

Old Mutual unaudited disclosure supplement

For the 9 months ended 30 September 2011

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1.0 OLD MUTUAL GROUP

Nine months ended 30 September 2011

1.1 Key financial data (£)

Covered business - APE (£m)

Emerging Markets
Nordic
Retail Europe
Wealth Management
Long Term Savings

	2011				Change YTD (Q3'11 vs Q3'10)	
	Q1	Q2	Q3	Q3 YTD	Value	%
Emerging Markets	115	140	142	397	53	15%
Nordic	61	65	50	176	34	24%
Retail Europe	18	18	18	54	7	15%
Wealth Management	175	171	148	494	(68)	(12%)
Long Term Savings	369	394	358	1,121	26	2%

2010						
Q1	Q2	Q3	Q3 YTD	Q4	FY YTD	
97	126	121	344	143	487	
54	48	40	142	59	201	
17	15	15	47	22	69	
210	202	150	562	172	734	
378	391	326	1,095	396	1,491	

Non-covered business

Unit trust / mutual fund sales (£m)

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

	2011				Change YTD (Q3'11 vs Q3'10)	
	Q1	Q2	Q3	Q3 YTD	Value	%
Emerging Markets	1,480	1,678	2,224	5,382	682	15%
Nordic	166	139	168	473	57	14%
Retail Europe	5	6	5	16	(1)	(6%)
Wealth Management	1,163	1,291	1,043	3,497	3	-
Long Term Savings	2,814	3,114	3,440	9,368	741	9%
USAM	545	333	362	1,240	221	22%
Group	3,359	3,447	3,802	10,608	962	10%

2010						
Q1	Q2	Q3	Q3 YTD	Q4	FY YTD	
1,263	1,466	1,971	4,700	2,104	6,804	
160	164	92	416	165	581	
7	5	5	17	6	23	
1,078	1,129	1,287	3,494	1,013	4,507	
2,508	2,764	3,355	8,627	3,288	11,915	
243	350	426	1,019	507	1,526	
2,751	3,114	3,781	9,646	3,795	13,441	

FUM (£bn)

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

	2011			Change (Q3'11 vs FY'10)	
	Q1	HY	Q3	Value	%
Emerging Markets	53.7	53.6	46.5	(10.5)	(18%)
Nordic	14.1	14.0	12.0	(1.9)	(14%)
Retail Europe	5.0	5.2	4.7	(0.3)	(6%)
Wealth Management	56.9	57.7	52.9	(3.0)	(5%)
Long Term Savings	129.7	130.5	116.1	(15.7)	(12%)
Nedbank	10.3	10.5	9.1	(1.6)	(15%)
M&F	0.2	0.2	0.2	-	-
USAM	162.9	161.6	145.0	(21.6)	(13%)
Group core operations	303.1	302.8	270.4	(38.9)	(13%)
Bermuda - Non core operation	2.6	2.5	2.2	(0.7)	(24%)
Group	305.7	305.3	272.6	(39.6)	(13%)

2010				
Q1	HY	Q3	FY	
48.5	46.2	52.0	57.0	
12.2	11.4	12.8	13.9	
4.5	4.3	4.7	5.0	
50.5	48.8	52.8	55.9	
115.7	110.7	122.3	131.8	
9.5	9.0	10.0	10.7	
0.2	0.2	0.2	0.2	
173.2	162.5	163.8	166.6	
298.6	282.4	296.3	309.3	
3.1	2.9	3.0	2.9	
301.7	285.3	299.3	312.2	

NCCF (£bn)

Emerging Markets
Nordic
Retail Europe
Wealth Management
Long Term Savings
Nedbank
USAM
Group core operations
Bermuda - Non core operation
Group

	2011				Change YTD (Q3'11 vs Q3'10)	
	Q1	Q2	Q3	Q3 YTD	Value	%
Emerging Markets	(0.3)	0.3	0.5	0.5	0.6	600%
Nordic	0.2	0.2	0.1	0.5	-	-
Retail Europe	0.1	0.1	0.1	0.3	-	-
Wealth Management	0.9	0.9	0.7	2.5	(0.7)	(22%)
Long Term Savings	0.9	1.5	1.4	3.8	(0.1)	(3%)
Nedbank	0.2	0.2	0.2	0.6	(0.1)	(14%)
USAM	(3.7)	(2.7)	(6.9)	(13.3)	(5.8)	(77%)
Group core operations	(2.6)	(1.0)	(5.3)	(8.9)	(6.0)	(207%)
Bermuda - Non core operation	(0.3)	(0.2)	(0.1)	(0.6)	(0.2)	(50%)
Group	(2.9)	(1.2)	(5.4)	(9.5)	(6.2)	(188%)

2010						
Q1	Q2	Q3	Q3 YTD	Q4	FY YTD	
(0.1)	(0.1)	0.1	(0.1)	0.1	-	
0.3	0.1	0.1	0.5	0.2	0.7	
0.1	0.1	0.1	0.3	0.1	0.4	
1.1	1.2	0.9	3.2	0.7	3.9	
1.4	1.3	1.2	3.9	1.1	5.0	
0.4	0.1	0.2	0.7	0.3	1.0	
(2.1)	(3.1)	(2.3)	(7.5)	(4.2)	(11.7)	
(0.3)	(1.7)	(0.9)	(2.9)	(2.8)	(5.7)	
(0.1)	(0.1)	(0.2)	(0.4)	(0.1)	(0.5)	
(0.4)	(1.8)	(1.1)	(3.3)	(2.9)	(6.2)	

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1.0 OLD MUTUAL GROUP

Nine months ended 30 September 2011

1.1 Key financial data - Local currency

Covered business - APE (m)	2011				Change YTD (Q3'11 vs Q3'10)		2010					
	Q1	Q2	Q3	Q3 YTD	Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
Emerging Markets (ZAR)	1,287	1,559	1,624	4,470	538	14%	1,141	1,419	1,372	3,932	1,573	5,505
Nordic (SEK)	634	661	531	1,826	231	14%	606	548	441	1,595	643	2,238
Retail Europe (EUR)	21	20	21	62	7	13%	19	18	18	55	25	80
Wealth Management (GBP)	175	171	148	494	(68)	(12%)	210	202	150	562	172	734
Long Term Savings (GBP)	369	394	358	1,121	26	2%	378	391	326	1,095	396	1,491

Non-covered business Unit trust / mutual fund sales (m)	2011				Change YTD (Q3'11 vs Q3'10)		2010					
	Q1	Q2	Q3	Q3 YTD	Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
Emerging Markets (ZAR)	16,573	18,614	25,466	60,653	6,750	13%	14,792	16,565	22,546	53,903	23,047	76,950
Nordic (SEK)	1,726	1,416	1,749	4,891	204	4%	1,788	1,859	1,040	4,687	1,779	6,466
Retail Europe (EUR)	6	7	6	19	-	-	8	6	5	19	8	27
Wealth Management (GBP)	1,163	1,291	1,043	3,497	3	-	1,078	1,129	1,287	3,494	1,013	4,507
Long Term Savings (GBP)	2,814	3,114	3,440	9,368	741	9%	2,508	2,764	3,355	8,627	3,288	11,915
USAM (USD)	873	547	582	2,002	437	28%	380	526	659	1,565	794	2,359
Group (GBP)	3,359	3,447	3,802	10,608	962	10%	2,751	3,114	3,781	9,646	3,795	13,441

FUM (bn)	2011			Change (Q3'11 vs FY'10)		2010			
	Q1	HY	Q3	Value	%	Q1	HY	Q3	FY
Emerging Markets (ZAR)	583.7	581.8	584.7	(1.0)	-	535.5	528.6	571.0	585.7
Nordic (SEK)	142.8	142.7	128.1	(17.3)	(12%)	133.7	132.3	136.4	145.4
Retail Europe (EUR)	5.6	5.7	5.5	(0.3)	(5%)	5.0	5.2	5.4	5.8
Wealth Management (GBP)	56.9	57.7	52.9	(3.0)	(5%)	50.5	48.8	52.8	55.9
Long Term Savings (GBP)	129.7	130.5	116.1	(15.7)	(12%)	115.7	110.7	122.3	131.8
Nedbank - (ZAR)	112.2	114.5	114.6	4.4	4%	105.3	103.4	110.2	110.2
M&F (ZAR)	2.3	2.2	2.4	0.2	9%	2.1	2.0	2.1	2.2
USAM (USD)	261.7	259.6	226.8	(31.9)	(12%)	263.1	243.2	257.6	258.7
Group core operations (GBP)	303.1	302.8	270.4	(38.9)	(13%)	298.6	282.4	296.3	309.3
Bermuda - Non core operation (USD)	4.2	4.0	3.4	(1.1)	(24%)	4.7	4.3	4.7	4.5
Group (GBP)	305.7	305.3	272.6	(39.6)	(13%)	301.7	285.3	299.3	312.2

NCCF (bn)	2011				Change YTD (Q3'11 vs Q3'10)		2010					
	Q1	Q2	Q3	Q3 YTD	Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
Emerging Markets (ZAR)	(3.8)	3.6	5.7	5.5	6.3	788%	(1.4)	(1.0)	1.6	(0.8)	1.0	0.2
Nordic (SEK)	2.4	1.9	1.2	5.5	(0.2)	(4%)	3.0	1.6	1.1	5.7	1.7	7.4
Retail Europe (EUR)	0.1	0.1	0.1	0.3	-	-	0.1	0.1	0.1	0.3	0.2	0.5
Wealth Management (GBP)	0.9	0.9	0.7	2.5	(0.7)	(22%)	1.1	1.2	0.9	3.2	0.7	3.9
Long Term Savings (GBP)	0.9	1.5	1.4	3.8	(0.1)	(3%)	1.4	1.3	1.2	3.9	1.1	5.0
Nedbank - (ZAR)	2.6	2.0	1.7	6.3	(1.5)	(19%)	4.5	1.1	2.2	7.8	3.4	11.2
USAM (USD)	(6.0)	(4.4)	(11.1)	(21.5)	(10.0)	(87%)	(3.3)	(4.7)	(3.5)	(11.5)	(6.5)	(18.0)
Group core operations (GBP)	(2.6)	(1.0)	(5.3)	(8.9)	(6.0)	(207%)	(0.3)	(1.7)	(0.9)	(2.9)	(2.8)	(5.7)
Bermuda - Non core operation (USD)	(0.5)	(0.2)	(0.2)	(0.9)	(0.4)	(80%)	(0.1)	(0.1)	(0.3)	(0.5)	(0.2)	(0.7)
Group (GBP)	(2.9)	(1.2)	(5.4)	(9.5)	(6.2)	(188%)	(0.4)	(1.8)	(1.1)	(3.3)	(2.9)	(6.2)

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2.0 FUNDS UNDER MANAGEMENT

Nine months ended 30 September 2011

2.1 Funds under management by primary segment (£bn)	2011		Change (Q3'11 vs FY'10)		2010				
	Q1	HY	Q3	Value	%	Q1	HY	Q3	FY
Life & Savings (South Africa) * OMIGSA	8.0 39.9 47.9	7.6 40.0 47.6	7.0 33.5 40.5	(0.8) (10.0) (10.8)	(10%) (23%) (21%)	6.2 37.8 44.0	6.0 35.2 41.2	6.2 40.3 46.5	7.8 43.5 51.3
Asia & Latin America	4.9	5.2	5.2	0.3	6%	4.1	4.3	4.7	4.9
Rest of Africa	0.9	0.8	0.8	-	-	0.4	0.7	0.8	0.8
Emerging Markets	53.7	53.6	46.5	(10.5)	(18%)	48.5	46.2	52.0	57.0
Nordic	14.1	14.0	12.0	(1.9)	(14%)	12.2	11.4	12.8	13.9
Retail Europe	5.0	5.2	4.7	(0.3)	(6%)	4.5	4.3	4.7	5.0
UK	34.5	35.3	32.2	(1.7)	(5%)	30.3	29.2	31.9	33.9
International	17.0	17.0	15.8	(1.0)	(6%)	15.7	15.2	16.0	16.8
Continental Europe	5.4	5.4	4.9	(0.3)	(6%)	4.5	4.4	4.9	5.2
Wealth Management	56.9	57.7	52.9	(3.0)	(5%)	50.5	48.8	52.8	55.9
Long Term Savings (£bn)	129.7	130.5	116.1	(15.7)	(12%)	115.7	110.7	122.3	131.8
Nedbank	10.3	10.5	9.1	(1.6)	(15%)	9.5	9.0	10.0	10.7
M&F	0.2	0.2	0.2	-	-	0.2	0.2	0.2	0.2
US Asset Management	162.9	161.6	145.0	(21.6)	(13%)	173.2	162.5	163.8	166.6
Core operations (£bn)	303.1	302.8	270.4	(38.9)	(13%)	298.6	282.4	296.3	309.3
Bermuda - Non core operation	2.6	2.5	2.2	(0.7)	(24%)	3.1	2.9	3.0	2.9
Total FUM (£bn)	305.7	305.3	272.6	(39.6)	(13%)	301.7	285.3	299.3	312.2

* South Africa funds not managed by OMIGSA and shareholder's funds

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2.0 FUNDS UNDER MANAGEMENT

Nine months ended 30 September 2011

2.2 Fund profile by investment type	Q3 2011		HY 2011		FY 2010	
	Total FUM	Shareholder funds	Total FUM	Shareholder funds *	Total FUM	Shareholder funds *
Emerging markets						
Fixed interest	32%	41%	31%	51%	29%	54%
Equities	35%	19%	40%	19%	42%	20%
Cash	16%	34%	17%	23%	18%	18%
Other	17%	6%	12%	7%	11%	8%
	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Retail	51%	-	51%	-	49%	-
Institutional	49%	-	49%	-	51%	-
	<u>100%</u>	<u>-</u>	<u>100%</u>	<u>-</u>	<u>100%</u>	<u>-</u>
Nordic						
Fixed interest	37%	47%	33%	37%	24%	38%
Equities	61%	2%	67%	5%	76%	6%
Cash	1%	33%	-	49%	-	56%
Other	1%	18%	-	9%	-	-
	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Retail Europe						
Fixed interest	13%	63%	12%	65%	12%	61%
Equities	48%	-	52%	-	54%	-
Cash	1%	37%	1%	35%	1%	39%
Other (guaranteed fund)	38%	-	35%	-	33%	-
	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Wealth Management						
Fixed interest	29%	22%	29%	21%	28%	27%
Equities	52%	37%	55%	36%	56%	41%
Property	3%	-	3%	-	3%	-
Cash	13%	41%	10%	43%	10%	32%
Other	3%	-	3%	-	3%	-
	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Retail	94%	-	94%	-	94%	-
Institutional	6%	-	6%	-	6%	-
	<u>100%</u>	<u>-</u>	<u>100%</u>	<u>-</u>	<u>100%</u>	<u>-</u>
USAM						
Fixed interest	27%	15%	24%	18%	24%	22%
Equity	47%	23%	51%	26%	49%	22%
Cash	13%	3%	14%	3%	16%	4%
Other	13%	59%	11%	53%	11%	52%
	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Retail	5%	-	6%	-	5%	-
Institutional	95%	-	94%	-	95%	-
	<u>100%</u>	<u>-</u>	<u>100%</u>	<u>-</u>	<u>100%</u>	<u>-</u>

* Shareholder's funds for HY 2011 and FY 2010 can be found on page 7 of HY 2011 published Financial Disclosure Supplement

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2.0 FUNDS UNDER MANAGEMENT

Nine months ended 30 September 2011

2.3 Net client cash flow £bn	2011					2010					
	Q1	Q2	Q3	Q3 YTD	% of opening FUM	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
Life & Savings (South Africa)	-	0.3	(0.2)	0.1	1%	-	(0.1)	-	(0.1)	0.2	0.1
OMIGSA	(0.4)	-	0.2	(0.2)	-	(0.1)	(0.2)	(0.1)	(0.4)	(0.4)	(0.8)
	(0.4)	0.3	-	(0.1)	-	(0.1)	(0.3)	(0.1)	(0.5)	(0.2)	(0.7)
Asia & Latin America	0.1	-	0.5	0.6	12%	0.1	0.1	0.1	0.3	0.2	0.5
Rest of Africa	-	-	-	-	-	(0.1)	0.1	0.1	0.1	0.1	0.2
Emerging Markets	(0.3)	0.3	0.5	0.5	1%	(0.1)	(0.1)	0.1	(0.1)	0.1	-
Nordic	0.2	0.2	0.1	0.5	4%	0.3	0.1	0.1	0.5	0.2	0.7
Retail Europe	0.1	0.1	0.1	0.3	6%	0.1	0.1	0.1	0.3	0.1	0.4
UK	0.6	0.7	0.5	1.8	5%	0.5	0.8	0.6	1.9	0.4	2.3
International	0.2	0.1	0.2	0.5	3%	0.2	0.1	0.2	0.5	0.1	0.6
Continental Europe	0.1	0.1	-	0.2	4%	0.4	0.3	0.1	0.8	0.2	1.0
Wealth Management	0.9	0.9	0.7	2.5	4%	1.1	1.2	0.9	3.2	0.7	3.9
Long Term Savings (£bn)	0.9	1.5	1.4	3.8	3%	1.4	1.3	1.2	3.9	1.1	5.0
Nedbank	0.2	0.2	0.2	0.6	6%	0.4	0.1	0.2	0.7	0.3	1.0
US Asset Management	(3.7)	(2.7)	(6.9)	(13.3)	(8%)	(2.1)	(3.1)	(2.3)	(7.5)	(4.2)	(11.7)
Group Core operations (£bn)	(2.6)	(1.0)	(5.3)	(8.9)	(3%)	(0.3)	(1.7)	(0.9)	(2.9)	(2.8)	(5.7)

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3.0 Long Term Savings

Nine months ended 30 September 2011

3.1 Long term business APE sales

Emerging Markets

Analysis by cluster - APE sales

SINGLE PREMIUMS

Life & Savings

Mass Foundation
Retail Affluent
Corporate
South Africa
Asia & Latin America
Rest of Africa
Total Life & Savings

OMIGSA

Emerging Markets single premium APE sales

RECURRING PREMIUMS

Life & Savings

Mass Foundation
Retail Affluent
Corporate
South Africa
Asia & Latin America
Rest of Africa
Emerging Markets recurring premium APE sales
Total Emerging Markets APE sales

Total Emerging Markets APE sales

Total APE

Life & Savings

Mass Foundation
Retail Affluent
Corporate
South Africa
Asia & Latin America
Rest of Africa
Total Life & Savings
OMIGSA
Total Emerging Markets APE sales (Rm)
Total Emerging Markets APE sales (€m)

OMIGSA

Total Emerging Markets APE sales (Rm)

Total Emerging Markets APE sales (€m)

Analysis by product

Single premiums

Savings
Annuity
Emerging Markets single premium APE sales

Recurring premiums

Savings
Risk/Protection
Emerging Markets recurring premium APE sales
Total Emerging Markets APE sales (Rm)

Total Emerging Markets APE sales (Rm)

2011				Change YTD (Q3'11 vs Q3'10)	
Q1	Q2	Q3	Q3 YTD	Value	%

2010					
Q1	Q2	Q3	Q3 YTD	Q4	FY YTD

1	-	1	2	1	100%
241	221	216	678	(73)	(10%)
108	194	75	377	50	15%
350	415	292	1,057	(22)	(2%)
6	4	7	17	1	6%
19	13	29	61	24	65%
375	432	328	1,135	3	-
70	11	77	158	(25)	(14%)
445	443	405	1,293	(22)	(2%)

1	-	-	1	-	1
241	303	207	751	211	962
93	118	116	327	166	493
335	421	323	1,079	377	1,456
6	5	5	16	7	23
12	15	10	37	11	48
353	441	338	1,132	395	1,527
74	55	54	183	114	297
427	496	392	1,315	509	1,824

423	529	561	1,513	440	41%
312	335	396	1,043	28	3%
35	170	168	373	47	14%
770	1,034	1,125	2,929	515	21%
24	22	21	67	10	18%
48	60	73	181	35	24%
842	1,116	1,219	3,177	560	21%
1,287	1,559	1,624	4,470	538	14%

285	355	433	1,073	498	1,571
294	351	370	1,015	366	1,381
80	146	100	326	128	454
659	852	903	2,414	992	3,406
18	20	19	57	22	79
37	51	58	146	50	196
714	923	980	2,617	1,064	3,681
1,141	1,419	1,372	3,932	1,573	5,505

424	529	562	1,515	441	41%
553	556	612	1,721	(45)	(3%)
143	364	243	750	97	15%
1,120	1,449	1,417	3,986	493	14%
30	26	28	84	11	15%
67	73	102	242	59	32%
1,217	1,548	1,547	4,312	563	15%
70	11	77	158	(25)	(14%)
1,287	1,559	1,624	4,470	538	14%
115	140	142	397	53	15%

286	355	433	1,074	498	1,572
535	654	577	1,766	577	2,343
173	264	216	653	294	947
994	1,273	1,226	3,493	1,369	4,862
24	25	24	73	29	102
49	66	68	183	61	244
1,067	1,364	1,318	3,749	1,459	5,208
74	55	54	183	114	297
1,141	1,419	1,372	3,932	1,573	5,505
97	126	121	344	143	487

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3.1 Long term business APE sales

Emerging Markets

RETAIL BUSINESS**South Africa - Single**

Retail Affluent - Savings

Retail Affluent - Annuity

Rest of Africa - Single

Retail Affluent - Savings

Retail Affluent - Annuity

Total - Single**South Africa - Recurring**

Retail Affluent - Savings

Retail Affluent - Protection

Mass Foundation - Savings

Mass Foundation - Protection

Rest of Africa - Recurring

Retail Affluent - Savings

Retail Affluent - Protection

Mass Foundation - Savings

Mass Foundation - Protection

Total - Recurring**Total Retail Business****INSTITUTIONAL BUSINESS****South Africa - Single**

Life & Savings - Savings

OMIGSA - Savings

Annuity

Rest of Africa - Single

Savings

Annuity

Total Single**South Africa - Recurring**

Life & Savings - Savings

Protection

Rest of Africa - Recurring

Savings

Protection

Total Recurring**Total Institutional Business****Total APE**

Retail business

Institutional business

Asia & Latin America

Total Emerging Markets

	2011				Change YTD (Q3'11 vs Q3'10)	
	Q1	Q2	Q3	Q3 YTD	Value	%
Retail Affluent - Savings	196	169	172	537	(58)	(10%)
Retail Affluent - Annuity	45	52	44	141	(16)	(10%)
Total	241	221	216	678	(74)	(10%)
Rest of Africa - Single						
Retail Affluent - Savings	13	4	4	21	5	31%
Retail Affluent - Annuity	-	1	-	1	1	-
Total	13	5	4	22	6	38%
Total - Single	254	226	220	700	(68)	(9%)
South Africa - Recurring						
Retail Affluent - Savings	148	156	165	469	(21)	(4%)
Retail Affluent - Protection	165	178	231	574	48	9%
Mass Foundation - Savings	216	249	278	743	214	40%
Mass Foundation - Protection	206	281	283	770	227	42%
Total	735	864	957	2,556	468	22%
Rest of Africa - Recurring						
Retail Affluent - Savings	17	20	20	57	14	33%
Retail Affluent - Protection	11	13	16	40	1	3%
Mass Foundation - Savings	8	11	12	31	5	19%
Mass Foundation - Protection	9	12	14	35	8	30%
Total	45	56	62	163	28	21%
Total - Recurring	780	920	1,019	2,719	496	22%
Total Retail Business	1,034	1,146	1,239	3,419	428	14%

2010						
Q1	Q2	Q3	Q3 YTD	Q4	FY YTD	
183	251	161	595	170	765	
59	53	45	157	41	198	
242	304	206	752	211	963	
8	4	4	16	3	19	
-	-	-	-	1	1	
8	4	4	16	4	20	
250	308	210	768	215	983	
139	169	182	490	155	645	
155	182	189	526	210	736	
143	172	214	529	260	789	
142	183	218	543	239	782	
579	706	803	2,088	864	2,952	
14	13	16	43	17	60	
7	18	14	39	14	53	
7	8	11	26	8	34	
6	11	10	27	8	35	
34	50	51	135	47	182	
613	756	854	2,223	911	3,134	
863	1,064	1,064	2,991	1,126	4,117	

Life & Savings - Savings	99	85	70	254	24	10%
OMIGSA - Savings	70	12	76	158	(25)	(14%)
Annuity	10	109	4	123	26	27%
Total	179	206	150	535	25	5%
Rest of Africa - Single						
Savings	5	7	27	39	23	144%
Annuity	1	-	-	1	(4)	(80%)
Total	6	7	27	40	19	90%
Total Single	185	213	177	575	44	8%
South Africa - Recurring						
Life & Savings - Savings	18	99	29	146	28	24%
Protection	17	71	139	227	19	9%
Total	35	170	168	373	47	14%
Rest of Africa - Recurring						
Savings	2	4	11	17	11	183%
Protection	1	-	1	2	(3)	(60%)
Total	3	4	12	19	8	73%
Total Recurring	38	174	180	392	55	16%
Total Institutional Business	223	387	357	967	99	11%

Life & Savings - Savings	77	69	84	230	115	345
OMIGSA - Savings	74	56	53	183	114	297
Annuity	16	48	33	97	51	148
Total	167	173	170	510	280	790
Rest of Africa - Single						
Savings	4	5	7	16	7	23
Annuity	-	5	-	5	-	5
Total	4	10	7	21	7	28
Total Single	171	183	177	531	287	818
South Africa - Recurring						
Life & Savings - Savings	18	51	49	118	102	220
Protection	62	95	51	208	26	234
Total	80	146	100	326	128	454
Rest of Africa - Recurring						
Savings	2	-	4	6	1	7
Protection	1	1	3	5	2	7
Total	3	1	7	11	3	14
Total Recurring	83	147	107	337	131	468
Total Institutional Business	254	330	284	868	418	1,286

Retail business	1,034	1,146	1,239	3,419	428	14%
Institutional business	223	387	357	967	99	11%
Asia & Latin America	30	26	28	84	11	15%
Total Emerging Markets	1,287	1,559	1,624	4,470	538	14%
Retail business	863	1,064	1,064	2,991	1,126	4,117
Institutional business	254	330	284	868	418	1,286
Asia & Latin America	24	25	24	73	29	102
Total Emerging Markets	1,141	1,419	1,372	3,932	1,573	5,505

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3.0 Long Term Savings

Nine months ended 30 September 2011

3.1.1 Long term business APE sales

South Africa Life & Savings (Rm)

Analysis by product - South Africa Life & Savings

SINGLE PREMIUMS

	2011				Change YTD (Q3'11 vs Q3'10)	
	Q1	Q2	Q3	Q3 YTD	Value	%
Savings	297	253	243	793	(32)	(4%)
Annuity	53	162	49	264	11	4%
Total	350	415	292	1,057	(21)	(2%)

RECURRING PREMIUMS

	2011				Change YTD (Q3'11 vs Q3'10)	
	Q1	Q2	Q3	Q3 YTD	Value	%
Savings	382	504	472	1,358	222	20%
Protection	388	530	653	1,571	293	23%
Total	770	1,034	1,125	2,929	515	21%

Total APE - South Africa Life & Savings

	2011				Change YTD (Q3'11 vs Q3'10)	
	Q1	Q2	Q3	Q3 YTD	Value	%
Savings	679	757	715	2,151	190	10%
Protection	388	530	653	1,571	292	23%
Annuity	53	162	49	264	11	4%
Total APE sales - South Africa Life & Savings	1,120	1,449	1,417	3,986	493	14%

2010					
Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
260	321	244	825	284	1,110
75	100	78	253	92	346
335	421	322	1,078	376	1,456

260	321	244	825	284	1,110
75	100	78	253	92	346
335	421	322	1,078	376	1,456

300	392	444	1,136	517	1,654
359	460	459	1,278	474	1,752
659	852	903	2,414	992	3,406

560	713	688	1,961	802	2,764
359	460	460	1,279	474	1,752
75	100	78	253	93	346
994	1,273	1,226	3,493	1,369	4,862

Analysis by cluster - South Africa Life & Savings

	2011				Change YTD (Q3'11 vs Q3'10)	
	Q1	Q2	Q3	Q3 YTD	Value	%
Mass Foundation	217	249	278	744	213	40%
Retail Affluent	345	324	337	1,006	(76)	(7%)
Corporate	117	184	100	401	53	15%
Total Savings	679	757	715	2,151	190	10%

206	281	283	770	226	42%	
165	178	231	574	47	9%	
17	71	139	227	19	9%	
Total Protection	388	530	653	1,571	292	23%

44	52	45	141	(16)	(10%)	
9	110	4	123	27	28%	
Total Annuity	53	162	49	264	11	4%

Total APE sales - South Africa Life & Savings	1,120	1,449	1,417	3,986	493	14%
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2010					
Q1	HY	Q3	Q3 YTD	FY	FY YTD
144	173	214	531	259	791
321	419	342	1,082	327	1,409
95	121	132	348	216	564
560	713	688	1,961	802	2,764

142	183	219	544	238	782
155	182	190	527	209	736
62	95	51	208	27	235
359	460	460	1,279	474	1,752

59	53	45	157	41	198
16	47	33	96	52	148
75	100	78	253	93	346

994	1,273	1,226	3,493	1,369	4,862
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3.0 Long Term Savings

Nine months ended 30 September 2011

3.2 Non-covered business sales

Emerging Markets

Life & Savings

	2011				Change YTD (Q3'11 vs Q3'10)		2010					
	Q1	Q2	Q3	Q3 YTD	Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
South Africa	6,928	8,310	7,690	22,928	2,899	14%	5,968	5,346	8,715	20,029	12,561	32,590
Asia & Latin America	3,242	3,836	7,986	15,064	4,759	46%	2,990	3,241	4,074	10,305	4,371	14,676
Rest of Africa	1,209	565	1,272	3,046	(1,846)	(38%)	1,365	1,657	1,870	4,892	1,543	6,435
Total Life & Savings	11,379	12,711	16,948	41,038	5,812	16%	10,323	10,244	14,659	35,226	18,475	53,701
OMIGSA	5,194	5,903	8,518	19,615	938	5%	4,469	6,321	7,887	18,677	4,572	23,249
Total Emerging Markets non-covered sales (Rm)	16,573	18,614	25,466	60,653	6,750	13%	14,792	16,565	22,546	53,903	23,047	76,950
Total Emerging Markets non-covered sales (€m)	1,480	1,678	2,224	5,382	682	15%	1,263	1,466	1,971	4,700	2,104	6,804

Unit Trust Sales

Life & Savings

South Africa - Retail Affluent	4,004	3,941	4,366	12,311	(991)	(7%)	3,669	3,230	6,403	13,302	5,923	19,225
Asia & Latin America	3,242	3,836	7,986	15,064	4,759	46%	2,990	3,241	4,074	10,305	4,371	14,676
Rest of Africa	1,143	465	1,219	2,827	(1,093)	(28%)	1,291	967	1,662	3,920	1,440	5,360
Total Life & Savings	8,389	8,242	13,571	30,202	2,675	10%	7,950	7,438	12,139	27,527	11,734	39,261
OMIGSA	605	508	665	1,778	372	26%	375	510	521	1,406	821	2,227
Total unit trust sales (Rm)	8,994	8,750	14,236	31,980	3,047	11%	8,325	7,948	12,660	28,933	12,555	41,488

Other non-covered business sales

Life & Savings

South Africa - Retail Affluent	2,924	4,369	3,324	10,617	3,890	58%	2,299	2,116	2,312	6,727	6,638	13,365
Rest of Africa (Rm)	66	100	53	219	(753)	(77%)	74	690	208	972	103	1,075
Total Life & Savings	2,990	4,469	3,377	10,836	3,137	41%	2,373	2,806	2,520	7,699	6,741	14,440
OMIGSA	4,589	5,395	7,853	17,837	566	3%	4,094	5,811	7,366	17,271	3,751	21,022
Total other non-life sales (Rm)	7,579	9,864	11,230	28,673	3,703	15%	6,467	8,617	9,886	24,970	10,492	35,462
Total Emerging Markets non-covered sales (Rm)	16,573	18,614	25,466	60,653	6,750	13%	14,792	16,565	22,546	53,903	23,047	76,950

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3.3 Funds under management

Emerging Markets

Start manager basis

	2011		Change (Q3'11 vs FY'10)		2010				
	Q1	HY	Q3	Value	%	Q1	HY	Q3	FY
Life & Savings (South Africa)	324.5	326.8	320.0	(4.1)	(1%)	296.7	286.8	312.9	324.1
OMIGSA	34.1	35.1	34.7	(1.4)	(4%)	34.0	32.5	34.3	36.1
Policyholder funds	358.6	361.9	354.7	(5.5)	(2%)	330.7	319.3	347.2	360.2
Life & Savings (South Africa)	21.7	23.7	24.6	1.3	6%	23.7	23.4	20.9	23.3
OMIGSA	44.2	43.5	42.2	(1.9)	(4%)	35.8	34.3	42.0	44.1
Unit trust funds	65.9	67.2	66.8	(0.6)	(1%)	59.5	57.7	62.9	67.4
Life & Savings (South Africa)	20.4	15.6	16.1	(2.5)	(13%)	15.9	15.6	17.0	18.6
OMIGSA	74.7	72.6	74.5	(2.4)	(3%)	87.7	87.0	73.9	76.9
Other third party client funds	95.1	88.2	90.6	(4.9)	(5%)	103.6	102.6	90.9	95.5
Total client funds	519.6	517.3	512.1	(11.0)	(2%)	493.8	479.6	501.0	523.1
Shareholder funds	28.7	28.5	29.3	1.9	7%	25.6	26.0	28.7	27.4
Total South Africa	548.3	545.8	541.4	(9.1)	(2%)	519.4	505.6	529.7	550.5
Asia & Latin America	53.4	56.1	65.2	14.5	29%	44.5	49.6	52.0	50.7
Rest of Africa	20.9	20.4	20.3	(0.3)	(1%)	17.3	18.0	19.6	20.6
Total Emerging Markets FUM on start manager basis (Rbn)	622.6	622.3	626.9	5.1	1%	581.2	573.2	601.3	621.8
Life & Savings									
Mass Foundation	7.4	7.4	7.2	(0.2)	(3%)	6.9	6.5	7.2	7.4
Retail Affluent	238.8	237.3	235.7	(4.0)	(2%)	216.1	210.9	227.2	239.7
Corporate	120.4	121.3	117.8	(1.1)	(1%)	113.3	108.4	116.4	118.9
South Africa	366.6	366.0	360.7	(5.3)	(1%)	336.3	325.8	350.8	366.0
Asia & Latin America	53.4	56.1	65.2	14.5	29%	44.5	49.6	52.0	50.7
Rest of Africa	20.9	20.4	20.3	(0.3)	(1%)	17.3	18.0	19.6	20.6
Total Life & Savings	440.9	442.5	446.2	8.9	2%	398.1	393.4	422.4	437.3
OMIGSA	153.0	151.3	151.4	(5.7)	(4%)	157.5	153.8	150.2	157.1
Shareholder	28.7	28.5	29.3	1.9	7%	25.6	26.0	28.7	27.4
Total Emerging Markets FUM on start manager basis (Rbn)	622.6	622.3	626.9	5.1	1%	581.2	573.2	601.3	621.8
Total Emerging Markets FUM on start manager basis (£bn)	57.3	57.3	49.8	(10.7)	(18%)	52.7	50.0	54.8	60.5

End manager basis

Life & Savings									
South Africa	57.3	53.8	57.9	3.3	6%	44.7	45.9	49.9	54.6
Asia & Latin America	53.4	56.1	65.2	14.5	29%	44.5	49.6	52.0	50.7
Rest of Africa	8.9	8.9	9.7	1.7	23%	5.0	7.0	8.0	8.0
Total Life & Savings	119.6	118.8	132.9	19.6	17%	94.2	102.5	109.9	113.3
OMIGSA	434.8	433.9	422.1	(21.5)	(5%)	415.5	399.8	431.8	443.6
Shareholders' funds - Life & Savings	29.3	29.1	29.7	0.9	3%	25.8	26.3	29.3	28.8
Total Emerging Markets on end manager basis (Rbn)	583.7	581.8	584.7	(1.0)	-	535.5	528.6	571.0	585.7
Total Emerging Markets on end manager basis (£bn)	53.7	53.6	46.5	(10.5)	(18%)	48.5	46.2	52.0	57.0

On Balance Sheet FUM

South Africa	28.7	29.6	33.0	5.0	18%	22.9	23.7	25.9	28.0
Asia & Latin America (Rm)	0.9	1.1	1.0	0.1	11%	-	0.9	0.7	0.9
Rest of Africa (Rm)	3.6	3.6	4.5	1.6	55%	2.7	2.5	2.6	2.9
Total Life & Savings	33.2	34.3	38.5	6.7	21%	25.6	27.1	29.2	31.8
OMIGSA	288.8	288.2	276.0	(19.5)	(7%)	280.1	267.2	287.8	295.5
Shareholder funds - Life & Savings (South Africa)	29.3	29.1	29.7	0.9	3%	25.8	26.3	29.3	28.8
Total on-Balance Sheet FUM (Rbn)	351.3	351.6	344.2	(11.9)	(3%)	331.5	320.6	346.3	356.1

Third party FUM

Life & Savings									
South Africa - Retail Affluent	28.6	24.2	24.9	(1.7)	(6%)	21.8	22.2	24.0	26.6
Asia & Latin America (Rm)	52.5	55.0	64.2	14.4	29%	44.5	48.7	51.3	49.8
Rest of Africa (Rm)	5.3	5.3	5.3	0.2	4%	2.3	4.5	5.4	5.1
Total Life & Savings	86.4	84.5	94.4	12.9	16%	68.6	75.4	80.7	81.5
OMIGSA	146.0	145.7	146.1	(2.0)	(1%)	135.4	132.6	144.0	148.1
Total third party FUM (Rbn)	232.4	230.2	240.5	10.9	5%	204.0	208.0	224.7	229.6
Total Emerging Markets FUM on end manager basis (Rbn)	583.7	581.8	584.7	(1.0)	(0%)	535.5	528.6	571.0	585.7

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3.0 Long Term Savings

Nine months ended 30 September 2011

3.4 Net client cash flow

Emerging Markets

Life & Savings (South Africa)
OMIGSA
South Africa

Asia & Latin America
Rest of Africa
Total Emerging Markets (Rbn)

Total Emerging Markets (Ebn)

2011					% of opening FUM
Q1	Q2	Q3	Q3 YTD		
0.3	2.3	(1.6)	1.0	1%	
(5.0)	1.0	1.7	(2.3)	(1%)	
(4.7)	3.3	0.1	(1.3)	-	
0.7	0.8	5.3	6.8	13%	
0.2	(0.5)	0.3	-	-	
(3.8)	3.6	5.7	5.5	1%	
(0.3)	0.3	0.5	0.5	1%	

2010					
Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
(0.6)	(1.3)	(0.1)	(2.0)	2.7	0.8
(0.9)	(2.4)	(0.6)	(3.9)	(4.2)	(8.2)
(1.5)	(3.7)	(0.7)	(5.9)	(1.5)	(7.4)
1.0	1.4	1.7	4.1	2.1	6.2
(0.9)	1.3	0.6	1.0	0.4	1.4
(1.4)	(1.0)	1.6	(0.8)	1.0	0.2
(0.1)	(0.1)	0.1	(0.1)	0.1	-

Client cash inflows

Life & Savings

Mass Foundation
Retail Affluent
Corporate
South Africa
Asia & Latin America
Rest of Africa
Total Life & Savings

2011			
Q1	Q2	Q3	Q3 YTD
1.4	1.4	1.5	4.3
10.1	10.8	10.0	30.9
2.7	4.0	2.7	9.4
14.2	16.2	14.2	44.6
4.3	4.0	8.5	16.8
1.7	0.9	1.9	4.5
20.2	21.1	24.6	65.9
5.9	6.0	9.3	21.2
26.1	27.1	33.9	87.1

2010					
Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
1.2	1.2	1.3	3.7	1.3	5.1
9.2	9.0	11.4	29.6	14.8	44.3
2.3	2.7	2.7	7.7	3.4	11.1
12.7	12.9	15.4	41.0	19.5	60.5
1.0	6.0	4.4	11.4	5.8	17.3
1.7	2.0	2.5	6.2	1.9	8.0
15.4	20.9	22.3	58.6	27.2	85.8
5.2	6.9	6.7	18.8	7.5	26.3
20.6	27.8	29.0	77.4	34.7	112.1

OMIGSA
Emerging Markets cash inflows (Rbn)

Client cash outflows

Life & Savings

Mass Foundation
Retail Affluent
Corporate
South Africa
Asia & Latin America
Rest of Africa
Total Life & Savings

(0.6)	(0.6)	(0.7)	(1.9)
(9.4)	(8.8)	(10.1)	(28.3)
(3.9)	(4.5)	(5.0)	(13.4)
(13.9)	(13.9)	(15.8)	(43.6)
(3.6)	(3.2)	(3.1)	(9.9)
(1.5)	(1.3)	(1.6)	(4.4)
(19.0)	(18.4)	(20.6)	(58.0)
(10.9)	(5.0)	(7.7)	(23.6)
(29.9)	(23.5)	(28.2)	(81.6)
(3.8)	3.6	5.6	5.5

(0.5)	(0.6)	(0.6)	(1.7)	(0.6)	(2.3)
(8.7)	(9.4)	(11.1)	(29.2)	(12.1)	(41.2)
(4.1)	(4.2)	(3.8)	(12.1)	(4.1)	(16.2)
(13.3)	(14.2)	(15.5)	(43.0)	(16.8)	(59.7)
-	(4.6)	(3.0)	(7.6)	(3.7)	(11.1)
(2.6)	(0.7)	(1.6)	(4.9)	(1.5)	(6.6)
(15.9)	(19.5)	(20.1)	(55.5)	(22.0)	(77.4)
(6.1)	(9.3)	(7.3)	(22.7)	(11.7)	(34.5)
(22.0)	(28.8)	(27.4)	(78.2)	(33.7)	(111.9)
(1.4)	(1.0)	1.6	(0.8)	1.0	0.2

OMIGSA
Emerging Markets cash outflows (Rbn)

Emerging Markets NCCF (Rbn)

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3.0 Long Term Savings

Nine months ended 30 September 2011

3.5 Long term business APE sales

Nordic	2011				Change YTD (Q3'11 vs Q3'10)		2010					
	Q1	Q2	Q3	Q3 YTD	Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
Single premiums	209	224	170	603	168	39%	157	163	115	435	203	638
Recurring premiums	425	437	361	1,223	63	5%	449	385	326	1,160	440	1,600
Total (SEKm)	634	661	531	1,826	231	14%	606	548	441	1,595	643	2,238
Total (£m)	61	65	50	176	34	24%	54	48	40	142	59	201

Analysis by country**Gross single premiums**

Corporate Sweden	427	289	525	1,241	(52)	(4%)	420	477	396	1,293	136	1,429
Private Sweden	1,175	1,325	509	3,009	719	31%	963	902	425	2,290	1,382	3,672
Denmark	492	623	663	1,778	1,013	132%	192	250	323	765	515	1,280
Total (SEKm)	2,094	2,237	1,697	6,028	1,680	39%	1,575	1,629	1,144	4,348	2,033	6,381

Recurring premiums

Corporate Sweden	238	296	178	712	(23)	(3%)	289	253	193	735	298	1,033
Private Sweden	59	22	39	120	(33)	(22%)	65	52	36	153	28	181
Denmark	128	119	144	391	119	44%	95	80	97	272	114	386
Total (SEKm)	425	437	361	1,223	63	5%	449	385	326	1,160	440	1,600

Total APE

Corporate Sweden	281	325	231	837	(27)	(3%)	330	301	233	864	312	1,176
Private Sweden	176	154	90	420	38	10%	162	142	78	382	166	548
Denmark	177	182	210	569	220	63%	114	105	130	349	165	514
Total (SEKm)	634	661	531	1,826	231	14%	606	548	441	1,595	643	2,238

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3.0 Long Term Savings

Nine months ended 30 September 2011

3.6 Unit Trust / mutual fund sales

Nordic

	2011				Change YTD (Q3'11 vs Q3'10)	
	Q1	Q2	Q3	Q3 YTD	Value	%
SEKmn	1,726	1,416	1,749	4,891	204	4%
£m	166	139	168	473	57	14%

2010					
Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
1,788	1,859	1,040	4,687	1,779	6,466
160	164	92	416	165	581

3.7 Funds under management

Nordic

	2011			Change (Q3'11 vs FY'10)	
	Q1	HY	Q3	Value	%
SEKbn	142.8	142.7	128.1	(17.3)	(12%)
£bn	14.1	14.0	12.0	(1.9)	(14%)

2010			
Q1	HY	Q3	FY
133.7	132.3	136.4	145.4
12.2	11.4	12.8	13.9

Analysis by country

Sweden	130.2	129.5	115.4	(17.8)	(13%)
Denmark	9.4	10.2	10.1	1.0	11%
Norway	3.2	3.0	2.6	(0.5)	(16%)
Total (SEKbn)	142.8	142.7	128.1	(17.3)	(12%)

123.1	121.8	125.5	133.2
7.7	7.9	8.2	9.1
2.9	2.6	2.7	3.1
133.7	132.3	136.4	145.4

3.8 Net client cash flow

Nordic

	2011				As a % of opening FUM
	Q1	Q2	Q3	Q3 YTD	
SEKbn	2.4	1.9	1.2	5.5	4%
£bn	0.2	0.2	0.1	0.5	4%

2010					
Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
3.0	1.6	1.1	5.7	1.7	7.4
0.3	0.1	0.1	0.5	0.2	0.7

Analysis by country

Sweden	1.7	1.3	0.5	3.5	3%
Denmark	0.6	0.7	0.7	2.0	22%
Norway	0.1	(0.1)	-	-	-
Total (SEKbn)	2.4	1.9	1.2	5.5	4%

2.6	1.4	0.7	4.7	0.8	5.5
0.3	0.3	0.4	1.0	0.7	1.7
0.1	(0.1)	-	-	0.2	0.2
3.0	1.6	1.1	5.7	1.7	7.4

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3.0 Long Term Savings

Nine months ended 30 September 2011

3.9 Long term business APE sales

Retail Europe	2011				Change YTD (Q3'11 vs Q3'10)		2010					
	Q1	Q2	Q3	Q3 YTD	Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY
Single premiums	2	2	1	5	-	-	2	2	1	5	2	7
Recurring premiums	19	18	20	57	7	14%	17	16	17	50	23	73
Total (EURm)	21	20	21	62	7	13%	19	18	18	55	25	80
Total (£m)	18	18	18	54	7	15%	17	15	15	47	22	69

Analysis by country

Gross single premiums

Austria	3	1	2	6	1	20%	2	2	1	5	2	7
Germany	9	11	6	26	5	24%	6	10	5	21	10	31
Poland	5	4	5	14	-	-	5	5	4	14	7	21
Switzerland	2	4	2	8	(1)	-	5	1	3	9	5	14
Total (EURm)	19	20	15	54	5	10%	18	18	13	49	24	73

Recurring premiums

Austria	5	4	4	13	-	-	5	4	4	13	4	17
Germany	6	6	6	18	(1)	(5%)	6	7	6	19	10	29
Poland	5	5	7	17	5	42%	4	3	5	12	6	18
Switzerland	3	3	3	9	3	50%	2	2	2	6	3	9
Total (EURm)	19	18	20	57	7	14%	17	16	17	50	23	73

Total APE

Austria	5	4	4	13	-	-	5	4	4	13	5	18
Germany	7	7	7	21	(1)	(5%)	7	8	7	22	10	32
Poland	6	5	7	18	5	38%	5	4	4	13	7	20
Switzerland	3	4	3	10	3	43%	2	2	3	7	3	10
Total (EURm)	21	20	21	62	7	13%	19	18	18	55	25	80

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3.0 Long Term Savings

Nine months ended 30 September 2011

3.10 Unit Trust / mutual fund sales Retail Europe	2011				Change YTD (Q3'11 vs Q3'10)		2010					
	Q1	Q2	Q3	Q3 YTD	Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
EURm	6	7	6	19	-	-	8	6	5	19	8	27
£m	5	6	5	16	(1)	(6%)	7	5	5	17	6	23

3.11 Funds under management Retail Europe	2011			Change (Q3'11 vs Q3'10)		2010				
	Q1	HY	Q3	Value	%	Q1	HY	Q3	FY	
EURbn		5.6	5.7	5.5	(0.3)	(5%)	5.0	5.2	5.4	5.8
£bn		5.0	5.2	4.7	(0.3)	(6%)	4.5	4.3	4.7	5.0

3.12 Net client cash flow Retail Europe	2011				As a % of opening FUM	2010						
	Q1	Q2	Q3	Q3 YTD		Q1	Q2	Q3	Q3 YTD	Q4	FY YTD	
EURbn		0.1	0.1	0.1	0.3	5%	0.1	0.1	0.1	0.3	0.2	0.5
£bn		0.1	0.1	0.1	0.3	6%	0.1	0.1	0.1	0.3	0.1	0.4

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3.13 Long term business APE sales

Wealth Management

UK (£m)

	2011				Change YTD (Q3'11 vs Q3'10)	
	Q1	Q2	Q3	Q3 YTD	Value	%
Single premiums	70	63	54	187	(14)	(7%)
Recurring premiums	22	28	19	69	(2)	(3%)
Total (£m)	92	91	73	256	(16)	(6%)

International (£m)

Single premiums	38	40	46	124	8	7%
Recurring premiums	15	14	13	42	(12)	(22%)
Total (£m)	53	54	59	166	(4)	(2%)

Continental Europe (EURm)

Single premiums	33	27	17	77	(57)	(43%)
Recurring premiums	2	2	2	6	-	-
Total (EURm)	35	29	19	83	(57)	(41%)
Total (£m)	30	26	16	72	(48)	(40%)

Total single premiums

	136	127	115	378	(54)	(13%)
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Total recurring premiums	39	44	33	116	(14)	(11%)
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Total Wealth Management (£m)	175	171	148	494	(68)	(12%)
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2010					
Q1	Q2	Q3	Q3 YTD	Q4	FY YTD

75	68	58	201	61	262
23	27	21	71	19	90
98	95	79	272	80	352

44	37	35	116	42	158
16	24	14	54	13	67
60	61	49	170	55	225

57	51	26	134	40	174
2	2	2	6	4	10
59	53	28	140	44	184
52	46	22	120	37	157

Total single premiums

169	150	113	432	136	568
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41	52	37	130	36	166
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210	202	150	562	172	734
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Analysis by product - gross single premiums

UK (£m)

	2011				Change YTD (Q3'11 vs Q3'10)	
	Q1	Q2	Q3	Q3 YTD	Value	%
Pensions	569	515	427	1,511	(41)	(3%)
Bonds	126	118	110	354	(105)	(23%)
Total UK	695	633	537	1,865	(146)	(7%)

International (£m)

Unit linked	70	64	42	176	(80)	(31%)
Bonds	314	329	425	1,068	161	18%
Total International	384	393	467	1,244	81	7%

Continental Europe (£m)

Unit linked	281	239	150	670	(480)	(42%)
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Total Wealth Management (£m)	1,360	1,265	1,154	3,779	(545)	(13%)
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2010					
Q1	Q2	Q3	Q3 YTD	Q4	FY YTD

609	527	416	1,552	469	2,021
140	156	163	459	138	597
749	683	579	2,011	607	2,618

86	88	82	256	68	324
355	278	274	907	346	1,253
441	366	356	1,163	414	1,577

504	432	214	1,150	340	1,490
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1,694	1,481	1,149	4,324	1,361	5,685
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Analysis by product - recurring premiums

UK (£m)

Pensions	18	25	15	58	1	2%
Protection	2	2	3	7	(1)	(13%)
Savings	2	1	1	4	(2)	(33%)
Total UK	22	28	19	69	(2)	(3%)

International (£m)

Unit linked	9	8	7	24	(13)	(35%)
Bonds	6	6	6	18	1	6%
Total International	15	14	13	42	(12)	(22%)

Continental Europe (£m)

Unit linked	2	2	1	5	-	-
-------------	---	---	---	---	---	---

Total Wealth Management (£m)	39	44	33	116	(14)	(11%)
-------------------------------------	-----------	-----------	-----------	------------	-------------	--------------

18	22	17	57	14	71
2	3	3	8	2	10
3	2	1	6	3	9
23	27	21	71	19	90

10	18	9	37	7	44
6	6	5	17	6	23
16	24	14	54	13	67

2	1	2	5	4	9
---	---	---	---	---	---

41	52	37	130	36	166
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Analysis by product - total APE

UK (£m)

	2011				Change YTD (Q3'11 vs Q3'10)	
	Q1	Q2	Q3	Q3 YTD	Value	%
Pensions	75	76	60	211	-	-
Bonds	13	12	10	35	(11)	(24%)
Protection	2	2	2	6	(2)	(25%)
Savings	2	1	1	4	(3)	(43%)
Total UK	92	91	73	256	(16)	(6%)

International (£m)

Unit linked	16	14	12	42	(20)	(32%)
Bonds	37	40	47	124	16	15%
Total International	53	54	59	166	(4)	(2%)

Continental Europe (£m)

Unit linked	30	26	16	72	(48)	(40%)
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Total Wealth Management (£m)	175	171	148	494	(68)	(12%)
-------------------------------------	------------	------------	------------	------------	-------------	--------------

2010					
Q1	Q2	Q3	Q3 YTD	Q4	FY YTD

79	74	58	211	62	273
14	16	16	46	14	60
2	3	3	8	2	10
3	2	2	7	2	9
98	95	79	272	80	352

18	27	17	62	15	77
42	34	32	108	40	148
60	61	49	170	55	225

52	46	22	120	37	157
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210	202	150	562	172	734
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3.0 Long Term Savings

Nine months ended 30 September 2011

3.14 Unit Trust / mutual fund sales

Wealth Management

	2011				Change YTD (Q3'11 vs Q3'10)		2010					
	Q1	Q2	Q3	Q3 YTD	Value	%	Q1	Q2	Q3	Q3 YTD	FY	FY YTD
UK (£m)	850	1,041	769	2,660	138	5%	796	870	856	2,522	734	3,256
International (£m)	309	246	263	818	(134)	(14%)	270	255	427	952	276	1,228
Continental Europe (£m)	4	4	11	19	(1)	(5%)	12	4	4	20	3	23
Total (£m)	1,163	1,291	1,043	3,497	3	-	1,078	1,129	1,287	3,494	1,013	4,507
Analysis by product - UK sales												
Institutional	56	234	95	385	29	8%	54	91	211	356	52	408
Mutual Funds	470	413	418	1,301	114	10%	425	391	371	1,187	421	1,607
ISA	324	394	256	974	(5)	(1%)	317	388	274	979	262	1,241
Total UK	850	1,041	769	2,660	138	5%	796	870	856	2,522	734	3,256

3.15 Funds under management

Wealth Management

	2011			Change (Q3'11 vs FY'10)		2010			
	Q1	HY	Q3	Value	%	Q1	HY	Q3	FY
UK (£bn)	34.5	35.3	32.2	(1.7)	(5%)	30.3	29.2	31.9	33.9
International (£bn)	17.0	17.0	15.8	(1.0)	(6%)	15.7	15.2	16.0	16.8
Continental Europe (£bn)	5.4	5.4	4.9	(0.3)	(6%)	4.5	4.4	4.9	5.2
Total (£bn)	56.9	57.7	52.9	(3.0)	(5%)	50.5	48.8	52.8	55.9

3.16 Net client cash flow

Wealth Management

	2011				As a % of opening FUM	2010					
	Q1	Q2	Q3	Q3 YTD		Q1	Q2	Q3	Q3 YTD	FY	FY YTD
UK (£bn)	0.6	0.7	0.5	1.8	5%	0.5	0.8	0.6	1.9	0.4	2.3
International (£bn)	0.2	0.1	0.2	0.5	3%	0.2	0.1	0.2	0.5	0.1	0.6
Continental Europe (£bn)	0.1	0.1	-	0.2	4%	0.4	0.3	0.1	0.8	0.2	1.0
Total (£bn)	0.9	0.9	0.7	2.5	4%	1.1	1.2	0.9	3.2	0.7	3.9

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4.0 Nedbank
Nine months ended 30 September 2011

Nedbank	2011			Change YTD (Q3'11 vs Q3'10)		2010			
	Q1 YTD	HY YTD	Q3 YTD	Value	%	Q1 YTD	HY YTD	Q3 YTD	FY YTD
Net interest income *	4,284	8,683	13,299	1,085	9%	4,046	8,082	12,214	16,608
Non-interest revenue *	3,531	7,139	10,885	1,472	16%	3,034	6,158	9,413	13,215
Net interest margin *	3.42%	3.43%	3.45%	-	0.13%	3.38%	3.34%	3.32%	3.35%
Credit loss ratio	1.15%	1.21%	1.13%	-	(0.23%)	1.51%	1.46%	1.36%	1.36%
Total assets (Rbn) *	610	610	643	30	5%	579	591	613	609

Funds under management	2011			Change (Q3'11 vs FY'10)		2010			
	Q1	HY	Q3	Value	%	Q1	HY	Q3	FY YTD
Nedbank (Rbn)	112.2	114.5	114.6	4.4	4%	105.3	103.4	110.2	110.2
Nedbank (£bn)	10.3	10.5	9.1	(1.6)	(15%)	9.5	9.0	10.0	10.7

Net client cash flow	2011				As a % of opening FUM	2010					
	Q1	Q2	Q3	Q3 YTD		Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
Nedbank (Rbn)	2.6	2.0	1.7	6.3	6%	4.5	1.1	2.2	7.8	3.4	11.2
Nedbank (£bn)	0.2	0.2	0.2	0.6	6%	0.4	0.1	0.2	0.7	0.3	1.0

* Numbers are as reported by Nedbank

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5.0 Mutual & Federal

Nine months ended 30 September 2011

Mutual & Federal Rm	2011				Change YTD (Q3'11 vs Q3'10)		2010					
	Q1	Q2	Q3	Q3 YTD	Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
Gross written premiums	2,204	2,157	2,293	6,654	271	4%	2,208	1,997	2,178	6,383	2,059	8,442
Net earned premiums	1,713	1,735	1,771	5,219	122	2%	1,708	1,688	1,701	5,097	1,762	6,859

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6.1 Unite trust sales

\$m

Unit trust/mutual fund sales (\$m)

OMAM UK
Old Mutual Capital

2011				Change YTD (Q3'11 vs Q3'10)	
Q1	Q2	Q3	Q3 YTD	Value	%
873	547	582	2,002	437	28%
601	330	415	1,346	240	22%
272	217	167	656	197	43%

2010					
Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
380	526	659	1,565	794	2,359
315	332	459	1,106	501	1,607
65	194	200	459	293	752

6.2 Cash flows and margin

\$m

Gross cash inflows (\$bn)

Short term flows
Long term flows

Net Client cash flow (\$bn)

Short term flows (Stable Value/Cash)
Long term flows

Margin gross inflows (bps)

Short term flows
Long term flows

Margin gross outflows (bps)

Short term flows
Long term flows

2011				Change YTD (Q3'11 vs Q3'10)	
Q1	Q2	Q3	Q3 YTD	Value	%
7.7	7.0	6.6	21.3	(1.5)	(7%)
0.6	0.4	0.9	1.9	(1.1)	(37%)
7.1	6.6	5.7	19.4	(0.4)	(2%)
(6.0)	(4.4)	(11.1)	(21.5)	(10.0)	(87%)
(4.5)	(1.8)	(7.6)	(13.9)	(10.8)	(348%)
(1.5)	(2.6)	(3.5)	(7.6)	0.8	10%
33	34	38	35	6	21%
8	6	16	11	4	57%
35	36	42	37	4	12%
25	36	20	25	(7)	(22%)
8	9	5	6	(2)	(25%)
35	42	34	37	(1)	(3%)

2010					
Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
5.9	8.7	8.2	22.8	8.5	31.3
1.1	0.8	1.1	3.0	0.4	3.4
4.8	7.9	7.1	19.8	8.1	27.9
(3.3)	(4.7)	(3.5)	(11.5)	(6.5)	(18.0)
(0.1)	(2.8)	(0.2)	(3.1)	(1.7)	(4.8)
(3.2)	(1.9)	(3.3)	(8.4)	(4.8)	(13.2)
34	28	25	29	39	32
6	9	6	7	6	7
40	30	28	33	41	35
32	34	31	32	35	33
7	8	8	8	8	8
36	44	33	38	40	38

6.3 Funds under management

\$bn

Funds under management (\$bn)

2011			Change (Q3'11 vs FY'10)	
Q1	HY	Q3	Value	%
261.7	259.6	226.8	(31.9)	(12%)

2010			
Q1	HY	Q3	FY
263.1	243.2	257.6	258.7

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6.0 USAM

Nine months ended 30 September 2011

6.4 Fund mix (\$bn)

(\$bn)

Equity

US value
US growth
US core
Global / Non-US / EM

Fixed income

Stable Value/Cash
Alternative / real estate / cash collateral
Total

	FUM			2011 est. management fee rates (bps)	Indicative benchmarks
	Q1	HY	Q3		
	62	62	50	20-30	Russell 1000 Value
	6	6	5	45-60	Russell 1000 / 2000 Growth
	11	6	7	20-40	S&P 500
	52	57	45	40-50	MSCI World / EAFE / EM
	131	131	107		
	63	63	61	20-30	Barclays Capital Aggregate /
	38	36	30	8-15	CMT 5 Year Treasury / T-Bill
	30	30	29	40-50	3 month T-Bill / Wilshire RE
	262	260	227	28	

	FUM	FUM	FUM
	FY 2010	FY 2009	FY 2008
	59	56	50
	6	7	5
	10	12	11
	51	45	37
	126	120	103
	61	59	62
	42	47	43
	30	35	32
	259	261	240

6.5 Affiliate Firms

\$m

Barrow, Hanley, Mewhinney & Strauss
Acadian
Rogge
Dwight
Heitman
Thompson, Siegel & Walmsley
Analytic Investors
Campbell Group
Ashfield
Lincluden
Investment Counselors of Maryland
Copper Rock
Echo Point
Larch Lane Advisors
300 North Capital
Thomson Horstmann & Bryant
Other
Total exl. OMAM (UK)
OMAM (UK)
Total

	2011			Change (Q3'11 vs FY'10)	
	Q1	HY	Q3	Value	%
	63,047	63,076	53,753	(6,596)	(11%)
	50,612	50,649	40,498	(8,510)	(17%)
	44,343	45,554	44,591	1,779	4%
	42,417	40,679	33,211	(14,076)	(30%)
	17,299	17,522	17,918	1,015	6%
	8,416	8,014	6,355	(1,623)	(20%)
	6,855	5,941	5,510	(822)	(13%)
	5,761	5,761	5,761	34	1%
	4,031	3,906	3,252	(709)	(18%)
	3,147	3,197	2,868	(49)	(2%)
	2,482	2,259	1,715	(646)	(27%)
	1,648	1,552	1,203	(513)	(30%)
	1,684	1,617	1,405	(153)	(10%)
	1,473	1,484	1,369	(84)	(6%)
	490	480	389	(81)	(17%)
	-	-	-	-	-
	828	780	689	(115)	(14%)
	254,533	252,471	220,487	(31,149)	(12%)
	7,126	7,155	6,363	(733)	(10%)
	261,659	259,626	226,850	(31,882)	(12%)

	2010			
	Q1	HY	Q3	FY
	58,234	51,810	56,282	60,349
	49,365	43,051	47,697	49,008
	37,436	38,711	42,999	42,812
	56,238	53,599	53,760	47,287
	18,107	16,042	16,226	16,903
	7,898	7,205	7,610	7,978
	8,897	7,195	7,267	6,332
	5,576	5,701	5,727	5,727
	3,801	3,407	3,519	3,961
	2,643	2,536	2,630	2,917
	2,284	1,975	1,959	2,361
	1,682	1,491	1,485	1,716
	-	-	-	1,558
	1,088	1,405	1,437	1,453
	594	509	553	470
	1,986	1,689	-	-
	807	726	776	804
	256,636	237,052	249,927	251,636
	6,455	6,181	7,646	7,096
	263,091	243,233	257,573	258,732

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7.0 Bermuda

Nine months ended 30 September 2011

7.1 Funds under management

\$bn	2011					2010			
	Q1	HY	Q3	Change (Q3'11 vs FY'10) Value	%	Q1	HY	Q3	FY
FUM (\$bn)	4.2	4.0	3.4	(1.1)	(24%)	4.7	4.3	4.7	4.5

7.2 Net client cash flow

\$bn	2011					2010					
	Q1	Q2	Q3	Q3 YTD	As a % of opening FUM	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
Net Client cash flow (\$bn)	(0.5)	(0.2)	(0.2)	(0.9)	(20%)	(0.1)	(0.1)	(0.3)	(0.5)	(0.2)	(0.7)

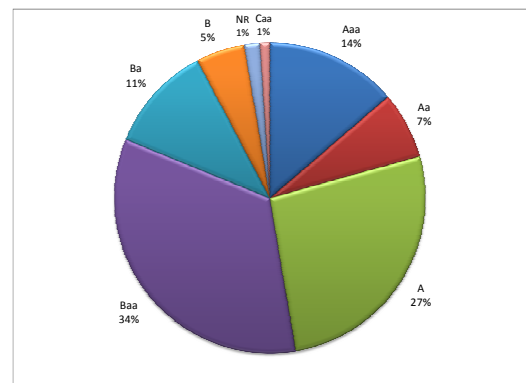
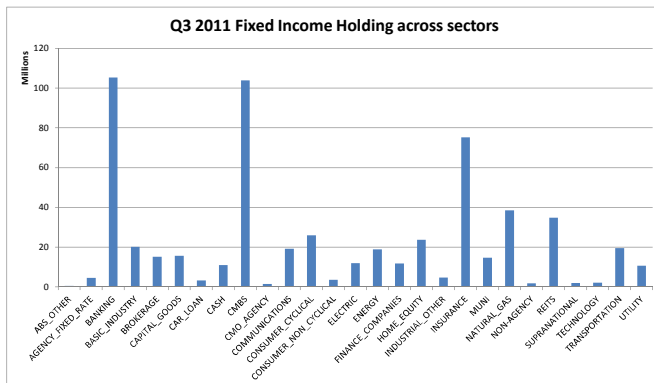
7.3 Financial Strength

\$m	2011					2010			
	Q1 YTD	HY YTD	Q3 YTD	Change YTD (Q3'11 vs Q3'10) Value	%	Q1 YTD	HY YTD	Q3 YTD	FY YTD
Portfolio average credit quality	A3	A3	A3	-	-	A2	A2	A3	A2
Net unrealised gain/ (loss) position (\$m) **	37	37	21	(17)	(45%)	(4)	9	38	31
Net unrealised gain/ (loss) position (£m)	23	23	13	(11)	(46%)	(3)	6	24	20

INVESTED ASSETS BY RATING *

Overall average portfolio credit quality: A3

* the below graph is prepared using Moody's ratings



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8.0 Economic Statistics

Nine months ended 30 September 2011

	2011		Change (Q3'11 vs FY'10)		2010				
	Q1	HY	Q3	Value	%	Q1	HY	Q3	FY
Exchange rates									
GBP:ZAR									
Average exchange rate (YTD)	11.20	11.14	11.27	(0.04)	-	11.71	11.49	11.44	11.31
Closing exchange rate	10.87	10.86	12.58	2.30	22%	11.04	11.45	10.98	10.28
GBP:USD									
Average exchange rate (YTD)	1.60	1.62	1.61	0.06	4%	1.56	1.53	1.53	1.55
Closing exchange rate	1.61	1.61	1.56	0.01	1%	1.52	1.50	1.57	1.55
GBP:SEK									
Average exchange rate (YTD)	10.39	10.30	10.35	(0.79)	(7%)	11.22	11.27	11.27	11.14
Closing exchange rate	10.13	10.16	10.67	0.25	2%	10.94	11.63	10.61	10.42
GBP:EUR									
Average exchange rate (YTD)	1.17	1.15	1.15	(0.01)	(1%)	1.13	1.15	1.17	1.16
Closing exchange rate	1.13	1.11	1.16	-	-	1.12	1.22	1.15	1.16
USD:ZAR									
Average exchange rate (YTD)	6.99	6.89	6.98	(0.34)	(5%)	7.50	7.53	7.46	7.32
Closing exchange rate	6.77	6.76	8.04	1.42	21%	7.26	7.65	6.98	6.62
World Indices									
MSCI World Index	1,335	1,331	1,104	(176)	(14%)	1,201	1,041	1,179	1,280
MSCI EAFE	1,703	1,708	1,373	(285)	(17%)	1,584	1,348	1,561	1,658
US Indices									
Standard and Poor's 500	1,326	1,321	1,131	(127)	(10%)	1,169	1,031	1,141	1,258
Nasdaq Composite	2,781	2,774	2,415	(238)	(9%)	2,398	2,109	2,369	2,653
Russell 1000 Growth	607	610	527	(48)	(8%)	521	458	516	575
Russell 1000 Value	677	669	558	(82)	(13%)	601	531	582	639
Dow Jones Industrial	12,320	12,414	10,913	(665)	(6%)	10,857	9,774	10,788	11,578
Ryan 5 Year Fixed Income	1,123	1,163	1,217	95	8%	1,064	1,116	1,153	1,122
Standard and Poor's Barra Value	627	614	511	(79)	(13%)	559	492	537	590
Other Indices									
UK FTSE 100	5,909	5,946	5,128	(772)	(13%)	5,680	4,917	5,549	5,900
UK ALSI	3,068	3,097	2,654	(409)	(13%)	2,910	2,543	2,868	3,063
FTSE/JSE Africa All Share Index	32,204	31,865	29,674	(2,445)	(8%)	28,748	26,259	29,456	32,119
JSE/FTSE Life Insurance Index	16,090	15,879	15,272	59	-	14,814	13,535	16,222	15,213
FTSE Life Insurance Index	4,472	4,514	3,549	(536)	(13%)	3,823	3,326	4,188	4,085

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