

Old Mutual Unaudited Disclosure Supplement

For the nine months ended 30 September 2010

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1.0 OLD MUTUAL GROUP

Nine months ended 30 September 2010

1.1 Key financial data - £

APE (£m)

Emerging Markets
Nordic
Retail Europe
Wealth Management
Long Term Savings
Bermuda - Non core operation
Group
US Life - Discontinued operation
Total

2009				2010		
Q1	Q2	Q3	Q4	Q1	Q2	Q3
84	81	104	124	97	126	121
65	69	46	55	54	48	40
15	15	15	22	17	15	15
130	137	147	203	210	202	150
294	302	312	404	378	391	326
1	1	-	(1)	-	-	-
295	303	312	403	378	391	326
21	17	14	16	19	26	25
316	320	326	419	397	417	351

Q3'10 vs Q3'09	
Value	%
17	16%
(6)	(13%)
-	-
3	2%
14	4%
-	-
14	4%
11	79%
25	8%

Unit Trust / mutual fund sales (£m)

Emerging Markets
Nordic
Retail Europe
Wealth Management
Long Term Savings
USAM
Group

2009				2010		
Q1	Q2	Q3	Q4	Q1	Q2	Q3
645	673	754	693	711	706	1,112
41	89	85	178	160	164	92
6	5	7	6	7	5	5
574	717	853	1,066	1,078	1,129	1,287
1,266	1,484	1,699	1,943	1,956	2,004	2,496
192	250	308	425	243	350	426
1,458	1,734	2,007	2,368	2,199	2,354	2,922

Q3'10 vs Q3'09	
Value	%
358	47%
7	8%
(2)	(29%)
434	51%
797	47%
118	38%
915	46%

NCCF (£bn)

Emerging Markets
Nordic
Retail Europe
Wealth Management
Long Term Savings
Nedbank
USAM
Bermuda - Non core operation
Group
US Life - Discontinued operation
Total

2009				2010		
Q1	Q2	Q3	Q4	Q1	Q2	Q3
(1.6)	0.3	(0.3)	-	(0.1)	(0.1)	0.1
0.2	0.3	0.2	0.3	0.3	0.1	0.1
0.1	0.1	0.2	0.1	0.1	0.1	0.1
0.2	0.5	0.7	1.1	1.1	1.2	0.9
(1.1)	1.2	0.8	1.5	1.4	1.3	1.2
0.1	-	0.1	0.1	0.4	0.1	0.2
(1.4)	1.8	(0.8)	(4.1)	(2.1)	(3.1)	(2.3)
-	(0.3)	(0.4)	(0.1)	-	0.3	-
(2.4)	2.7	(0.3)	(2.6)	(0.3)	(1.4)	(0.9)
(0.5)	0.4	(0.2)	(0.2)	-	0.1	0.2
(2.9)	3.1	(0.5)	(2.8)	(0.3)	(1.3)	(0.7)

Q3'10 vs Q3'09	
Value	%
0.4	133%
(0.1)	(50%)
(0.1)	(50%)
0.2	29%
0.4	50%
0.1	100%
(1.5)	(188%)
0.4	100%
(0.6)	(200%)
0.4	200%
(0.2)	(40%)

FUM (£bn)

Emerging Markets
Nordic
Retail Europe
Wealth Management
Long Term Savings
Nedbank
M&F
USAM
Bermuda - Non core operation
Group
US Life - Discontinued operation
Total

2009				2010		
Q1	Q2	Q3	Q4	Q1	Q2	Q3
33.5	37.1	41.6	43.5	48.5	46.2	52.0
7.9	8.4	10.4	11.0	12.2	11.4	12.8
3.3	3.4	4.1	4.1	4.5	4.3	4.7
36.5	38.7	44.7	46.9	50.5	48.8	52.8
81.2	87.6	100.8	105.5	115.7	110.7	122.3
6.4	6.8	7.9	8.2	9.5	9.0	10.0
0.1	0.1	0.1	0.2	0.2	0.2	0.2
154.8	150.2	162.5	161.5	173.2	162.5	163.8
2.3	2.3	2.9	2.9	3.1	2.9	3.0
244.8	247.0	274.2	278.3	301.7	285.3	299.3
0.2	0.3	6.7	6.7	6.9	7.0	7.3
245.0	247.3	280.9	285.0	308.6	292.3	306.6

Q3'10 vs Q3'09	
Value	%
10.4	25%
2.4	23%
0.6	15%
8.1	18%
21.5	21%
2.1	27%
0.1	100%
1.3	1%
0.1	3%
25.1	9%
0.6	9%
25.7	9%

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1.0 OLD MUTUAL GROUP

Nine months ended 30 September 2010

1.1 Key financial data - Local currency

APE (m)
Emerging Markets (ZAR)
Nordic (SEK)
Retail Europe (EUR)
Wealth Management (GBP)
Long Term Savings (GBP)
Bermuda - Non core operation (USD)
Group (GBP)
US Life - Discontinued operation (USD)
Total (GBP)

2009				2010		
Q1	Q2	Q3	Q4	Q1	Q2	Q3
1,084	1,148	1,374	1,572	1,141	1,419	1,372
786	849	550	634	606	548	441
16	18	16	25	19	18	18
130	137	147	203	210	202	150
294	302	312	404	378	391	326
2	1	-	(1)	-	-	-
295	303	312	403	378	391	326
30	27	23	27	29	39	41
316	320	326	419	397	417	351

Q3'10 vs Q3'09	
Value	%
(2)	-
(109)	(20%)
2	13%
3	2%
14	4%
-	-
14	4%
18	78%
25	8%

Unit Trust / mutual fund sales (m)
Emerging Markets (ZAR)
Nordic (SEK)
Retail Europe (EUR)
Wealth Management (GBP)
Long Term Savings (GBP)
USAM (USD)
Group (GBP)

2009				2010		
Q1	Q2	Q3	Q4	Q1	Q2	Q3
8,847	8,569	10,160	8,845	8,325	7,948	12,660
497	1,087	1,025	2,099	1,788	1,859	1,040
7	5	9	6	8	6	5
574	717	853	1,066	1,078	1,129	1,287
1,266	1,484	1,699	1,943	1,956	2,004	2,496
275	385	496	683	380	526	659
1,458	1,734	2,007	2,368	2,199	2,354	2,922

Q3'10 vs Q3'09	
Value	%
2,500	25%
15	1%
(4)	(44%)
434	51%
797	47%
163	33%
915	46%

NCCF (bn)
Emerging Markets (ZAR)
Nordic (SEK)
Retail Europe (EUR)
Wealth Management (GBP)
Long Term Savings (GBP)
Nedbank - (ZAR)
USAM (USD)
Bermuda - Non core operation (USD)
Group (GBP)
US Life - Discontinued operation (USD)
Total (GBP)

2009				2010		
Q1	Q2	Q3	Q4	Q1	Q2	Q3
(22.5)	4.9	(2.9)	-	(1.4)	(1.0)	1.6
2.8	3.0	2.5	3.3	3.0	1.6	1.1
0.1	0.1	0.2	0.2	0.1	0.1	0.1
0.2	0.5	0.7	1.1	1.1	1.2	0.9
(1.1)	1.2	0.8	1.5	1.4	1.3	1.2
1.9	(0.8)	1.8	1.3	4.5	1.1	2.2
(2.0)	2.6	(1.2)	(6.5)	(3.3)	(4.7)	(3.5)
-	(0.4)	(0.6)	(0.3)	0.1	0.4	-
(2.4)	2.7	(0.3)	(2.6)	(0.3)	(1.4)	(0.9)
(0.8)	0.6	(0.3)	(0.3)	-	0.2	0.2
(2.9)	3.1	(0.5)	(2.8)	(0.3)	(1.3)	(0.7)

Q3'10 vs Q3'09	
Value	%
4.5	155%
(1.4)	(56%)
(0.1)	(50%)
0.2	29%
0.4	50%
0.4	22%
(2.3)	192%
0.6	100%
(0.6)	(200%)
0.5	167%
(0.2)	(40%)

FUM (bn)
Emerging Markets (ZAR)
Nordic (SEK)
Retail Europe (EUR)
Wealth Management (GBP)
Long Term Savings (GBP)
Nedbank - (ZAR)
M&F (ZAR)
USAM (USD)
Bermuda - Non core operation (USD)
Group (GBP)
US Life - Discontinued operation (USD)
Total (GBP)

2009				2010		
Q1	Q2	Q3	Q4	Q1	Q2	Q3
456.9	472.5	500.3	518.4	535.5	528.6	571.0
93.9	106.3	115.6	127.2	133.7	132.3	136.4
3.5	4.0	4.5	4.7	5.0	5.2	5.4
36.5	38.7	44.7	46.9	50.5	48.8	52.8
81.2	87.6	100.8	105.5	115.7	110.7	122.3
86.7	86.3	94.5	98.1	105.3	103.4	110.2
1.7	1.8	1.9	1.9	2.1	2.0	2.1
222.1	247.1	260.3	260.8	263.1	243.2	257.6
3.3	3.8	4.6	4.7	4.7	4.3	4.7
244.8	247.0	274.2	278.3	301.7	285.3	299.3
0.3	0.6	10.7	10.8	10.5	10.6	11.5
245.0	247.3	280.9	285.0	308.6	292.3	306.6

Q3'10 vs Q3'09	
Value	%
70.7	14%
20.8	18%
0.9	20%
8.1	18%
21.5	21%
15.7	17%
0.2	11%
(2.7)	(1%)
0.1	2%
25.1	9%
0.8	7%
25.7	9%

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1.0 OLD MUTUAL GROUP

Nine months ended 30 September 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
Life sales on an Annual Premium Equivalent Basis *												
Q1	378	294	84	29%	-	-	-	-	378	294	84	29%
Q2	391	302	89	29%	-	-	-	-	391	302	89	29%
Q3	326	312	14	4%	-	-	-	-	326	312	14	4%
Q3 YTD	1,095	908	187	21%	-	-	-	-	1,095	908	187	21%
Unit trust/ mutual fund sales												
Q1	1,956	1,266	690	55%	243	192	51	27%	2,199	1,458	741	51%
Q2	2,004	1,484	520	35%	350	250	100	40%	2,354	1,734	620	36%
Q3	2,496	1,699	797	47%	426	308	118	38%	2,922	2,007	915	46%
Q3 YTD	6,456	4,449	2,007	45%	1,019	750	269	36%	7,475	5,199	2,276	44%

* US Life has been reclassified as a discontinued and non-core operation, and comparative amounts have been restated for this change. APE sales including US Life as a continuing operation are as follows:

Life sales on an Annual Premium Equivalent Basis

Q1	397	315	82	26%	-	-	-	-	397	315	82	26%
Q2	417	319	98	31%	-	-	-	-	417	319	98	31%
Q3	351	326	25	8%	-	-	-	-	351	326	25	8%
Q3 YTD	1,165	960	205	21%	-	-	-	-	1,165	960	205	21%

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2.0 FUNDS UNDER MANAGEMENT

Nine months ended 30 September 2010

2.1 Funds under management by primary segment

£bn	2010		Change (Q3 '10 vs FY '09)		2009				Page reference to domestic currency	
	Q1	HY	Q3	Value	%	Q1	HY	Q3		FY
OMSA (including Rest of Africa) (£bn)	44.4	41.9	47.3	7.1	18%	31.0	34.2	38.4	40.2	11
New markets (£bn)	4.1	4.3	4.7	1.4	42%	2.5	2.9	3.2	3.3	11
Emerging Markets (£bn)	48.5	46.2	52.0	8.5	20%	33.5	37.1	41.6	43.5	11
Nordic (£bn)	12.2	11.4	12.8	1.8	16%	7.9	8.4	10.4	11.0	14
Retail Europe (£bn)	4.5	4.3	4.7	0.6	15%	3.3	3.4	4.1	4.1	16
UK (£bn)	30.3	29.2	31.9	3.7	13%	21.2	23.3	27.0	28.2	19
International (£bn)	15.7	15.2	16.0	1.3	9%	12.2	12.3	14.0	14.7	19
Europe (£bn)	4.5	4.4	4.9	0.9	23%	3.1	3.1	3.7	4.0	19
Wealth Management (£bn)	50.5	48.8	52.8	5.9	13%	36.5	38.7	44.7	46.9	19
Long Term Savings (£bn)	115.7	110.7	122.3	16.8	16%	81.2	87.6	100.8	105.5	
Nedbank (£bn)	9.5	9.0	10.0	1.8	22%	6.4	6.8	7.9	8.2	20
M&F (£bn)	0.2	0.2	0.2	-	-	0.1	0.1	0.1	0.2	-
US Asset Management (£bn) ⁽²⁾	173.2	162.5	163.8	2.3	1%	154.8	150.2	162.5	161.5	22
Core operations (£bn)	298.6	282.4	296.3	20.9	8%	242.5	244.7	271.3	275.4	
Bermuda - Non core operation (£bn)	3.1	2.9	3.0	0.1	3%	2.3	2.3	2.9	2.9	24
Group FUM (£bn)	301.7	285.3	299.3	21.0	8%	244.8	247.0	274.2	278.3	
US Life - Discontinued operation (£bn) ⁽¹⁾⁽²⁾	6.9	7.0	7.3	0.6	9%	0.2	0.3	6.7	6.7	26
Total FUM (£bn)	308.6	292.3	306.6	21.6	8%	245.0	247.3	280.9	285.0	

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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2.0 FUNDS UNDER MANAGEMENT

Nine months ended 30 September 2010

2.2 Net client cash flow	2010					2009						reference to currency
	Q1	Q2	Q3	Q3 YTD	Annualised as a % of opening FUM	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD	
OMSA (including Rest of Africa) (Ebn)	(0.2)	(0.2)	-	(0.4)	(1%)	(1.7)	0.2	(0.3)	(1.8)	(0.2)	(2.0)	12
New markets (Ebn)	0.1	0.1	0.1	0.3	12%	0.1	0.1	-	0.2	0.2	0.4	12
Emerging Markets (Ebn)	(0.1)	(0.1)	0.1	(0.1)	-	(1.6)	0.3	(0.3)	(1.6)	-	(1.6)	12
Nordic (Ebn)	0.3	0.1	0.1	0.5	6%	0.2	0.3	0.2	0.7	0.3	1.0	14
Retail Europe(Ebn)	0.1	0.1	0.1	0.3	10%	0.1	0.1	0.2	0.4	0.1	0.5	16
UK	0.5	0.8	0.6	1.9	9%	0.2	0.2	0.4	0.8	0.5	1.3	19
International	0.2	0.1	0.2	0.5	5%	-	0.1	0.2	0.3	0.3	0.6	19
Europe (Ebn)	0.4	0.3	0.1	0.8	27%	-	0.2	0.1	0.3	0.3	0.6	19
Wealth Management (Ebn)	1.1	1.2	0.9	3.2	9%	0.2	0.5	0.7	1.4	1.1	2.5	19
Long Term Savings (Ebn)	1.4	1.3	1.2	3.9	5%	(1.1)	1.2	0.8	0.9	1.5	2.4	20
Nedbank (Ebn)	0.4	0.1	0.2	0.7	11%	0.1	-	0.1	0.2	0.1	0.3	
M&F (Ebn)	-	-	-	-	-	-	-	-	-	-	-	-
US Asset Management (Ebn)	(2.1)	(3.1)	(2.3)	(7.5)	(6%)	(1.4)	1.8	(0.8)	(0.4)	(4.1)	(4.5)	22
Core operations (Ebn)	(0.3)	(1.7)	(0.9)	(2.9)	(1%)	(2.4)	3.0	0.1	0.7	(2.5)	(1.8)	
Bermuda - Non core operation (Ebn)	-	0.3	-	0.3	14%	-	(0.3)	(0.4)	(0.7)	(0.1)	(0.8)	
Group (Ebn)	(0.3)	(1.4)	(0.9)	(2.6)	(1%)	(2.4)	2.7	(0.3)	-	(2.6)	(2.6)	24
US Life - Discontinued operation (Ebn)	-	0.1	0.2	0.3	6%	(0.5)	0.4	(0.2)	(0.3)	(0.2)	(0.5)	
Total (Ebn)	(0.3)	(1.3)	(0.7)	(2.3)	(1%)	(2.9)	3.1	(0.5)	(0.3)	(2.8)	(3.1)	26

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3.0 Long Term Savings

Nine months ended 30 September 2010

3.1 Summary £m	2010				YTD Change (Q3 '10 vs Q3 '09)		2009					
	Q1	Q2	Q3	Q3 YTD	Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
Life sales on an Annual Premium Equivalent (APE) basis - £m												
Emerging Markets	97	126	121	344	75	28%	84	81	104	269	124	393
Nordic	54	48	40	142	(38)	(21%)	65	69	46	180	55	235
Retail Europe	17	15	15	47	2	4%	15	15	15	45	22	67
Wealth Management	210	202	150	562	148	36%	130	137	147	414	203	617
Long Term Savings	378	391	326	1,095	187	21%	294	302	312	908	404	1,312
Unit Trust / mutual fund sales - £m												
	2010				YTD Change (Q3 '10 vs Q3 '09)		2009					
	Q1	Q2	Q3	Q3 YTD	Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
Emerging Markets	711	706	1,112	2,529	457	22%	645	673	754	2,072	693	2,765
Nordic	160	164	92	416	201	93%	41	89	85	215	178	393
Retail Europe	7	5	5	17	(1)	(6%)	6	5	7	18	6	24
Wealth Management	1,078	1,129	1,287	3,494	1,350	63%	574	717	853	2,144	1,066	3,210
Long Term Savings	1,956	2,004	2,496	6,456	2,007	45%	1,266	1,484	1,699	4,449	1,943	6,392
Funds under management - £bn												
	2010		Q3	Change (Q3 '10 vs FY '09)		2009						
	Q1	HY		Value	%	Q1	HY	Q3	FY			
Emerging Markets	48.5	46.2	52.0	8.5	20%	33.5	37.1	41.6	43.5			
Nordic	12.2	11.4	12.8	1.8	16%	7.9	8.4	10.4	11.0			
Retail Europe	4.5	4.3	4.7	0.6	15%	3.3	3.4	4.1	4.1			
Wealth Management	50.5	48.8	52.8	5.9	13%	36.5	38.7	44.7	46.9			
Long Term Savings	115.7	110.7	122.3	16.8	16%	81.2	87.6	100.8	105.5			
Net client cash flow £bn												
	2010				Annualised as a % of opening FUM		2009					
	Q1	Q2	Q3	Q3 YTD			Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
Emerging Markets	(0.1)	(0.1)	0.1	(0.1)	-		(1.6)	0.3	(0.3)	(1.6)	-	(1.6)
Nordic	0.3	0.1	0.1	0.5	6%		0.2	0.3	0.2	0.7	0.3	1.0
Retail Europe	0.1	0.1	0.1	0.3	10%		0.1	0.1	0.2	0.4	0.1	0.5
Wealth Management	1.1	1.2	0.9	3.2	9%		0.2	0.5	0.7	1.4	1.1	2.5
Long Term Savings	1.4	1.3	1.2	3.9	5%		(1.1)	1.2	0.8	0.9	1.5	2.4

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

Nine months ended 30 September 2010

3.2 Long term business APE sales

Emerging Markets

OMSA (including Rest of Africa) (Rm)

	2010				YTD Change (Q3 '10 vs Q3 '09)	
	Q1	Q2	Q3	Q3 YTD	Value	%
Single premiums	421	491	387	1,299	(18)	(1%)
Recurring premiums	696	903	961	2,560	328	15%
Total OMSA (including Rest of Africa) APE sales (Rm)*	1,117	1,394	1,348	3,859	310	9%
Total OMSA (including Rest of Africa) APE sales (£m)	95	124	119	338	74	28%

New markets (£m)

Single premiums	1	-	-	1	(1)	(50%)
Recurring premiums	1	2	2	5	2	67%
Total New markets APE sales (£m)	2	2	2	6	1	20%

Total Emerging Markets APE sales (£m)

	97	126	121	344	75	28%
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Total Emerging Markets APE sales (Rm) **

	1,141	1,419	1,372	3,932	326	9%
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	2009					
	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD

Single premiums	351	415	551	1,317	533	1,850
Recurring premiums	694	731	807	2,232	988	3,220
Total OMSA (including Rest of Africa) APE sales (Rm)*	1,045	1,146	1,358	3,549	1,521	5,070
Total OMSA (including Rest of Africa) APE sales (£m)	73	87	104	264	121	385

Single premiums	1	1	-	2	1	3
Recurring premiums	2	1	-	3	2	5
Total New markets APE sales (£m)	3	2	-	5	3	8

	76	89	104	269	124	393
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	1,084	1,148	1,374	3,606	1,572	5,178
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* 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	Q3 YTD	Q4	FY YTD

	7	(7)	-	-	-	-
	1	(1)	-	-	-	-
Total Nedlife sales	8	(8)	-	-	-	-

	73	87	104	264	121	385
--	----	----	-----	-----	-----	-----

	81	79	104	264	121	385
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	84	81	104	269	124	393
--	-----------	-----------	------------	------------	------------	------------

	1,084	1,182	1,358	3,624	1,554	5,178
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	109	(109)	-	-	-	-
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Emerging Markets APE sales including Nedlife (Rm)	1,193	1,073	1,358	3,624	1,554	5,178
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** New markets sales in HY 2009 were previously reported in Euros as a component of ELAM, which was converted to GBP and ZAR following the re-segmentation into Emerging Markets. New market amounts have subsequently been restated to ZAR directly from the base currencies and therefore Emerging Markets as a total is restated from R2,266 to R2,232.

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3.0 Long Term Savings

Nine months ended 30 September 2010

3.2 Long term business APE sales by segment and by product

Emerging Markets	2010						2009					
	Q1	Q2	Q3	Q3 YTD	YTD Change (Q3 '10 vs Q3 '09) Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
OMSA (including Rest of Africa) (Rm)												
RETAIL BUSINESS BY PRODUCT												
OMSA (including Rest of Africa) - Single												
Retail Affluent - savings	190	255	164	609	112	23%	136	143	218	497	196	693
Retail mass market	-	1	-	1	-	-	-	1	-	1	1	2
Retail Affluent - annuity	60	52	46	158	7	5%	50	51	50	151	54	205
Total Single (including other)	250	308	210	768	119	18%	186	195	268	649	251	900
OMSA (including Rest of Africa) - Recurring												
Retail Affluent - savings	152	183	197	532	91	21%	169	127	145	441	147	588
Retail Affluent - protection (excluding Nedlife)	162	200	203	565	50	10%	129	182	204	515	222	737
Retail mass market - savings **	150	180	225	555	57	11%	141	160	197	498	230	728
Retail mass market - protection **	149	193	229	571	3	1%	158	193	217	568	223	791
Total Recurring (including other)	613	756	854	2,223	201	10%	597	662	763	2,022	822	2,844
OMSA (including Rest of Africa) - Total Retail	863	1,064	1,064	2,991	320	12%	783	857	1,031	2,671	1,073	3,744
INSTITUTIONAL BUSINESS												
OMSA (including Rest of Africa) - Single												
Savings	155	130	144	429	(144)	(25%)	117	208	248	573	171	744
Annuity	16	53	33	102	7	7%	48	12	35	95	111	206
Total Single (including other)	171	183	177	531	(137)	(21%)	165	220	283	668	282	950
OMSA (including Rest of Africa) - Recurring												
Savings	20	52	51	123	42	52%	34	41	6	81	88	169
Protection	63	95	56	214	85	66%	63	28	38	129	78	207
Total Recurring (including other)	83	147	107	337	127	60%	97	69	44	210	166	376
OMSA (including Rest of Africa) - Total Institutional	254	330	284	868	(10)	(1%)	262	289	327	878	448	1,326

* 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						
Total Nedlife sales						
OMSA including Rest of Africa recurring sales: protection (excl Nedlife)						
OMSA recurring sales: Protection including Nedlife and Rest of Africa						
OMSA (including Rest of Africa) - Total APE sales (Rm) - excluding Nedlife						
OMSA (including Rest of Africa) - Total APE sales (Rm) - including Nedlife						

	2009					
	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
	93	(93)	-	-	-	-
	16	(16)	-	-	-	-
109	(109)	-	-	-	-	-
	129	182	204	515	222	737
	238	73	204	515	222	737
	1,045	1,146	1,358	3,549	1,521	5,070
	1,154	1,037	1,358	3,549	1,521	5,070

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

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3.2 Long term business APE sales
Emerging Markets (Rm)

Analysis by cluster

GROSS SINGLE PREMIUMS

	2010				YTD Change (Q3 '10 vs Q3 '09)	
	Q1	Q2	Q3	Q3 YTD	Value	%
Retail mass	3	3	4	10	(3)	(23%)
Retail affluent	2,415	3,033	2,060	7,508	1,207	19%
Institutional	1,673	1,730	1,698	5,101	(1,330)	(21%)
TOTAL OMSA	4,091	4,766	3,762	12,619	(126)	(1%)
Rest of Africa	122	143	109	374	(49)	(12%)
TOTAL OMSA (including ROA)	4,213	4,909	3,871	12,993	(175)	(1%)
New Markets	59	43	59	161	(114)	(41%)
TOTAL EMERGING MARKETS	4,272	4,952	3,930	13,154	(289)	(2%)

RECURRING PREMIUMS

Retail mass	285	355	433	1,073	55	5%
Retail affluent	294	351	370	1,015	141	16%
Institutional	80	146	100	326	131	67%
TOTAL OMSA	659	852	903	2,414	327	16%
Rest of Africa	37	51	58	146	1	1%
TOTAL OMSA (including ROA)	696	903	961	2,560	328	15%
New Markets	18	20	19	57	27	90%
TOTAL EMERGING MARKETS	714	923	980	2,617	355	16%

TOTAL APE

Retail mass	286	355	433	1,074	55	5%
Retail affluent	535	654	577	1,766	263	17%
Institutional	247	319	270	836	(2)	(0%)
TOTAL OMSA	1,068	1,328	1,280	3,676	316	9%
Rest of Africa	49	66	68	183	(6)	(3%)
TOTAL OMSA (including ROA)	1,117	1,394	1,348	3,859	310	9%
New Markets	24	25	24	73	16	28%
TOTAL EMERGING MARKETS	1,141	1,419	1,372	3,932	326	9%

Analysis by product- OMSA (including ROA)

GROSS SINGLE PREMIUMS

Protection	1	3	2	6	4	200%
Savings	3,338	3,762	2,979	10,079	(228)	(2%)
Annuity	752	1,001	781	2,534	98	4%
TOTAL OMSA	4,091	4,766	3,762	12,619	(126)	(1%)
Rest of Africa	122	143	109	374	(49)	(12%)
TOTAL OMSA (including ROA)	4,213	4,909	3,871	12,993	(175)	(1%)

RECURRING PREMIUMS

Savings	300	392	443	1,135	192	20%
Protection	359	460	459	1,278	134	12%
TOTAL OMSA	659	852	903	2,414	327	16%
Rest of Africa	37	51	58	146	1	1%
TOTAL OMSA (including ROA)	696	903	961	2,560	328	15%

TOTAL APE

Savings	634	768	742	2,144	171	9%
Protection	359	460	460	1,279	137	12%
Annuity	75	100	78	253	8	3%
TOTAL OMSA	1,068	1,328	1,280	3,676	316	9%
Rest of Africa	49	66	68	183	(6)	(3%)
TOTAL OMSA (including ROA)	1,117	1,394	1,348	3,859	310	9%

Note: Q1 and Q2 2009 amounts are inclusive of Nedlife.

2009

Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
4	4	5	13	3	16
1,791	1,883	2,627	6,301	2,450	8,751
1,528	2,148	2,755	6,431	2,774	9,205
3,323	4,035	5,387	12,745	5,227	17,972
197	106	120	423	105	528
3,520	4,141	5,507	13,168	5,332	18,500
86	65	124	275	157	432
3,606	4,206	5,631	13,443	5,489	18,932
286	336	396	1,018	434	1,452
383	173	318	874	339	1,213
94	46	55	195	165	360
763	555	769	2,087	938	3,025
39	68	38	145	50	195
802	623	807	2,232	988	3,220
25	1	4	30	34	64
827	624	811	2,262	1,022	3,284
286	337	396	1,019	435	1,454
562	361	580	1,503	585	2,088
247	261	330	838	443	1,281
1,095	959	1,306	3,360	1,463	4,823
59	78	52	189	58	247
1,154	1,037	1,358	3,549	1,521	5,070
34	7	16	57	51	108
1,188	1,044	1,374	3,606	1,572	5,178
1	-	1	2	-	2
2,343	3,417	4,547	10,307	3,567	13,874
979	618	839	2,436	1,660	4,096
3,323	4,035	5,387	12,745	5,227	17,972
197	106	120	423	105	528
3,520	4,141	5,507	13,168	5,332	18,500
323	287	333	943	444	1,387
440	268	436	1,144	494	1,638
763	555	769	2,087	938	3,025
39	68	38	145	50	195
802	623	807	2,232	988	3,220
557	628	788	1,973	800	2,773
440	269	433	1,142	497	1,639
98	62	85	245	166	411
1,095	959	1,306	3,360	1,463	4,823
59	78	52	189	58	247
1,154	1,037	1,358	3,549	1,521	5,070

3.0 Long Term Savings

Nine months ended 30 September 2010

3.3 Unit trust sales Emerging Markets	2010					YTD Change (Q3 '10 vs Q3 '09)		2009					
	Q1	Q2	Q3	Q3 YTD		Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
OMSA (including Rest of Africa) (Rm)	5,335	4,707	8,586	18,628		87	-	6,137	5,756	6,648	18,541	4,389	22,930
OMSA (including Rest of Africa) (£m)	456	419	753	1,628		251	18%	430	436	511	1,377	364	1,741
New markets (£m)	255	287	359	901		206	30%	215	237	243	695	329	1,024
Emerging Markets (£m)	711	706	1,112	2,529		457	22%	645	673	754	2,072	693	2,765
Emerging Markets (Rm) **	8,325	7,948	12,660	28,933		1,357	5%	8,847	8,569	10,160	27,576	8,845	36,421
3.4 Funds under management Emerging Markets	2010			Change (Q3 '10 vs FY '09)		2009							
	Q1	HY	Q3	Value	%	Q1	HY	Q3	FY				
Policyholders	303	293	315	17	6%	256	272	290	298				
Third party client funds	101	101	110	12	12%	96	89	93	98				
Unit trusts	60	58	64	6	10%	48	51	55	58				
Client funds	464	452	489	35	8%	400	412	438	454				
Shareholders' funds	27	27	30	5	20%	23	23	24	25				
OMSA (including Rest of Africa) FUM (Rbn) *	491	479	519	40	8%	423	435	462	479				
Emerging Markets (Rbn)	535.5	528.6	571.0	52.6	10%	456.9	472.5	500.3	518.4				
OMSA (including Rest of Africa) (£bn) *	44.4	41.9	47.3	7.1	18%	31.0	34.2	38.4	40.2				
New markets (£bn)	4.1	4.3	4.7	1.4	42%	2.5	2.9	3.2	3.3				
Emerging Markets (£bn)	48.5	46.2	52.0	8.5	20%	33.5	37.1	41.6	43.5				
* Amount includes OMIGSA managed assets: (Rbn)													
Life	312	272	288	(17)	(6%)	268	288	303	305				
Unit trusts	54	49	57	4	8%	44	47	51	53				
Third party	85	90	99	16	19%	83	77	81	83				
Total OMIGSA managed assets	451	411	444	3	1%	395	412	435	441				

** New markets sales in HY 2009 were previously reported in Euros as a component of ELAM, which was converted to GBP and ZAR following the re-segmentation into Emerging Markets. New market amounts have subsequently been restated to ZAR directly from the base currencies.

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3.5 Net client cash flow Emerging Markets	2010					2009					
	Q1	Q2	Q3	Q3 YTD	Annualised as a % of opening FUM	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
OMSA (including Rest of Africa) (Rbn)*	(2.4)	(2.4)	(0.1)	(4.9)	(1%)	(23.9)	3.5	(3.3)	(23.7)	(2.3)	(26.0)
OMSA (including Rest of Africa) (£bn)	(0.2)	(0.2)	-	(0.4)	(1%)	(1.7)	0.2	(0.3)	(1.8)	(0.2)	(2.0)
New markets (£bn)	0.1	0.1	0.1	0.3	12%	0.1	0.1	-	0.2	0.2	0.4
Emerging Markets (£bn)	(0.1)	(0.1)	0.1	(0.1)	-	(1.6)	0.3	(0.3)	(1.6)	-	(1.6)
Emerging Markets (Rbn) **	(1.4)	(1.0)	1.6	(0.8)	-	(22.5)	4.9	(2.9)	(20.5)	-	(20.5)
OMSA gross cash inflows (Rbn)	17.9	19.7	22.1	59.7	17%	17.8	24.3	22.5	64.6	21.0	85.6
Analysis of OMSA (including Rest of Africa) net client cash flow (Rbn)											
Retail mass	0.7	0.6	0.7	2.0	-	0.6	0.6	0.6	1.8	0.6	2.4
Retail affluent	0.5	(0.3)	0.3	0.5	-	1.2	0.7	0.3	2.2	(0.2)	2.0
Corporate	(1.9)	(1.5)	(1.0)	(4.4)	-	(3.0)	(1.4)	(1.2)	(5.6)	(2.3)	(7.9)
OMIGSA	(0.8)	(2.5)	(0.7)	(4.0)	-	(22.7)	3.9	(3.3)	(22.1)	(0.8)	(22.9)
Namibia	(0.9)	1.3	0.6	1.0	-	-	(0.3)	0.3	-	0.4	0.4
OMSA (including Rest of Africa) net client cash flow (Rbn)	(2.4)	(2.4)	(0.1)	(4.9)	-	(23.9)	3.5	(3.3)	(23.7)	(2.3)	(26.0)

** New markets sales in HY 2009 were previously reported in Euros as a component of ELAM, which was converted to GBP and ZAR following the re-segmentation into Emerging Markets. New market amounts have subsequently been restated to ZAR directly from the base currencies.

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3.0 Long Term Savings

Nine months ended 30 September 2010

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

Nordic

	2010			YTD Change (Q3 '10 vs Q3 '09)		
	Q1	Q2	Q3	Q3 YTD	Value	%
Single premiums	157	163	115	435	(18)	(4%)
Recurring premiums	449	385	326	1,160	(572)	(33%)
Total (SEKm)	606	548	441	1,595	(590)	(27%)
Total (£m)	54	48	40	142	(38)	(21%)

2009					
Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
137	199	117	453	178	631
649	650	433	1,732	456	2,188
786	849	550	2,185	634	2,819
65	69	46	180	55	235

Analysis by country

Gross single premiums

Corporate Sweden	420	477	396	1,293	181	16%
Private Sweden	963	902	425	2,290	(737)	(24%)
Denmark	192	250	323	765	375	96%
Total (SEKm)	1,575	1,629	1,144	4,348	(181)	(4%)

334	495	283	1,112	359	1,471
895	1,355	777	3,027	1,261	4,288
141	136	113	390	157	547
1,370	1,986	1,173	4,529	1,777	6,306

Recurring premiums

Corporate Sweden	289	253	193	735	(234)	(24%)
Private Sweden	65	52	36	153	(317)	(67%)
Denmark	95	80	97	272	(21)	(7%)
Total (SEKm)	449	385	326	1,160	(572)	(33%)

364	362	243	969	252	1,221
159	188	123	470	131	601
126	100	67	293	73	366
649	650	433	1,732	456	2,188

Total APE

Corporate Sweden	330	301	233	864	(216)	(20%)
Private Sweden	162	142	78	382	(391)	(51%)
Denmark	114	105	130	349	17	5%
Total (SEKm)	606	548	441	1,595	(590)	(27%)

398	411	271	1,080	288	1,368
248	324	201	773	257	1,030
140	114	78	332	89	421
786	849	550	2,185	634	2,819

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3.0 Long Term Savings

Nine months ended 30 September 2010

3.7 Unit Trust / mutual fund sales

Nordic	2010					YTD Change (Q3 '10 vs Q3 '09)		2009					
	Q1	Q2	Q3	Q3 YTD		Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
SEKm	1,788	1,859	1,040	4,687		2,078	80%	497	1,087	1,025	2,609	2,099	4,708
£m	160	164	92	416		201	93%	41	89	85	215	178	393

3.8 Funds under management

Nordic	2010				Change (Q3 '10 vs FY '09)		2009			
	Q1	HY	Q3		Value	%	Q1	HY	Q3	FY
SEKbn	133.7	132.3	136.4		9.2	7%	93.9	106.3	115.6	127.2
£bn	12.2	11.4	12.8		1.8	16%	7.9	8.4	10.4	11.0
Analysis by country										
Corporate Sweden *	71.6	71.3	73.7		4.7	7%	52.0	58.4	63.1	69.0
Private Sweden	51.5	50.5	51.8		3.4	7%	35.3	39.8	43.6	48.4
Denmark	7.7	7.9	8.2		1.0	14%	5.2	6.2	6.7	7.2
Norway	2.9	2.6	2.7		0.1	4%	1.4	1.9	2.2	2.6
Total (SEKbn)	133.7	132.3	136.4		9.2	7%	93.9	106.3	115.6	127.2

3.9 Net client cash flow

Nordic	2010				Annualised as a % of opening FUM		2009					
	Q1	Q2	Q3	Q3 YTD			Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
SEKbn	3.0	1.6	1.1	5.7		6%	2.8	3.0	2.5	8.3	3.3	11.6
£bn	0.3	0.1	0.1	0.5		6%	0.2	0.3	0.2	0.7	0.3	1.0
Analysis by country												
Corporate Sweden *	1.3	0.9	0.7	2.9		6%	1.5	1.1	1.0	3.6	1.0	4.6
Private Sweden	1.3	0.5	-	1.8		5%	0.9	1.4	1.2	3.5	1.9	5.4
Denmark	0.3	0.3	0.4	1.0		19%	0.3	0.4	0.2	0.9	0.2	1.1
Norway	0.1	(0.1)	-	-		-	0.1	0.1	0.1	0.3	0.2	0.5
Total (SEKbn)	3.0	1.6	1.1	5.7		6%	2.8	3.0	2.5	8.3	3.3	11.6

* Corporate Sweden includes cash-pool in Treasury

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3.0 Long Term Savings

Nine months ended 30 September 2010

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

Retail Europe

	2010				YTD Change (Q3 '10 vs Q3 '09)		2009					
	Q1	Q2	Q3	Q3 YTD	Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
Single premiums	2	2	1	5	1	25%	1	2	1	4	2	6
Recurring premiums	17	16	17	50	4	9%	15	16	15	46	23	69
Total (EURm)	19	18	18	55	5	10%	16	18	16	50	25	75
Total (£m)	17	15	15	47	2	4%	15	15	15	45	22	67
Analysis by country												
Gross single premiums												
Austria	2	2	1	5	1	25%	2	1	1	4	2	6
Germany	6	10	5	21	4	24%	5	8	4	17	7	24
Poland	5	5	4	14	5	56%	2	3	4	9	5	14
Switzerland	5	1	3	9	(1)	(10%)	3	4	3	10	5	15
Total (EURm)	18	18	13	49	9	23%	12	16	12	40	19	59
Recurring premiums												
Austria	5	4	4	13	(1)	(7%)	5	5	4	14	5	19
Germany	6	7	6	19	2	12%	6	5	6	17	10	27
Poland	4	3	5	12	5	71%	1	3	3	7	5	12
Switzerland	2	2	2	6	(2)	(25%)	3	3	2	8	3	11
Total (EURm)	17	16	17	50	4	9%	15	16	15	46	23	69
Total APE												
Austria	5	4	4	13	(1)	(7%)	5	5	4	14	5	19
Germany	7	8	7	22	3	16%	7	6	6	19	11	30
Poland	5	4	4	13	5	63%	1	4	3	8	6	14
Switzerland	2	2	3	7	(2)	(22%)	3	3	3	9	3	12
Total (EURm)	19	18	18	55	5	10%	16	18	16	50	25	75

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3.0 Long Term Savings

Nine months ended 30 September 2010

3.11 Unit Trust / mutual fund sales

Retail Europe	2010				YTD Change (Q3 '10 vs Q3 '09)		2009					
	Q1	Q2	Q3	Q3 YTD	Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
EURm	8	6	5	19	(2)	(10%)	7	5	9	21	6	27
£m	7	5	5	17	(1)	(6%)	6	5	7	18	6	24

3.12 Funds under management

Retail Europe	2010			Change (Q3 '10 vs FY '09)		2009			
	Q1	HY	Q3	Value	%	Q1	HY	Q3	FY
EURbn	5.0	5.2	5.4	0.7	15%	3.5	4.0	4.5	4.7
£bn	4.5	4.3	4.7	0.6	15%	3.3	3.4	4.1	4.1

3.13 Net client cash flow

Retail Europe	2010				Annualised as a % of opening		2009					
	Q1	Q2	Q3	Q3 YTD	FUM		Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
EURbn	0.1	0.1	0.1	0.3	9%		0.1	0.1	0.2	0.4	0.2	0.6
£bn	0.1	0.1	0.1	0.3	10%		0.1	0.1	0.2	0.4	0.1	0.5

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3.0 Long Term Savings

Nine months ended 30 September 2010

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

	2010				YTD Change (Q3 '10 vs Q3 '09)		2009					
	Q1	Q2	Q3	Q3 YTD	Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
UK (£m)												
Single premiums *	75	68	58	201	70	53%	40	38	53	131	62	193
Recurring premiums	23	27	21	71	13	22%	17	22	19	58	25	83
Total (£m)	98	95	79	272	83	44%	57	60	72	189	87	276
International (£m)												
Single premiums	44	37	35	116	30	35%	27	30	29	86	48	134
Recurring premiums	16	24	14	54	(23)	(30%)	30	24	23	77	25	102
Total (£m)	60	61	49	170	7	4%	57	54	52	163	73	236
Europe (EURm)												
Single premiums	57	51	26	134	70	109%	16	24	24	64	45	109
Recurring premiums	2	2	2	6	-	-	2	2	2	6	2	8
Total (EURm)	59	53	28	140	70	100%	18	26	26	70	47	117
Total (£m)	52	46	22	120	58	94%	16	23	23	62	43	105
Total single premiums	169	150	113	432	158	58%	81	89	104	274	152	426
Total recurring premiums	41	52	37	130	(10)	(7%)	49	48	43	140	51	191
Total Wealth Management (£m)	210	202	150	562	148	36%	130	137	147	414	203	617

Analysis by product - gross single premiums

	2010				YTD Change (Q3 '10 vs Q3 '09)		2009					
	Q1	Q2	Q3	Q3 YTD	Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
UK (£m) *												
Pensions	609	527	416	1,552	556	56%	308	281	407	996	456	1,452
Bonds	140	156	163	459	148	48%	92	96	123	311	162	473
Total UK	749	683	579	2,011	704	54%	400	377	530	1,307	618	1,925
International (£m)												
Unit linked	86	88	82	256	136	113%	28	40	52	120	70	190
Bonds	355	278	274	907	162	22%	242	265	238	745	409	1,154
Total International	441	366	356	1,163	298	34%	270	305	290	865	479	1,344
Europe (£m)												
Unit linked	504	432	214	1,150	562	96%	136	230	222	588	383	971
Total Wealth Management (£m)	1,694	1,481	1,149	4,324	1,564	57%	806	912	1,042	2,760	1,480	4,240

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

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3.0 Long Term Savings

Nine months ended 30 September 2010

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

Analysis by product - recurring premiums

UK (£m)

	2010				YTD Change (Q3 '10 vs Q3 '09)	
	Q1	Q2	Q3	Q3 YTD	Value	%
Pensions	18	22	17	57	8	16%
Protection	2	3	3	8	2	33%
Savings	3	2	1	6	3	100%
Total UK	23	27	21	71	13	22%

International (£m)

Unit linked	10	18	9	37	(10)	(21%)
Bonds	6	6	5	17	(13)	(43%)
Total International	16	24	14	54	(23)	(30%)

Europe (£m)

Unit linked	2	1	2	5	-	-
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Total Wealth Management (£m)

	41	52	37	130	(10)	(7%)
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2009

Analysis by product - recurring premiums

	2009				Q4	FY YTD
	Q1	Q2	Q3	Q3 YTD		
Pensions	14	19	16	49	21	70
Protection	2	2	2	6	2	8
Savings	1	1	1	3	2	5
Total UK	17	22	19	58	25	83

Unit linked	17	15	15	47	16	63
Bonds	13	9	8	30	9	39
Total International	30	24	23	77	25	102

Unit linked	2	2	1	5	1	6
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Total Wealth Management (£m)	49	48	43	140	51	191
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Analysis by product - total APE

UK (£m)

	2010				YTD Change (Q3 '10 vs Q3 '09)	
	Q1	Q2	Q3	Q3 YTD	Value	%
Pensions	79	74	58	211	62	42%
Bonds	14	16	16	46	15	48%
Protection	2	3	3	8	2	33%
Savings	3	2	2	7	4	133%
Total UK	98	95	79	272	83	44%

International (£m)

Unit linked	18	27	17	62	2	3%
Bonds	42	34	32	108	5	5%
Total International	60	61	49	170	7	4%

Europe (£m)

Unit linked	52	46	22	120	58	94%
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Total Wealth Management (£m)

	210	202	150	562	148	36%
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2009

	2009				Q4	FY YTD
	Q1	Q2	Q3	Q3 YTD		
Pensions	45	47	57	149	67	216
Bonds	9	10	12	31	16	47
Protection	2	2	2	6	2	8
Savings	1	1	1	3	2	5
Total UK	57	60	72	189	87	276

Unit linked	20	20	20	60	23	83
Bonds	37	34	32	103	50	153
Total International	57	54	52	163	73	236

Unit linked	16	23	23	62	43	105
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Total Wealth Management (£m)	130	137	147	414	203	617
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* UK single premiums exclude APE sales now reported under mutual funds.

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3.0 Long Term Savings

Nine months ended 30 September 2010

3.15 Unit Trust / mutual fund sales Wealth Management

	2010				YTD Change (Q3 '10 vs Q3 '09)		2009					
	Q1	Q2	Q3	Q3 YTD	Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
UK (£m) *	796	870	856	2,522	1,156	85%	369	461	536	1,366	724	2,090
International (£m) *	270	255	427	952	181	23%	203	253	315	771	329	1,100
Europe (EURm)	14	4	5	23	15	188%	2	3	3	8	15	23
Europe (£m)	12	4	4	20	13	186%	2	3	2	7	13	20
Total (£m)	1,078	1,129	1,287	3,494	1,350	63%	574	717	853	2,144	1,066	3,210

Analysis by product - UK sales

Institutional	54	91	211	356	206	137%	48	52	50	150	50	200
Mutual Funds	425	391	371	1,187	490	70%	186	218	293	697	428	1,125
ISA	317	388	274	979	460	89%	135	191	193	519	246	765
Total UK	796	870	856	2,522	1,156	85%	369	461	536	1,366	724	2,090

3.16 Funds under management Wealth Management

	2010			Change (Q3 '10 vs FY '09)		2009			
	Q1	HY	Q3	Value	%	Q1	HY	Q3	FY
UK (£bn)	30.3	29.2	31.9	3.7	13%	21.2	23.3	27.0	28.2
International (£bn)	15.7	15.2	16.0	1.3	9%	12.2	12.3	14.0	14.7
Europe (EURbn)	5.0	5.4	5.6	1.1	24%	3.4	3.7	4.0	4.5
Europe (£bn)	4.5	4.4	4.9	0.9	23%	3.1	3.1	3.7	4.0
Total (£bn)	50.5	48.8	52.8	5.9	13%	36.5	38.7	44.7	46.9

3.17 Net client cash flow Wealth Management

	2010				Annualised as a % of opening FUM		2009					
	Q1	Q2	Q3	Q3 YTD			Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
UK (£bn)	0.5	0.8	0.6	1.9	9%		0.2	0.2	0.4	0.8	0.5	1.3
International (£bn)	0.2	0.1	0.2	0.5	5%		-	0.1	0.2	0.3	0.3	0.6
Europe (EURbn)	0.4	0.4	0.2	1.0	30%		-	0.2	0.2	0.4	0.3	0.7
Europe (bn)	0.4	0.3	0.1	0.8	27%		-	0.2	0.1	0.3	0.3	0.6
Total (£bn)	1.1	1.2	0.9	3.2	9%		0.2	0.5	0.7	1.4	1.1	2.5

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

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4.0 Nedbank

Nine months ended 30 September 2010

Nedbank	2010					2009			
	Q1 YTD	HY YTD	Q3 YTD	YTD Change (Q3 '10 vs Q3 '09)		Q1 YTD	HY YTD	Q3 YTD	FY YTD
				value	%				
Net interest income *	4,046	8,082	12,214	16	-	4,128	8,185	12,198	16,306
Non-interest revenue *	3,034	6,158	9,413	871	10%	2,551	5,377	8,542	11,906
Net interest margin †	3.38%	3.34%	3.32%	(0.08%)	-	3.48%	3.44%	3.40%	3.39%
Cost to income ratio *	53.6%	55.3%	56.0%	3.2%	-	50.7%	52.5%	52.8%	53.5%
Credit loss ratio **	1.51%	1.46%	1.36%	(0.16%)	-	1.72%	1.60%	1.52%	1.52%
Total assets (Rbn) *	579	591	613	48	9%	560	557	565	571

Funds under management	2010					2009			
	Q1	HY	Q3	Change (Q3 '10 vs FY '09)		Q1	HY	Q3	FY
				Value	%				
Nedbank (Rbn)	105.3	103.4	110.2	12.1	12%	86.7	86.3	94.5	98.1
Nedbank (£bn)	9.5	9.0	10.0	1.8	22%	6.4	6.8	7.9	8.2

Net client cash flow	2010					2009					
	Q1	Q2	Q3	Q3 YTD	Annualised as % of opening FUM	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
Nedbank (Rbn)	4.5	1.1	2.2	7.8	11%	1.9	(0.8)	1.8	2.9	1.3	4.2
Nedbank (£bn)	0.4	0.1	0.2	0.7	11%	0.1	-	0.1	0.2	0.1	0.3

* Balances are as reported by Nedbank

** Return on equity and credit loss ratios have been restated following a change in the basis of calculation to a daily average of equity and assets.

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5.0 Mutual & Federal Nine months ended 30 September 2010

Mutual & Federal Rm	2010						2009					
	Q1	Q2	Q3	Q3 YTD	YTD Change (Q3 '10 vs Q3 '09) Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
Gross written premiums *	2,208	1,997	2,178	6,383	(71)	(1%)	2,385	1,973	2,096	6,454	2,002	8,456
Net earned premiums *	1,708	1,688	1,701	5,097	(92)	(2%)	1,855	1,695	1,639	5,189	1,685	6,874

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6.0 US Asset Management **Nine months ended 30 September 2010**

6.1 US Asset Management \$m	2010			YTD Change (Q3 '10 vs Q3 '09)		2009						
	Q1	Q2	Q3	Q3 YTD	Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
Gross cash inflows (\$bn)	5.9	8.7	8.2	22.8	(3.5)	(13%)	6.0	10.5	9.8	26.3	12.8	39.1
Net Client cash flow (\$bn)	(3.3)	(4.7)	(3.5)	(11.5)	(10.9)	1,817%	(2.0)	2.6	(1.2)	(0.6)	(6.5)	(7.1)
Unit trust/mutual fund sales (\$m)	380	526	659	1,565	409	35%	275	385	496	1,156	683	1,839

6.2 Funds under management \$bn	2010			Change (Q3 '10 vs FY '09)		2009			
	Q1	HY	Q3	Value	%	Q1	HY	Q3	FY
Total funds under management (\$bn) *	263.1	243.2	257.6	(3.2)	(2%)	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

Nine months ended 30 September 2010

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

Equity

	FUM Q1 2010	FUM HY 2010	FUM Q3 2010	2010 est. management fee rates (bps)	Indicative benchmarks
US value	60	52	55	20-30	Russell 1000 Value
US growth	6	6	6	50-60	Russell 1000 / 2000 Growth
US core	12	10	9	35-45	S&P 500
Non-US	45	39	46	40-50	MSCI EAFE
	123	107	116		
Fixed income	106	105	111	8-15	Barclays Capital Aggregate / Non-US Govt Bond
Alternative / real estate / cash collateral	34	31	31	40-50	3 month T-Bill / Wilshire RE
Total	263	243	258	28	

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

6.4 USAM Affiliate Firms

\$'000

	Q1 2010 USAM website AUM	Q2 2010 USAM website AUM	Q3 2010 USAM website AUM	QOQ USAM V %	QOQ USAM V %
Acadian	49,365	43,051	47,697	4,646	11%
Analytic	8,897	7,195	7,267	72	-
Ashfield	3,801	3,407	3,519	112	3%
Barrow Hanley	58,234	51,810	56,282	4,472	9%
Campbell Group	5,576	5,701	5,727	26	-
Clay Finlay	-	-	-	-	-
Copper Rock	1,682	1,491	1,485	(6)	-
Dwight	56,238	53,599	53,760	161	-
Heitman	18,107	16,042	16,226	184	1%
ICM	2,284	1,975	1,959	(16)	(1%)
Lincluden	2,643	2,536	2,630	94	4%
Provident (PIC)	594	509	553	44	9%
Rogge	37,436	38,711	42,999	4,288	11%
THB	1,986	1,689	-	(1,689)	(100%)
TS&W	7,898	7,205	7,610	405	6%
Other	1,895	2,131	2,213	82	4%
Total exl. OMAM (UK)	256,636	237,052	249,927	12,875	5%
OMAM (UK)	6,455	6,181	7,646	1,465	24%
Total	263,091	243,233	257,573	14,340	6%

Q1 2009 USAM website AUM	Q2 2009 USAM website AUM	Q3 2009 USAM website AUM	Q4 2009 USAM 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
218,022	241,781	253,841	254,311
4,112	5,316	6,463	6,442
222,134	247,097	260,304	260,753

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7.0 Bermuda

Nine months ended 30 September 2010

Funds under management \$bn	2010					2009			
	Q1	HY	Q3	Change (Q3'10 vs FY '09) Value	%	Q1	HY	Q3	FY
Total funds under management (inc of FUM managed by USAM on behalf of Bermuda) (\$bn)	5.8	5.3	5.7	(0.1)	(2%)	5.3	5.5	5.8	5.8
End Manager basis FUM (\$bn)	4.7	4.3	4.7	-	-	3.3	3.8	4.6	4.7

Net client cash flow \$bn	2010					2009					
	Q1	Q2	Q3	Q3 YTD	Annualised as a % of opening FUM	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
Net surrenders (\$bn)	(0.2)	(0.3)	(0.2)	(0.7)	(16%)	(0.2)	(0.2)	(0.3)	(0.7)	(0.3)	(1.0)
End Manager basis NCCF (\$bn)	0.1	0.4	-	0.5	14%	-	(0.4)	(0.6)	(1.0)	(0.3)	(1.3)

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7.0 Bermuda

Nine months ended 30 September 2010

7.2 Financial Strength
\$m

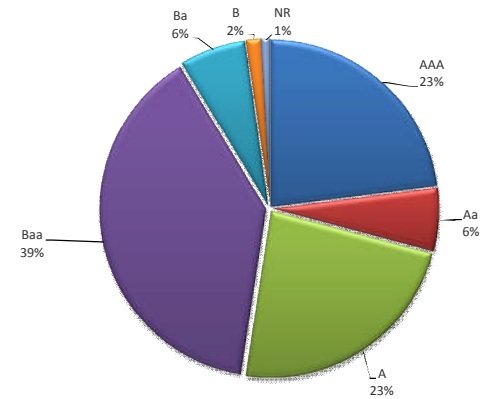
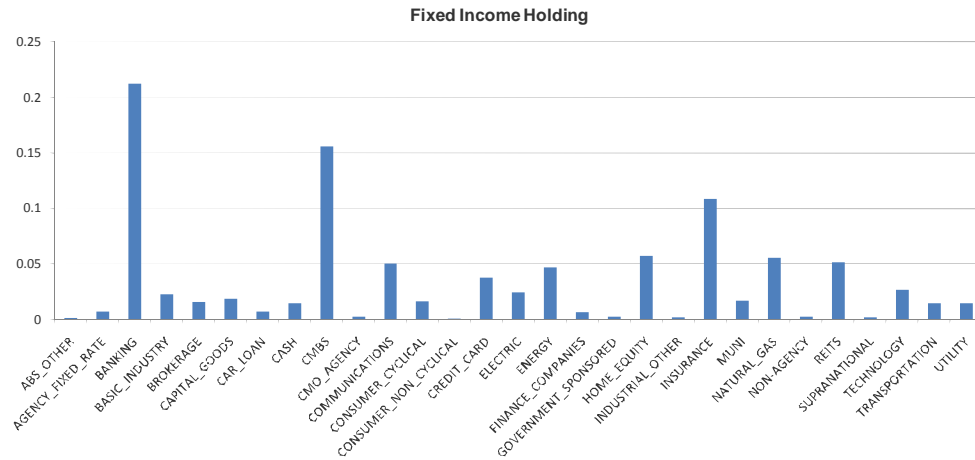
Rating

	Q1 YTD	2010 HY YTD	Q3 YTD	YTD Change (Q3 '10 vs Q3 '09)		Q1 YTD	HY YTD	Q3 YTD	FY YTD
				Value	%				
Portfolio average credit quality	A2	A2	A3	-	-	A2	A2	A2	A2
Impairment losses (\$m)	-	-	-	-	-	(2)	(21)	(19)	(20)
Net unrealised gain/ (loss) position (\$m)	(4)	9	38	88	176%	(223)	(118)	(50)	(29)
Net unrealised gain/ (loss) position (£m)	(3)	6	24	56	175%	(155)	(79)	(32)	(19)

INVESTED ASSETS BY RATING *

Overall average portfolio credit quality: A3

* the below graph is prepared using Moody's ratings



* Graph is prepared using Moody's ratings

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8.0 US Life - Discontinued operation

Nine months ended 30 September 2010

US Life - Discontinued operation (\$m)	2010						2009					
	Q1	Q2	Q3	Q3 YTD	YTD Change (Q3 '10 vs Q3 '09)		Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
8.1 Life Sales on an annual premium equivalent basis					Value	%						
Life Sales on an annual premium equivalent (APE) basis												
Fixed deferred annuities	3	9	10	22	18	450%	2	2	-	4	1	5
Immediate annuity	7	5	7	19	5	36%	5	4	5	14	5	19
Fixed indexed annuity	16	20	21	57	15	36%	14	14	14	42	18	60
Life	3	5	3	11	(9)	(45%)	9	7	4	20	3	23
Total	29	39	41	109	29	36%	30	27	23	80	27	107

8.2 Funds under management

8.2 Funds under management	2010				Change (Q3 '10 vs FY '09)		2009			
	Q1	HY	Q3	Q3 YTD	Value	%	Q1	HY	Q3	FY
Total funds under management (inclusive of FUM managed by USAM on behalf of US Life) (\$bn)	16.8	17.0	17.7	17.7	1.0	6%	14.7	15.8	16.9	16.7
End Manager basis										
US Life (\$bn) ⁽¹⁾⁽²⁾	10.5	10.6	11.5	11.5	0.7	6%	0.3	0.6	10.7	10.8
US Life (£bn) ⁽¹⁾⁽²⁾	6.9	7.0	7.3	7.3	0.6	9%	0.2	0.3	6.7	6.7

8.3 Net client cash flow

8.3 Net client cash flow	2010					Annualised as a % of opening FUM	2009					
	Q1	Q2	Q3	Q3 YTD	Q3 YTD		Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
NCCF on a start manager basis (inclusive of FUM managed by USAM on behalf of US Life) (\$bn)	(0.2)	(0.2)	(0.2)	(0.6)	(0.6)	(5%)	(0.4)	(0.5)	(0.4)	(1.3)	(0.2)	(1.5)
End Manager basis												
US Life(\$bn)	-	0.2	0.2	0.4	0.4	5%	(0.8)	0.6	(0.3)	(0.5)	(0.3)	(0.8)
US Life (£bn)	-	0.1	0.2	0.3	0.3	6%	(0.5)	0.4	(0.2)	(0.3)	(0.2)	(0.5)

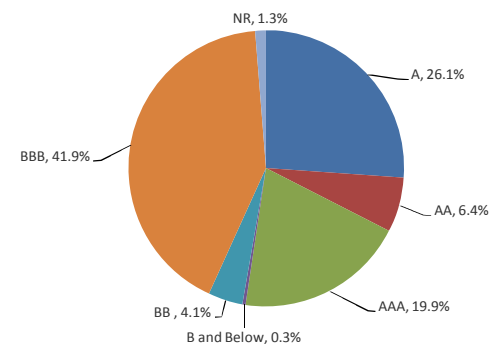
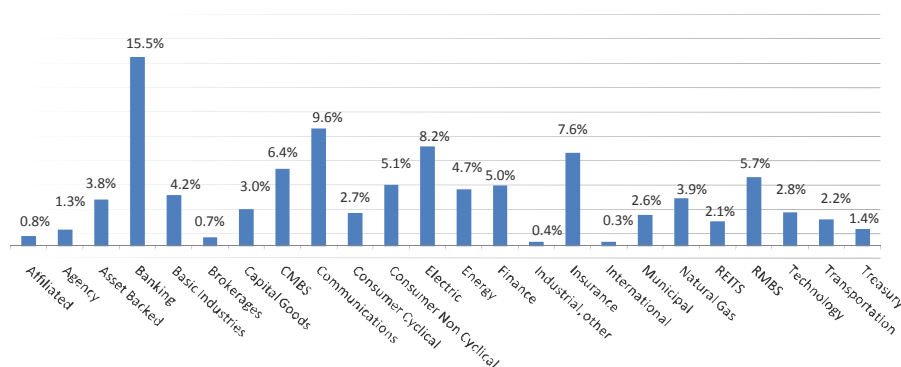
1. US Life FUM excludes FUM being managed by USAM

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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US Life - Discontinued operation (\$m)
8.4 Financial Strength
Rating

	2010			2009			
	Q1 YTD	HY YTD	Q3 YTD	Q1 YTD	HY YTD	Q3 YTD	FY YTD
A.M. best rating (OMFLIC)	A-	A-	B++	A-	A-	A-	A-
Portfolio average credit quality	A2	A2	A2	A1	A1	A1	A1
Impairment Losses	(2)	(23)	(25)	(12)	(199)	(240)	(389)
Realised Losses	(15)	(23)	(64)	-	(6)	(8)	(64)
Realised Gains	61	72	140	9	46	72	98
Net unrealised gain/ (loss) position (\$m)	(167)	138	661	(2,844)	(1,615)	(614)	(497)
Net unrealised gain/ (loss) position (£m)	(107)	90	431	(1,981)	(1,081)	(398)	(317)

INVESTED ASSETS BY RATINGOverall average portfolio credit quality: **A2****Total US Life bond portfolio by industry**

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9.0 Economic Statistics

Nine months ended 30 September 2010

Exchange rates	2010		Q3	Change (Q3 '10 vs FY '09)		Change (Q3 '10 vs Q3 '09)		2009			
	Q1	HY		Value	%	Value	%	Q1	HY	Q3	FY
GBP/ZAR											
Average exchange rate (YTD)	11.71	11.49	11.44	(1.73)	(13%)	(2.02)	(15%)	14.26	13.74	13.46	13.17
Closing exchange rate	11.04	11.45	10.98	(0.94)	(8%)	(1.05)	(9%)	13.63	12.74	12.03	11.92
GBP/USD											
Average exchange rate (YTD)	1.56	1.53	1.53	(0.04)	(3%)	(0.01)	(1%)	1.44	1.49	1.54	1.57
Closing exchange rate	1.52	1.50	1.57	(0.04)	(2%)	(0.03)	(2%)	1.43	1.65	1.60	1.61
GBP/SEK											
Average exchange rate (YTD)	11.22	11.27	11.27	(0.70)	(6%)	(0.86)	(7%)	12.04	12.18	12.13	11.97
Closing exchange rate	10.94	11.63	10.61	(0.95)	(8%)	(0.54)	(5%)	11.82	12.70	11.15	11.56
GBP/EUR											
Average exchange rate (YTD)	1.13	1.15	1.17	0.05	4%	0.04	4%	1.10	1.12	1.13	1.12
Closing exchange rate	1.12	1.22	1.15	0.02	2%	0.06	6%	1.08	1.17	1.09	1.13
USD/ZAR											
Average exchange rate (YTD)	7.50	7.53	7.46	(0.96)	(11%)	(1.27)	(15%)	9.94	9.19	8.73	8.42
Closing exchange rate	7.26	7.65	6.98	(0.40)	(5%)	(0.53)	(7%)	9.50	7.74	7.51	7.38
World Indices											
MSCI World Index	1,201	1,041	1,179	11	1%	52	5%	793	964	1,127	1,168
MSCI EAFE	1,584	1,348	1,561	(20)	(1%)	8	1%	1,036	1,307	1,553	1,581
US Indices											
Standard and Poor's 500	1,169	1,031	1,141	26	2%	84	8%	798	919	1,057	1,115
Nasdaq Composite	2,398	2,109	2,369	100	4%	247	12%	1,528	1,835	2,122	2,269
Russell 1000 Growth	521	458	516	16	3%	51	11%	355	410	465	500
Russell 1000 Value	601	531	582	16	3%	35	6%	402	465	547	566
Dow Jones Industrial	10,857	9,774	10,788	360	3%	1,076	11%	7,642	8,447	9,712	10,428
Ryan 5 Year Fixed Income	1,064	1,116	1,153	107	10%	100	9%	1,066	1,031	1,053	1,046
Standard and Poor's Barra Value	559	492	537	12	2%	30	6%	371	433	507	525
Other Indices											
UK FTSE 100	5,680	4,917	5,549	136	3%	415	8%	3,927	4,249	5,134	5,413
UK ALSI	2,910	2,543	2,868	107	4%	233	9%	1,984	2,172	2,635	2,761
FTSE/JSE Africa All Share Index	28,748	26,259	29,456	1,790	6%	4,545	18%	20,364	22,049	24,911	27,666
JSE/FTSE Life Insurance Index	14,814	13,535	16,222	2,357	17%	3,579	28%	9,067	10,788	12,643	13,865
FTSE Life Insurance Index	3,823	3,326	4,188	189	5%	146	4%	2,097	2,980	4,042	3,999

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