | 1,685   | 6,874  |

\* Balances are amounts as reported by M&F and represent 100% ownership interest. Therefore both 2010 and 2009 balances are unaffected by Group's purchase of minority interests in M&F.

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| 6.0 USAM                              |       |                           |      |       |       |       |       |        |
|---------------------------------------|-------|---------------------------|------|-------|-------|-------|-------|--------|
| Quarter ended 31 March 2010           |       |                           |      |       |       |       |       |        |
| 6.1 US Asset Management               | 2010  | Change (Q1 '10 vs Q1 '09) |      | 2009  |       |       |       |        |
| \$m                                   | Q1    | value                     | %    | Q1    | Q2    | Q3    | Q4    | FY YTD |
| Gross cash flows (\$bn)               | 5.9   | (0.1)                     | (2%) | 6.0   | 10.5  | 9.8   | 12.8  | 39.1   |
| Net Client cash flow (\$bn)           | (3.3) | (1.3)                     | 65%  | (2.0) | 2.6   | (1.2) | (6.5) | (7.1)  |
| Unit trust/mutual fund sales (\$m)    | 380   | 105                       | 38%  | 275   | 385   | 496   | 683   | 1,839  |
| 6.2 Funds under management            | 2010  | Change (Q1 '10 vs FY '09) |      | 2009  |       |       |       |        |
| \$bn                                  | Q1    | Value                     | %    | Q1    | HY    | Q3    | FY    |        |
| Total funds under management (\$bn) * | 263.1 | 2.3                       | 1%   | 222.1 | 247.1 | 260.3 | 260.8 |        |

\* Funds under management is on an end user basis therefore includes all inter-company funds being managed by USAM. During September 2009 \$9bn of FUM was transferred from USAM affiliate Dwight to Goldman Sachs Asset Management.

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## 6.0 USAM

Quarter ended 31 March 2010

6.3 US Asset Management: fund mix (\$bn)  
(\$bn)

## Equity

|   | 2009 est.<br>management<br>fee rates (bps) | Indicative benchmarks                            | FUM<br>Q1 2010 |
|---|--|--|----------------|
| US value                                    | 20-30                                      | Russell 1000 Value                               | 60             |
| US growth                                   | 50-60                                      | Russell 1000 / 2000 Growth                       | 6              |
| US core                                     | 35-45                                      | S&P 500  | 12             |
| Non-US                                      | 40-50                                      | MSCI EAFE  | 45             |
|   |  |  | <b>123</b>     |
| Fixed income                                | 8-15                                       | Barclays Capital Aggregate / Non-US Govt<br>Bond | 106            |
| Alternative / real estate / cash collateral | 40-50                                      | 3 month T-Bill / Wilshire RE                     | 34             |
| <b>Total</b>                                | <b>27</b>                                  |  | <b>263</b>     |

| FUM<br>Q1 2009 | FUM<br>HY 2009 | FUM<br>Q3 2009 | FUM<br>FY 2009 |
|----------------|----------------|----------------|----------------|
| 43             | 50             | 56             | 56             |
| 5              | 6              | 6              | 7              |
| 10             | 11             | 13             | 12             |
| 32             | 41             | 47             | 45             |
| <b>90</b>      | <b>108</b>     | <b>122</b>     | <b>120</b>     |
| 104            | 109            | 107            | 106            |
| 28             | 30             | 31             | 35             |
| <b>222</b>     | <b>247</b>     | <b>260</b>     | <b>261</b>     |

## 6.4 USAM Affiliate Firms

\$'000

|                             | Q1 2010<br>USAM<br>website AUM | QOQ<br>V \$  | QOQ<br>V% |
|-----------------------------|--------------------------------|--------------|-----------|
| Acadian                     | 49,365                         | 51           | 0%        |
| Analytic                    | 8,897                          | (394)        | (4%)      |
| Ashfield                    | 3,801                          | 74           | 2%        |
| Barrow Hanley               | 58,234                         | 3,202        | 6%        |
| Campbell Group              | 5,576                          | 81           | 1%        |
| Clay Finlay                 | -                              | -            | -         |
| Copper Rock                 | 1,682                          | 54           | 3%        |
| Dwight                      | 56,238                         | (867)        | (2%)      |
| Heitman                     | 18,107                         | (1,156)      | (6%)      |
| ICM                         | 2,284                          | 228          | 11%       |
| Lincluden                   | 2,643                          | 372          | 16%       |
| Provident (PIC)             | 594                            | 47           | 9%        |
| Rogge                       | 37,436                         | 62           | 0%        |
| THB                         | 1,986                          | 183          | 10%       |
| TS&W                        | 7,898                          | 488          | 7%        |
| Other                       | 1,895                          | (100)        | (5%)      |
| <b>Total exl. OMAM (UK)</b> | <b>256,636</b>                 | <b>2,325</b> | <b>1%</b> |
| OMAM (UK)                   | 6,455                          | 13           | 0%        |
| <b>Total</b>                | <b>263,091</b>                 | <b>2,338</b> | <b>1%</b> |

| Q1 2009<br>USAM<br>website AUM | Q2 2009<br>USAM<br>website AUM | Q3 2009<br>USAM<br>website AUM | Q4 2009<br>USAM<br>website AUM |
|--------------------------------|--------------------------------|--------------------------------|--------------------------------|
| 37,426                         | 46,634                         | 53,076                         | 49,314                         |
| 7,630                          | 8,469                          | 8,998                          | 9,291                          |
| 2,675                          | 3,126                          | 3,574                          | 3,727                          |
| 38,697                         | 46,024                         | 53,672                         | 55,032                         |
| 5,099                          | 5,099                          | 5,495                          | 5,495                          |
| 1,797                          | 444                            | -                              | -                              |
| 1,408                          | 1,498                          | 1,656                          | 1,628                          |
| 66,180                         | 66,702                         | 59,460                         | 57,105                         |
| 14,317                         | 15,477                         | 15,767                         | 19,263                         |
| 1,307                          | 1,642                          | 2,043                          | 2,056                          |
| 1,579                          | 1,937                          | 2,200                          | 2,271                          |
| 464                            | 489                            | 528                            | 547                            |
| 31,945                         | 35,960                         | 37,372                         | 37,374                         |
| 1,136                          | 1,427                          | 1,793                          | 1,803                          |
| 4,882                          | 5,309                          | 6,393                          | 7,410                          |
| 1,480                          | 1,544                          | 1,814                          | 1,995                          |
| <b>218,022</b>                 | <b>241,781</b>                 | <b>253,841</b>                 | <b>254,311</b>                 |
| 4,112                          | 5,316                          | 6,463                          | 6,442                          |
| <b>222,134</b>                 | <b>247,097</b>                 | <b>260,304</b>                 | <b>260,753</b>                 |

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**7.0 Bermuda** **Quarter ended 31 March 2010**

| 7.1 Funds under management<br>\$bn   | 2010 | Change (Q1'10 vs FY '09) |   | 2009 |     |     |     |
|--|------|--------------------------|---|------|-----|-----|-----|
|  | Q1   | Value                    | % | Q1   | HY  | Q3  | FY  |
| Total funds under management (inc of FUM managed by USAM on behalf of Bermuda) | 5.8  | -                        | - | 5.3  | 5.5 | 5.8 | 5.8 |
| FUM (End Manager basis)  | 4.7  | -                        | - | 3.3  | 3.8 | 4.6 | 4.7 |

| Net client cash flow        | 2010 | annualised as a % of opening |  | 2009 |       |       |       |
|-----------------------------|------|------------------------------|--|------|-------|-------|-------|
|                             | Q1   | FUM                          |  | Q1   | HY    | Q3    | FY    |
| Net Client cash flow (\$bn) | 0.1  | 9%                           |  | -    | (0.4) | (1.0) | (1.3) |

| 7.2 Financial Strength<br>\$m      | 2010 | Change (Q1'10 vs FY '09) |      | 2009  |       |      |      |
|------------------------------------|------|--------------------------|------|-------|-------|------|------|
|                                    | Q1   | Value                    | %    | Q1    | HY    | Q3   | FY   |
| <b>Rating</b>                      |      |                          |      |       |       |      |      |
| Portfolio average credit quality   | A2   | -                        | -    | A2    | A2    | A2   | A2   |
| Impairment losses (\$m)            | -    | 20                       | 100% | (2)   | (21)  | (19) | (20) |
| Net unrealised loss position (\$m) | (4)  | 25                       | 86%  | (223) | (118) | (50) | (29) |
| Net unrealised loss position (£m)  | (3)  | 16                       | 84%  | (155) | (79)  | (32) | (19) |

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|                                 | 2010   |        | Change (Q1 '10 vs FY '09) |        | 2009  |        | 2009   |        | FY     |  |
|---------------------------------|--------|--------|---------------------------|--------|-------|--------|--------|--------|--------|--|
|                                 | Q1     | Value  | %                         | Value  | %     | Q1     | HY     | Q3     |        |  |
| <b>Exchange rates</b>           |        |        |                           |        |       |        |        |        |        |  |
| <b>GBP/ZAR</b>                  |        |        |                           |        |       |        |        |        |        |  |
| Average exchange rate (YTD)     | 11.71  | (1.46) | (11%)                     | (2.55) | (18%) | 14.26  | 13.74  | 13.46  | 13.17  |  |
| Closing exchange rate           | 11.04  | (0.88) | (7%)                      | (2.59) | (19%) | 13.63  | 12.74  | 12.03  | 11.92  |  |
| <b>GBP/USD</b>                  |        |        |                           |        |       |        |        |        |        |  |
| Average exchange rate (YTD)     | 1.56   | (0.01) | (1%)                      | 0.12   | 8%    | 1.44   | 1.49   | 1.54   | 1.57   |  |
| Closing exchange rate           | 1.52   | (0.09) | (6%)                      | 0.09   | 6%    | 1.43   | 1.65   | 1.60   | 1.61   |  |
| <b>GBP/SEK</b>                  |        |        |                           |        |       |        |        |        |        |  |
| Average exchange rate (YTD)     | 11.22  | (0.75) | (6%)                      | (0.82) | (7%)  | 12.04  | 12.18  | 12.13  | 11.97  |  |
| Closing exchange rate           | 10.94  | (0.62) | (5%)                      | (0.88) | (7%)  | 11.82  | 12.70  | 11.15  | 11.56  |  |
| <b>GBP/EUR</b>                  |        |        |                           |        |       |        |        |        |        |  |
| Average exchange rate (YTD)     | 1.13   | 0.01   | 1%                        | 0.03   | 3%    | 1.10   | 1.12   | 1.13   | 1.12   |  |
| Closing exchange rate           | 1.12   | (0.01) | (1%)                      | 0.04   | 4%    | 1.08   | 1.17   | 1.09   | 1.13   |  |
| <b>USD/ZAR</b>                  |        |        |                           |        |       |        |        |        |        |  |
| Average exchange rate (YTD)     | 7.50   | (0.92) | (11%)                     | (2.44) | (25%) | 9.94   | 9.19   | 8.73   | 8.42   |  |
| Closing exchange rate           | 7.26   | (0.12) | (2%)                      | (2.24) | (24%) | 9.50   | 7.74   | 7.51   | 7.38   |  |
| <b>World Indices</b>            |        |        |                           |        |       |        |        |        |        |  |
| MSCI World Index                | 1,201  | 33     | 3%                        | 408    | 51%   | 793    | 964    | 1,127  | 1,168  |  |
| MSCI EAFE                       | 1,584  | 3      | -                         | 548    | 53%   | 1,036  | 1,307  | 1,553  | 1,581  |  |
| <b>US Indices</b>               |        |        |                           |        |       |        |        |        |        |  |
| Standard and Poor's 500         | 1,169  | 54     | 5%                        | 371    | 46%   | 798    | 919    | 1,057  | 1,115  |  |
| Nasdaq Composite                | 2,398  | 129    | 6%                        | 870    | 57%   | 1,528  | 1,835  | 2,122  | 2,269  |  |
| Russell 1000 Growth             | 521    | 21     | 4%                        | 166    | 47%   | 355    | 410    | 465    | 500    |  |
| Russell 1000 Value              | 601    | 35     | 6%                        | 199    | 50%   | 402    | 465    | 547    | 566    |  |
| Dow Jones Industrial            | 10,857 | 429    | 4%                        | 3,215  | 42%   | 7,642  | 8,447  | 9,712  | 10,428 |  |
| Ryan 5 Year Fixed Income        | 1,064  | 18     | 2%                        | (2)    | -     | 1,066  | 1,031  | 1,053  | 1,046  |  |
| Standard and Poor's Barra Value | 559    | 34     | 6%                        | 188    | 51%   | 371    | 433    | 507    | 525    |  |
| <b>Other Indices</b>            |        |        |                           |        |       |        |        |        |        |  |
| UK FTSE 100                     | 5,680  | 267    | 5%                        | 1,753  | 45%   | 3,927  | 4,249  | 5,134  | 5,413  |  |
| UK ALSI                         | 2,910  | 149    | 5%                        | 926    | 47%   | 1,984  | 2,172  | 2,635  | 2,761  |  |
| FTSE/JSE Africa All Share Index | 28,748 | 1,082  | 4%                        | 8,384  | 41%   | 20,364 | 22,049 | 24,911 | 27,666 |  |
| JSE/FTSE Life Insurance Index   | 14,814 | 949    | 7%                        | 5,747  | 63%   | 9,067  | 10,788 | 12,643 | 13,865 |  |
| FTSE Life Insurance Index       | 3,823  | (176)  | (4%)                      | 1,726  | 82%   | 2,097  | 2,980  | 4,042  | 3,999  |  |

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