

Old Mutual Unaudited Disclosure Supplement

For the 9 Months ended 30 September 2013

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All comparatives in this document are on an "as reported" rather than constant currency basis.



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1.1 Key financial data - (£)

Gross sales (£m)	2013				Change YTD (Q3'13 vs Q3'12)		2012					
	Q1	Q2	Q3	Q3 YTD	Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY
Emerging markets	2,512	2,843	2,766	8,121	(137)	(2%)	2,616	2,592	3,050	8,258	3,426	11,684
Old Mutual Wealth *	3,085	3,656	3,740	10,481	2,322	28%	2,602	2,754	2,803	8,159	3,471	11,630
Total	5,597	6,499	6,506	18,602	2,185	13%	5,218	5,346	5,853	16,417	6,897	23,314

Covered business - APE (£m)	2013				Change YTD (Q3'13 vs Q3'12)		2012					
	Q1	Q2	Q3	Q3 YTD	Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY
Emerging Markets	121	167	132	420	26	7%	116	138	140	394	129	523
Old Mutual Wealth	148	170	131	449	4	1%	153	154	138	445	165	610
Total	269	337	263	869	30	4%	269	292	278	839	294	1,133

Non-covered business Unit trust/mutual fund sales (£m)	2013				Change YTD (Q3'13 vs Q3'12)		2012					
	Q1	Q2	Q3	Q3 YTD	Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY
Emerging Markets	1,770	1,859	2,058	5,687	(532)	(9%)	1,941	1,910	2,368	6,219	2,718	8,937
Old Mutual Wealth *	1,546	1,957	2,361	5,864	2,071	55%	1,117	1,279	1,397	3,793	1,819	5,612
Total	3,316	3,816	4,419	11,551	1,539	15%	3,058	3,189	3,765	10,012	4,537	14,549
USAM *	-	-	-	-	n/a	n/a	344	-	-	344	-	344
Group core operations	3,316	3,816	4,419	11,551	1,195	12%	3,402	3,189	3,765	10,356	4,537	14,893

FUM (£bn)	2013			Change YTD (Q3'13 vs Q3'12)		2012			
	Q1	HY	Q3	Value	%	Q1	HY	Q3	FY
Emerging Markets	54.6	50.7	49.2	(3.4)	(6%)	52.7	51.7	50.9	52.6
Old Mutual Wealth *	74.5	75.2	76.0	6.8	10%	63.4	65.5	67.3	69.2
Total	129.1	125.9	125.2	3.4	3%	116.1	117.2	118.2	121.8
Nedbank	12.4	11.9	11.8	-	-	10.6	10.6	11.0	11.8
Property & Casualty	0.2	0.2	0.2	-	-	0.2	0.2	0.2	0.2
USAM *	146.7	151.3	150.3	21.9	17%	157.3	132.6	133.5	128.4
Group core operations	288.4	289.3	287.5	25.3	10%	284.2	260.6	262.9	262.2
Bermuda - Non core operation	1.4	1.1	0.9	(0.7)	(44%)	2.6	2.3	2.0	1.6
Group	289.8	290.4	288.4	24.6	9%	286.8	262.9	264.9	263.8

NCCF (£bn)	2013				Change YTD (Q3'13 vs Q3'12)		2012					
	Q1	Q2	Q3	Q3 YTD	Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY
Emerging Markets	0.4	0.4	0.3	1.1	0.7	175%	0.3	0.3	(0.2)	0.4	0.8	1.2
Old Mutual Wealth *	0.4	0.4	0.6	1.4	0.1	8%	0.5	0.3	0.5	1.3	0.7	2.0
Total	0.8	0.8	0.9	2.5	0.8	47%	0.8	0.6	0.3	1.7	1.5	3.2
Nedbank	0.5	0.1	0.2	0.8	(0.5)	(38%)	0.4	0.4	0.5	1.3	0.7	2.0
USAM * / **	2.6	4.3	1.5	8.4	8.5	8,500%	2.5	(1.0)	(1.6)	(0.1)	(0.1)	(0.2)
Group core operations	3.9	5.2	2.6	11.7	8.8	303%	3.7	-	(0.8)	2.9	2.1	5.0
Bermuda - Non core operation	(0.3)	(0.3)	(0.1)	(0.7)	0.1	13%	(0.2)	(0.2)	(0.4)	(0.8)	(0.4)	(1.2)
Group	3.6	4.9	2.5	11.0	8.9	424%	3.5	(0.2)	(1.2)	2.1	1.7	3.8

Regulatory capital (£bn)	2013			Change YTD (Q3'13 vs Q3'12)		2012			
	Q1	HY	Q3	Value	%	Q1	HY	Q3	FY
FGD capital surplus	2.0	2.1	2.3	0.3	15%	2.7	2.3	1.7	2.0

* From Q2 2012 OMAM(UK) has been reported within Old Mutual Wealth rather than USAM. Comparatives for Q1 2012 have not been restated.

** USAM NCCF for FY 2012 includes net outflows of £1.2bn from affiliates disposed or transferred during the year.

2.0 FUNDS UNDER MANAGEMENT

9 Months ended 30 September 2013

2.1 Funds under management by primary segment (£bn)	2013		Change (Q3'13 vs FY'12)		2012				
	Q1	HY	Q3	Value	Q1	HY	Q3	FY	
End manager basis									
Life & Savings	8.1	10.8	10.9	3.1	40%	7.8	7.3	7.7	7.8
OMIG	34.7	29.2	28.1	(6.6)	(19%)	36.6	36.1	34.3	34.7
South Africa	42.8	40.0	39.0	(3.5)	(8%)	44.4	43.4	42.0	42.5
Asia & Latin America	8.7	7.6	7.1	(0.2)	(3%)	5.9	5.9	6.2	7.3
Rest of Africa	3.1	3.1	3.1	0.3	11%	2.4	2.4	2.7	2.8
Emerging Markets	54.6	50.7	49.2	(3.4)	(6%)	52.7	51.7	50.9	52.6
UK Platform	24.7	25.0	26.2	3.6	16%	20.5	20.5	21.8	22.6
UK Other	4.9	5.2	5.3	0.6	13%	4.6	4.3	4.7	4.7
International	14.8	14.7	14.7	0.8	6%	14.6	14.2	13.5	13.9
Old Mutual Global Investors *	15.0	14.8	15.2	1.4	10%	9.0	12.8	13.6	13.8
Invest and grow	59.4	59.7	61.4	6.4	12%	48.7	51.8	53.6	55.0
Managed for value	21.5	22.0	21.8			20.6	19.5	19.8	20.2
Elimination of intra-group assets	(6.4)	(6.5)	(7.2)			(5.9)	(5.8)	(6.1)	(6.0)
Old Mutual Wealth	74.5	75.2	76.0	6.8	10%	63.4	65.5	67.3	69.2
Nedbank	12.4	11.9	11.8	-	-	10.6	10.6	11.0	11.8
M&F	0.2	0.2	0.2	-	-	0.2	0.2	0.2	0.2
US Asset Management *	146.7	151.3	150.3	21.9	17%	157.3	132.6	133.5	128.4
Total Group - core operations (£bn)	288.4	289.3	287.5	25.3	10%	284.2	260.6	262.9	262.2
Bermuda - Non core operation	1.4	1.1	0.9	(0.7)	(44%)	2.6	2.3	2.0	1.6
Total Group (£bn)	289.8	290.4	288.4	24.6	9%	286.8	262.9	264.9	263.8

2.2 Fund profile by investment type	Q3 2013		FY 2012		FY 2011	
	Total client FUM	Share- holder funds	Total client FUM	Share- holder funds	Total client FUM	Share- holder funds
Emerging markets						
Fixed interest	32%	2%	35%	1%	34%	2%
Equities	34%	27%	41%	25%	36%	20%
Cash	14%	66%	11%	66%	16%	71%
Other	20%	5%	13%	8%	14%	7%
	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Retail	49%	-	47%	-	49%	-
Institutional	51%	-	53%	-	51%	-
	<u>100%</u>	<u>-</u>	<u>100%</u>	<u>-</u>	<u>100%</u>	<u>-</u>
Old Mutual Wealth *						
Fixed interest	30%	31%	32%	37%	27%	32%
Equities	53%	1%	51%	-	53%	-
Property	2%	-	2%	-	3%	-
Cash	9%	68%	9%	63%	12%	67%
Other	6%	-	6%	-	5%	1%
	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Retail	86%	-	86%	-	95%	-
Institutional	14%	-	14%	-	5%	-
	<u>100%</u>	<u>-</u>	<u>100%</u>	<u>-</u>	<u>100%</u>	<u>-</u>
USAM *						
Fixed interest **	28%	25%	30%	19%	26%	11%
Equity **	59%	30%	57%	26%	49%	26%
Cash **	-	4%	-	4%	12%	4%
Other **	13%	41%	13%	51%	13%	59%
	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Retail	3%	-	3%	-	5%	-
Institutional	97%	-	97%	-	95%	-
	<u>100%</u>	<u>-</u>	<u>100%</u>	<u>-</u>	<u>100%</u>	<u>-</u>

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** USAM shareholder FUM represents seed capital.

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2.3 Net client cash flow £bn	2013				As % of opening FUM (annualised)	2012					
	Q1	Q2	Q3	Q3 YTD		Q1	Q2	Q3	Q3 YTD	Q4	FY
Life & Savings	-	0.2	0.2	0.4	10%	-	-	0.3	0.3	0.2	0.5
OMIG	0.1	-	0.2	0.3	1%	0.2	0.2	(0.9)	(0.5)	(0.3)	(0.8)
South Africa	0.1	0.2	0.4	0.7	2%	0.2	0.2	(0.6)	(0.2)	(0.1)	(0.3)
Asia & Latin America	0.2	0.2	(0.2)	0.2	4%	0.1	-	0.3	0.4	0.8	1.2
Rest of Africa	0.1	-	0.1	0.2	10%	-	0.1	0.1	0.2	0.1	0.3
Emerging Markets	0.4	0.4	0.3	1.1	3%	0.3	0.3	(0.2)	0.4	0.8	1.2
UK Platform	0.5	0.8	0.4	1.7	10%	0.5	0.7	0.4	1.6	0.6	2.2
UK Other	-	-	(0.1)	(0.1)	(2%)	0.1	(0.2)	0.1	-	0.1	0.1
International	0.2	0.1	-	0.3	3%	-	-	0.1	0.1	0.1	0.2
Old Mutual Global Investors *	0.1	0.1	0.3	0.5	5%	-	(0.1)	0.2	0.1	0.2	0.3
Total Invest and Grow	0.8	1.1	0.5	2.4	6%	0.6	0.4	0.8	1.8	1.0	2.8
Manage for Value	(0.1)	(0.2)	(0.1)	(0.4)	(2%)	(0.2)	(0.1)	(0.2)	(0.5)	(0.2)	(0.7)
Elimination of intra-Group assets	(0.3)	(0.4)	0.1	(0.6)	-	0.1	-	(0.1)	-	(0.1)	(0.1)
Old Mutual Wealth	0.4	0.4	0.6	1.4	3%	0.5	0.3	0.5	1.3	0.7	2.0
Nedbank	0.5	0.1	0.2	0.8	9%	0.4	0.4	0.5	1.3	0.7	2.0
US Asset Management * / **	2.6	4.3	1.5	8.4	9%	2.5	(1.0)	(1.6)	(0.1)	(0.1)	(0.2)
Group Core operations (£bn)	3.9	5.2	2.6	11.7	6%	3.7	-	(0.8)	2.9	2.1	5.0
Bermuda - Non core operation (£bn)	(0.3)	(0.3)	(0.1)	(0.7)	(58%)	(0.2)	(0.2)	(0.4)	(0.8)	(0.4)	(1.2)
Group (£bn)	3.6	4.9	2.5	11.0	6%	3.5	(0.2)	(1.2)	2.1	1.7	3.8

* From Q2 2012 OMAM(UK) has been reported within Old Mutual Wealth (Old Mutual Global Investors) rather than USAM. Comparatives for Q1 2012 have not been restated.

** USAM NCCF for FY 2012 includes net outflows of £1.2bn from affiliates disposed or transferred during the year.

3.1 Emerging Markets Gross sales (Rm) *	2013						Change YTD (Q3'13 vs Q3'12)		2012					
	Q1	Q2	Q3	Q3 YTD	Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY		
Retail Affluent	12,106	14,509	16,630	43,245	6,927	19%	11,561	10,895	13,862	36,318	13,359	49,677		
Mass Foundation	1,812	1,884	2,014	5,710	721	14%	1,593	1,637	1,759	4,989	1,807	6,796		
Corporate	3,524	6,466	3,196	13,186	3,366	34%	2,712	3,597	3,511	9,820	5,332	15,152		
OMIG	6,227	7,563	10,295	24,085	(4,031)	(14%)	8,486	9,906	9,724	28,116	6,704	34,820		
Total South Africa	23,669	30,422	32,135	86,226	6,983	9%	24,352	26,035	28,856	79,243	27,202	106,445		
Rest of Africa	2,574	2,886	3,082	8,542	928	12%	2,297	2,460	2,857	7,614	3,190	10,804		
Asia & Latin America	8,656	7,979	7,582	24,217	6,214	35%	5,246	4,833	7,924	18,003	16,789	34,792		
Total Emerging Markets (Rm)	34,899	41,287	42,799	118,985	14,125	13%	31,895	33,328	39,637	104,860	47,181	152,041		
Total Emerging Markets (£m)	2,512	2,843	2,766	8,121	(137)	(2%)	2,616	2,592	3,050	8,258	3,426	11,684		

3.2 Emerging Markets Long term business APE sales	2013				Change YTD (Q3'13 vs Q3'12)		2012				
	Q1	Q2	Q3	Q3 YTD	Value	%	Q1	Q2	Q3	Q3 YTD	Q4

ANALYSIS BY CLUSTER

Single premiums

Life & Savings

Mass Foundation	1	-	-	1	(1)	(50%)	1	-	1	2	-	2
Retail Affluent	231	289	379	899	152	20%	238	245	264	747	209	956
Corporate	122	405	65	592	233	65%	66	137	156	359	293	652
South Africa	354	694	444	1,492	384	35%	305	382	421	1,108	502	1,610
Asia & Latin America **	89	124	84	297	279	1,550%	6	5	7	18	6	24
Rest of Africa	48	42	60	150	50	50%	40	25	35	100	33	133
Emerging Markets single premium APE sales (Rm)	491	860	588	1,939	713	58%	351	412	463	1,226	541	1,767

Recurring premiums

Life & Savings

Mass Foundation	575	783	711	2,069	219	12%	494	671	685	1,850	591	2,441
Retail Affluent	348	374	395	1,117	(6)	(1%)	340	385	398	1,123	406	1,529
Corporate	43	107	91	241	(126)	(34%)	88	144	135	367	119	486
South Africa	966	1,264	1,197	3,427	87	3%	922	1,200	1,218	3,340	1,116	4,456
Asia & Latin America **	100	134	112	346	264	322%	33	25	24	82	23	105
Rest of Africa	128	150	159	437	88	25%	109	126	114	349	131	480
Emerging Markets recurring premium APE sales (Rm)	1,194	1,548	1,468	4,210	439	12%	1,064	1,351	1,356	3,771	1,270	5,041

Total Emerging Markets APE sales (Rm)

Total APE (Rm)

Life & Savings

Mass Foundation	576	783	711	2,070	218	12%	495	671	686	1,852	591	2,443
Retail Affluent	579	663	774	2,016	146	8%	578	630	662	1,870	615	2,485
Corporate	165	512	156	833	107	15%	154	281	291	726	412	1,138
South Africa	1,320	1,958	1,641	4,919	471	11%	1,227	1,582	1,639	4,448	1,618	6,066
Asia & Latin America **	189	258	196	643	543	543%	39	30	31	100	29	129
Rest of Africa	176	192	219	587	138	31%	149	151	149	449	164	613
Total Emerging Markets APE sales (Rm)	1,685	2,408	2,056	6,149	1,152	23%	1,415	1,763	1,819	4,997	1,811	6,808

Retail Business	1,210	1,501	1,580	4,291	444	12%	1,113	1,354	1,380	3,847	1,259	5,106
Institutional Business	286	649	280	1,215	165	16%	263	379	408	1,050	523	1,573
Asia and Latin America **	189	258	196	643	543	543%	39	30	31	100	29	129
Total Emerging Markets APE Sales (Rm)	1,685	2,408	2,056	6,149	1,152	23%	1,415	1,763	1,819	4,997	1,811	6,808

ANALYSIS BY PRODUCT

Single premiums

Savings	385	463	512	1,360	439	48%	281	315	325	921	297	1,218
Annuity	106	397	76	579	274	90%	70	97	138	305	244	549
Emerging Markets single premium APE sales (Rm)	491	860	588	1,939	713	58%	351	412	463	1,226	541	1,767

Recurring premiums

Savings	609	788	729	2,126	353	20%	528	590	655	1,773	649	2,422
Risk/Protection	585	760	739	2,084	86	4%	536	761	701	1,998	621	2,619
Emerging Markets recurring premium APE sales (Rm)	1,194	1,548	1,468	4,210	439	12%	1,064	1,351	1,356	3,771	1,270	5,041

Total Emerging Markets APE sales (Rm)	1,685	2,408	2,056	6,149	1,152	23%	1,415	1,763	1,819	4,997	1,811	6,808
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Total Emerging Markets APE (£m)	121	167	132	420	26	7%	116	138	140	394	129	523
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* Gross sales represent all cash inflows for the period and therefore will include prior period recurring premium flows.

** From Q1 2013, sales by the India and China businesses have been disclosed as covered rather than non-covered business. Comparative amounts have not been restated.

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3.3 Emerging Markets Non-covered business sales	2013						Change YTD (Q3'13 vs Q3'12)		2012					
	Q1	Q2	Q3	Q3 YTD	Value	%			Q1	Q2	Q3	Q3 YTD	Q4	FY
Unit Trust Sales														
Life & Savings														
South Africa - Retail Affluent */ ****	5,862	7,620	7,674	21,156	2,875	16%			5,899	4,761	7,621	18,281	6,183	24,464
Asia & Latin America	7,148	6,505	6,386	20,039	3,835	24%			4,727	4,210	7,267	16,204	15,957	32,161
Rest of Africa	1,110	1,328	1,324	3,762	138	4%			932	1,150	1,542	3,624	1,833	5,457
Total Life & Savings	14,120	15,453	15,384	44,957	6,848	18%			11,558	10,121	16,430	38,109	23,973	62,082
OMIG *	592	635	438	1,665	134	9%			290	725	516	1,531	427	1,958
Total unit trust sales (Rm)	14,712	16,088	15,822	46,622	6,982	18%			11,848	10,846	16,946	39,640	24,400	64,040
Other non-covered business sales														
Life & Savings														
South Africa - Retail Affluent	3,584	3,811	5,460	12,855	2,318	22%			2,651	3,955	3,931	10,537	3,452	13,989
Asia & Latin America **	-	-	-	-	(1,401)	(100%)			386	494	521	1,401	697	2,098
Rest of Africa ***	659	216	552	1,427	(577)	(29%)			575	780	649	2,004	1,282	3,286
Total Life & Savings	4,243	4,027	6,012	14,282	340	2%			3,612	5,229	5,101	13,942	5,431	19,373
OMIG	5,635	6,928	9,858	22,421	(2,973)	(12%)			8,195	8,484	8,715	25,394	7,468	32,862
Total other non-covered sales (Rm)	9,878	10,955	15,870	36,703	(2,633)	(7%)			11,807	13,713	13,816	39,336	12,899	52,235
Total Emerging Markets non-covered sales (Rm)	24,590	27,043	31,692	83,325	4,349	6%			23,655	24,559	30,762	78,976	37,299	116,275
Total Non-covered business sales														
Life & Savings														
South Africa *	9,446	11,431	13,134	34,011	5,193	18%			8,550	8,716	11,552	28,818	9,635	38,453
Asia & Latin America **	7,148	6,505	6,386	20,039	2,434	14%			5,113	4,704	7,788	17,605	16,654	34,259
Rest of Africa ***	1,769	1,544	1,876	5,189	(439)	(8%)			1,507	1,930	2,191	5,628	3,115	8,743
Total Life & Savings	18,363	19,480	21,396	59,239	7,188	14%			15,170	15,350	21,531	52,051	29,404	81,455
OMIG *	6,227	7,563	10,296	24,086	(2,839)	(11%)			8,485	9,209	9,231	26,925	7,895	34,820
Total Emerging Markets non-covered sales (Rm)	24,590	27,043	31,692	83,325	4,349	6%			23,655	24,559	30,762	78,976	37,299	116,275
Total Emerging Markets non-covered sales (£m)	1,770	1,859	2,058	5,687	(532)	(9%)			1,941	1,910	2,368	6,219	2,718	8,937

* From Q2 2012 OMUT and from Q4 2012 Symmetry have been reported within Retail Affluent rather than OMIG.

** From Q1 2013, sales by the India and China businesses have been reported as covered rather than non-covered business (see schedule 3.2). Comparatives have not been restated.

*** Kenya's Q2 2013 (and future) non-covered sales exclude broker flows to be consistent with other Group reporting. Comparatives have not been restated.

**** OMIS recognises LISP sales on which it earns fees irrespective of where the underlying funds are managed. Where these funds are managed by OMUT, OMUT also recognises a sale. These intragroup sales amount to R8,214m (Q3 YTD 2012: R6,909m; FY 2012: R9,222m).

3.4 Emerging Markets Net client cash flow	2013					As % of opening FUM (annualised)	2012					
	Q1	Q2	Q3	Q3 YTD	Q1		Q2	Q3	Q3 YTD	Q4	FY	
Mass Foundation	1.0	1.0	1.1	3.1			0.9	0.8	1.0	2.7	1.1	3.8
Retail Affluent *	0.1	1.3	2.7	4.1			0.3	0.6	4.0	4.9	0.5	5.4
Corporate	(0.9)	0.7	(1.3)	(1.5)			(1.3)	(0.9)	(0.8)	(3.0)	(0.1)	(3.1)
Life & Savings	0.2	3.0	2.5	5.7	10%		(0.1)	0.5	4.2	4.6	1.5	6.1
OMIG *	0.8	0.7	3.2	4.7	1%		2.3	2.2	(10.9)	(6.4)	(2.8)	(9.2)
South Africa	1.0	3.7	5.7	10.4	2%		2.2	2.7	(6.7)	(1.8)	(1.3)	(3.1)
Life and Savings **	0.1	0.2	2.3	2.6			0.1	-	0.1	0.2	-	0.2
Asset Management **	3.5	1.2	(4.1)	0.6			1.4	0.3	3.1	4.8	10.8	15.6
Asia & Latin America	3.6	1.4	(1.8)	3.2	4%		1.5	0.3	3.2	5.0	10.8	15.8
Life and Savings	0.6	0.6	0.7	1.9			0.4	0.4	0.3	1.1	0.4	1.5
Asset Management	0.5	(0.3)	-	0.2			0.1	0.3	0.5	0.9	1.1	2.0
Rest of Africa	1.1	0.3	0.7	2.1	7%		0.5	0.7	0.8	2.0	1.5	3.5
Total Emerging Markets (Rbn)	5.7	5.4	4.6	15.7	3%		4.2	3.7	(2.7)	5.2	11.0	16.2
Total Emerging Markets (£bn)	0.4	0.4	0.3	1.1	3%		0.3	0.3	(0.2)	0.4	0.8	1.2

* From Q2 2012 OMUT and from Q4 2012 Symmetry have been reported within Retail Affluent rather than OMIG.

** From Q1 2013 India and China sales have been disclosed as covered rather than non-covered. In Q3 2013 R2.2bn has been reclassified from Asset Management to Life and Savings to reflect the treatment of sales above.

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3.5 Emerging Markets Funds under management	2013		Change YTD (Q3'13 vs FY'12)		2012				
	Q1	HY	Q3	Value	%	Q1	HY	Q3	FY
Life & Savings									
Mass Foundation	9.2	9.1	9.9	1.0	11%	8.0	8.3	8.9	8.9
Retail Affluent **	320.1	329.4	337.8	24.9	8%	242.6	284.7	298.5	312.9
Corporate	143.1	145.0	152.5	13.5	10%	125.9	126.9	132.4	139.0
South Africa	472.4	483.5	500.2	39.4	9%	376.5	419.9	439.8	460.8
Asia & Latin America ***	122.7	123.5	116.4	16.0	16%	71.9	76.3	83.4	100.4
Rest of Africa	52.7	56.8	59.2	11.2	23%	40.8	42.4	44.6	48.0
	647.8	663.8	675.8	66.6	11%	489.2	538.6	567.8	609.2
OMIG **	134.2	131.3	143.0	15.2	12%	166.2	137.8	127.8	127.8
Shareholder	31.8	29.0	32.3	3.1	11%	30.8	28.6	31.4	29.2
Total EM FUM - start manager basis (Rbn)	813.8	824.1	851.1	84.9	11%	686.2	705.0	727.0	766.2
Total EM FUM - start manager basis (£bn)	58.1	54.6	52.4	(3.3)	(6%)	56.1	54.9	54.3	55.7
End manager basis *									
Total EM FUM - end manager basis (Rbn)	765.3	764.8	800.1	75.5	10%	644.2	664.3	681.6	724.6
Total EM FUM - end manager basis (£bn)	54.6	50.7	49.2	(3.4)	(6%)	52.7	51.7	50.9	52.6

* The difference between start and end manager FUM represents FUM managed by other Group businesses.

** The large changes in the split of FUM observed in Q2 2012 are caused by OMUT being reported within Retail Affluent rather than OMIG.

*** From Q3 2013 all AIVA FUM has been excluded from Latin America.

4.1 Old Mutual Wealth Gross sales	Change YTD (Q3'13 vs Q3'12)						2012					
	2013				Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY
Invest and Grow												
UK Platform	949	1,328	1,214	3,491	430	14%	1,091	1,101	869	3,061	1,079	4,140
UK Other	219	217	155	591	(39)	(6%)	331	123	176	630	338	968
International	449	482	427	1,358	161	13%	391	384	422	1,197	484	1,681
OM Global Investors *	1,492	2,018	1,986	5,496	2,581	89%	888	920	1,107	2,915	1,591	4,506
Total Invest and Grow	3,109	4,045	3,782	10,936	3,133	40%	2,701	2,528	2,574	7,803	3,492	11,295
UK Heritage	58	35	67	160	(68)	(30%)	35	127	66	228	68	296
OM Wealth Europe - open book	400	405	198	1,003	171	21%	274	281	277	832	353	1,185
OM Wealth Europe - closed book	137	141	132	410	(28)	(6%)	149	152	137	438	152	590
Total manage for value	595	581	397	1,573	75	5%	458	560	480	1,498	573	2,071
Elimination of intra-Group assets	(619)	(970)	(439)	(2,028)	(886)	(78%)	(557)	(334)	(251)	(1,142)	(594)	(1,736)
Total gross sales (£m)	3,085	3,656	3,740	10,481	2,322	28%	2,602	2,754	2,803	8,159	3,471	11,630

4.2 Old Mutual Wealth Long term business APE sales	Change YTD (Q3'13 vs Q3'12)						2012					
	2013				Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY
Gross single premiums												
Invest and Grow markets												
UK Platform	433	552	509	1,494	48	3%	506	501	439	1,446	527	1,973
UK Other	20	14	15	49	(30)	(38%)	35	29	15	79	18	97
International	399	433	378	1,210	232	24%	311	310	357	978	435	1,413
Total Invest and Grow	852	999	902	2,753	250	10%	852	840	811	2,503	980	3,483
Manage for Value												
UK Heritage	6	5	-	11	(44)	(80%)	24	20	11	55	14	69
OM Wealth Europe - open book	359	371	164	894	160	22%	240	249	245	734	319	1,053
OM Wealth Europe - closed book	5	5	2	12	(11)	(48%)	5	13	5	23	4	27
Total Manage for Value	370	381	166	917	105	13%	269	282	261	812	337	1,149
Total gross single premiums (£m)	1,222	1,380	1,068	3,670	355	11%	1,121	1,122	1,072	3,315	1,317	4,632
Recurring premiums												
Invest and Grow markets												
UK Platform	6	11	7	24	(2)	(8%)	8	10	8	26	6	32
UK Other	5	7	2	14	(2)	(13%)	6	6	4	16	5	21
International	7	8	6	21	(11)	(34%)	10	12	10	32	8	40
Total Invest and Grow	18	26	15	59	(15)	(20%)	24	28	22	74	19	93
Manage for Value												
UK Heritage	2	1	3	6	(2)	(25%)	3	3	2	8	4	12
OM Wealth Europe - open book	3	3	3	9	(6)	(40%)	7	5	3	15	4	19
OM Wealth Europe - closed book	3	2	3	8	(9)	(53%)	7	6	4	17	6	23
Total Manage for Value	8	6	9	23	(17)	(43%)	17	14	9	40	14	54
Total recurring premiums (£m)	26	32	24	82	(32)	(28%)	41	42	31	114	33	147
Total APE												
Invest and Grow markets												
UK Platform	49	66	59	174	3	2%	59	59	53	171	58	229
UK Other	8	7	3	18	(6)	(25%)	10	9	5	24	7	31
International	47	52	43	142	13	10%	41	43	45	129	52	181
Total Invest and Grow	104	125	105	334	10	3%	110	111	103	324	117	441
Manage for Value												
UK Heritage	2	2	4	8	(5)	(38%)	5	5	3	13	6	19
OM Wealth Europe - open book	39	40	19	98	9	10%	30	31	28	89	35	124
OM Wealth Europe - closed book	3	3	3	9	(10)	(53%)	8	7	4	19	7	26
Total Manage for Value	44	45	26	115	(6)	(5%)	43	43	35	121	48	169
Total Old Mutual Wealth (£m)	148	170	131	449	4	1%	153	154	138	445	165	610

* From Q2 2012 OMAM UK has been reported within Old Mutual Wealth (OM Global Investors) rather than USAM. The comparatives for 2012 have not been restated in respect of sales recognised within USAM in Q1 2012.

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4.3 Old Mutual Wealth Non-covered sales	2013						Change YTD (Q3'13 vs Q3'12)		2012					
	Q1	Q2	Q3	Q3 YTD	Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY		
Invest and Grow														
UK Platform														
Mutual Funds	324	382	401	1,107	279	34%	315	295	218	828	316	1,144		
ISA	165	366	274	805	92	13%	245	283	185	713	210	923		
Total UK Platform	489	748	675	1,912	371	24%	560	578	403	1,541	526	2,067		
UK Other	166	149	128	443	(6)	(1%)	217	105	127	449	287	736		
Old Mutual Global Investors *	873	1,048	1,547	3,468	1,695	96%	331	586	856	1,773	997	2,770		
Total Invest and Grow	1,528	1,945	2,350	5,823	2,060	55%	1,108	1,269	1,386	3,763	1,810	5,573		
Manage for value markets														
UK Heritage	-	-	-	-	-	-	-	-	-	-	-	-		
OM Wealth Europe - open book	16	10	10	36	15	69%	6	7	8	21	9	30		
OM Wealth Europe - closed book	2	2	1	5	(3)	(38%)	3	3	3	9	-	9		
	18	12	11	41	11	38%	9	10	11	30	9	39		
Total Non-covered sales (£m)	1,546	1,957	2,361	5,864	2,071	55%	1,117	1,279	1,397	3,793	1,819	5,612		

4.4 Old Mutual Wealth Net client cash flow	2013					% of opening FUM annualised	2012					
	Q1	Q2	Q3	Q3 YTD	Q1		Q2	Q3	Q3 YTD	Q4	FY	
Invest and Grow												
UK Platform	0.5	0.8	0.4	1.7	10%	0.5	0.7	0.4	1.6	0.6	2.2	
UK Other	-	-	(0.1)	(0.1)	(2%)	0.1	(0.2)	0.1	-	0.1	0.1	
International	0.2	0.1	-	0.3	3%	-	-	0.1	0.1	0.1	0.2	
Old Mutual Global Investors *	0.1	0.1	0.3	0.5	5%	-	(0.1)	0.2	0.1	0.2	0.3	
Total Invest and Grow	0.8	1.1	0.6	2.4	6%	0.6	0.4	0.8	1.8	1.0	2.8	
Manage for value markets												
UK Heritage	(0.3)	(0.4)	(0.2)	(0.9)	(13%)	(0.3)	(0.2)	(0.4)	(0.9)	(0.4)	(1.3)	
Old Mutual Wealth Europe - open book	0.2	0.2	-	0.4	9%	0.1	-	0.2	0.3	0.1	0.4	
Old Mutual Wealth Europe - closed book	-	-	0.1	0.1	2%	-	0.1	-	0.1	0.1	0.2	
	(0.1)	(0.2)	(0.1)	(0.4)	(3%)	(0.2)	(0.1)	(0.2)	(0.5)	(0.2)	(0.7)	
Elimination of intra-Group assets	(0.3)	(0.4)	0.1	(0.6)	-	0.1	-	(0.1)	-	(0.1)	(0.1)	
Total Net Client Cash Flow (£bn)	0.4	0.4	0.6	1.4	3%	0.5	0.3	0.5	1.3	0.7	2.0	

* From Q2 2012 OMAM UK has been reported within Old Mutual Wealth (OM Global Investors) rather than USAM. The comparatives for Q1 2012 have not been restated in respect of NCCF of negative £0.1bn and £4.6bn FUM shown within USAM at Q1 2012.

4.5 Old Mutual Wealth Funds under management	2013			Change YTD (Q3'13 vs FY'12)		2012			
	Q1	HY	Q3	Value	%	Q1	HY	Q3	FY
End manager basis									
Invest and Grow									
UK Platform	24.7	25.0	26.2	3.6	16%	20.5	20.5	21.8	22.6
UK Other	4.9	5.2	5.3	0.6	13%	4.6	4.3	4.7	4.7
International **	14.8	14.7	14.7	0.8	6%	14.6	14.2	13.5	13.9
Old Mutual Global Investors *	15.0	14.8	15.2	1.4	10%	9.0	12.8	13.6	13.8
Total Invest and Grow	59.4	59.7	61.4	6.4	12%	48.7	51.8	53.6	55.0
Manage for value markets									
UK Heritage	9.9	10.4	10.2	0.8	9%	10.1	9.5	9.4	9.4
OMW Europe - open book	6.4	6.4	6.4	0.5	8%	5.5	5.3	5.5	5.9
OMW Europe - closed book **	5.2	5.2	5.2	0.3	6%	5.0	4.7	4.9	4.9
Total Manage for Value	21.5	22.0	21.8	1.6	8%	20.6	19.5	19.8	20.2
Elimination of intra-group assets	(6.4)	(6.5)	(7.2)	(1.2)	20%	(5.9)	(5.8)	(6.1)	(6.0)
Total (£bn)	74.5	75.2	76.0	6.8	10%	63.4	65.5	67.3	69.2

* From Q2 2012 OMAM UK has been reported within Old Mutual Wealth (OM Global Investors) rather than USAM. The comparatives for Q1 2012 have not been restated in respect of NCCF of negative £0.1bn and £4.6bn FUM shown within USAM at Q1 2012.

** From Q1 2013 the Liechtenstein business has been reported within OMW Europe (closed book) rather than International. Comparatives for 2012 have been restated.

5.0 Nedbank

9 Months ended 30 September 2013

5.1 Nedbank Key performance indicators	2013		Q3 YTD	Change YTD (Q3'13 vs Q3'12)		2012			
	Q1	HY		Value	%	Q1	HY	Q3 YTD	FY
Net interest income (Rm)*	5,121	10,309	15,725	1,202	8%	4,774	9,642	14,523	19,680
Non-interest revenue (Rm)*	4,385	9,535	14,166	1,763	14%	4,058	8,265	12,403	17,324
Net interest margin *	3.62%	3.58%	3.58%		0.1%	3.55%	3.54%	3.52%	3.53%
Credit loss ratio *	1.22%	1.31%	1.15%		111.7%	1.08%	1.11%	1.03%	1.05%
Total assets (Rbn) *	695	714	731	44	6%	663	670	687	683

5.2 Nedbank Funds under management	2013		Q3	Change YTD (Q3'13 vs FY'12)		2012				
	Q1	HY		Value	%	Q1	HY	Q3	FY	
Start manager basis										
Nedbank (Rbn)	165.6	171.7	182.3	27.9	18%	123.5	129.1	140.1	154.4	
Nedbank (£bn)	11.8	11.4	11.2	-	-	10.1	10.1	10.5	11.2	
End manager basis										
Nedbank (Rbn)	173.3	179.6	190.9	29.1	18%	129.7	135.7	147.0	161.8	
Nedbank (£bn)	12.4	11.9	11.8	-	-	10.6	10.6	11.0	11.8	

5.3 Nedbank Net client cash flow	2013				As % of opening FUM (annualised)	2012					
	Q1	Q2	Q3	Q3 YTD		Q1	Q2	Q3	Q3 YTD	Q4	FY
Nedbank (Rbn)	5.9	3.1	3.0	12.0	10%	5.1	4.9	6.6	16.6	9.2	25.8
Nedbank (£bn)	0.5	0.1	0.2	0.8	9%	0.4	0.4	0.5	1.3	0.7	2.0

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6.1 Property & Casualty Premium Income (Rm)	2013			Q3 YTD	Change YTD (Q3'13 vs Q3'12)		2012					
	Q1	Q2	Q3		Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
Gross written premiums												
Personal	769	764	758	2,291	149	7%	695	711	736	2,142	752	2,894
Commercial	942	891	979	2,812	189	7%	920	839	864	2,623	887	3,510
Corporate & Niche	938	772	939	2,649	852	47%	603	503	691	1,797	784	2,581
Total South Africa	2,649	2,427	2,676	7,752	1,190	18%	2,218	2,053	2,291	6,562	2,423	8,985
Personal	41	49	48	138	26	23%	35	40	37	112	38	150
Commercial	66	68	72	206	11	6%	61	68	66	195	59	254
Corporate & Niche	68	74	102	244	20	9%	53	79	92	224	93	317
Total Rest of Africa	175	191	222	588	57	11%	149	187	195	531	190	721
Total Gross written premiums	2,824	2,618	2,898	8,340	1,247	18%	2,367	2,240	2,486	7,093	2,613	9,706
Net earned premiums												
Personal	741	756	743	2,240	145	7%	675	695	725	2,095	701	2,796
Commercial	843	890	909	2,642	214	9%	805	816	807	2,428	807	3,235
Corporate & Niche	417	477	397	1,291	505	64%	258	253	275	786	332	1,118
Total South Africa	2,001	2,123	2,049	6,173	864	16%	1,738	1,764	1,807	5,309	1,840	7,149
Personal	38	41	43	122	23	23%	32	33	34	99	35	134
Commercial	62	62	62	186	16	9%	57	55	58	170	56	226
Corporate & Niche	14	18	21	53	6	13%	15	16	16	47	17	64
Total Rest of Africa	114	121	126	361	45	14%	104	104	108	316	108	424
Total Net earned premiums	2,115	2,244	2,175	6,534	909	16%	1,842	1,868	1,915	5,625	1,948	7,573

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7.1 Cash flows (\$bn)	2013						Change YTD (Q3'13 vs Q3'12)		2012					
	Q1	Q2	Q3	Q3 YTD	Value	%	Q1	Q2	Q3	Q3 YTD	Q4	FY		
Gross cash inflows (\$bn)	10.4	12.1	7.6	30.1	6.9	30%	10.9	6.1	6.2	23.2	8.9	32.1		
Continuing Operations	10.4	12.1	7.6	30.1	9.9	49%	9.4	5.1	5.7	20.2	8.5	28.7		
Disposed / Transferred *	-	-	-	-	(3.0)	(100%)	1.5	1.0	0.5	3.0	0.4	3.4		
Gross cash outflows (\$bn)	(6.3)	(5.6)	(5.3)	(17.2)	6.2	26%	(6.9)	(7.8)	(8.7)	(23.4)	(9.1)	(32.5)		
Continuing Operations	(6.3)	(5.6)	(5.3)	(17.2)	1.6	9%	(4.5)	(6.4)	(7.9)	(18.8)	(8.5)	(27.3)		
Disposed / Transferred *	-	-	-	-	4.6	100%	(2.4)	(1.4)	(0.8)	(4.6)	(0.6)	(5.2)		
Net Client cash flow (\$bn)	4.1	6.5	2.3	12.9	13.1	6,550%	4.0	(1.7)	(2.5)	(0.2)	(0.2)	(0.4)		
Continuing Operations	4.1	6.5	2.3	12.9	11.5	821%	4.9	(1.3)	(2.2)	1.4	-	1.4		
Disposed / Transferred *	-	-	-	-	1.6	100%	(0.9)	(0.4)	(0.3)	(1.6)	(0.2)	(1.8)		
Net Client cash flow (£bn)	2.6	4.3	1.5	8.4	8.5	8,500%	2.5	(1.0)	(1.6)	(0.1)	(0.1)	(0.2)		

7.2 Funds under management	2013				Change (Q3'13 vs FY'12)		2012					
	Q1	HY	Q3	Value	%	Q1	HY	Q3	FY			
Start manager basis												
Funds under management (\$bn)				218.1	225.0	238.2	33.8	17%	246.1	203.2	210.5	204.4
Funds under management (£bn)				143.6	148.2	147.2	21.4	17%	153.9	129.6	130.3	125.8
End manager basis												
Funds under management (\$bn)				222.8	229.8	243.2	34.6	17%	251.6	208.0	215.7	208.6
Funds under management (£bn)				146.7	151.3	150.3	22	17%	157.3	132.6	133.5	128.4

7.3 Fund mix (\$bn)	FUM			2013 est Mgt fee rates		Indicative benchmarks	FY		
	Q1	HY	Q3	(bps)	Q1		HY	Q3	FY 2010
Equity									
US Equity	67	71	74	20-30	Russell 1000 Value / S&P 500	60	65	74	
Global Equity	19	20	22	35-45	MSCI World	18	15	11	
Non-US Equity	26	25	28	35-45	MSCI EAFE	23	21	26	
Emerging Markets	19	18	19	45-55	MSCI EM	17	12	14	
	131	134	143			118	113	125	
Fixed income									
Stable Value / Cash	63	64	68	10-20	US / Global Aggregate	63	61	61	
Alternative / real estate / timber / other	-	-	-	10-15	CMT 5 Year Treasury / T-Bill	-	27	42	
	29	32	32	35-45	3 month T-Bill / Wilshire RE	28	30	30	
Total	223	230	243	29		209	231	258	

7.4 Affiliate Firms: Funds Under Management (\$m)	2013				Change (Q3'13 vs FY'12)		2012			
	Q1	HY	Q3	Value	%	Q1	HY	Q3	FY	
Barrow, Hanley, Mewhinney & Strauss	74,738	79,242	83,087	15,422	23%	66,653	65,156	67,900	67,665	
Rogge	50,547	54,337	57,939	7,695	15%	50,217	49,965	50,806	50,244	
Acadian	57,278	55,676	60,475	8,572	17%	48,468	44,516	47,946	51,903	
Heitman	21,339	21,674	21,991	1,531	7%	19,701	19,888	19,843	20,460	
Thompson, Siegel & Walmsley	6,168	6,149	6,553	388	6%	7,171	6,385	6,497	6,165	
Campbell Group	6,647	6,647	6,647	-	-	5,956	5,977	5,977	6,647	
Investment Counselors of Maryland	2,345	2,309	2,437	322	15%	2,164	2,019	2,103	2,115	
Copper Rock	2,038	2,224	2,485	715	40%	1,203	1,304	1,501	1,770	
Echo Point	1,698	1,558	1,635	(24)	(1%)	1,612	1,524	1,562	1,659	
Continuing Operations Total	222,798	229,816	243,249	34,621	17%	203,145	196,734	204,135	208,628	
Analytic Investors	-	-	-	-	-	6,023	6,014	6,110	-	
Ashfield	-	-	-	-	-	3,744	3,393	3,575	-	
Larch Lane Advisors	-	-	-	-	-	960	979	961	-	
300 North Capital	-	-	-	-	-	507	633	709	-	
2100 Xenon	-	-	-	-	-	191	202	248	-	
Dwight	-	-	-	-	-	29,825	-	-	-	
OMAM(UK)*	-	-	-	-	-	6,581	-	-	-	
OMCap	-	-	-	-	-	592	-	-	-	
Disposed / Transferred Total *	-	-	-	-	-	48,423	11,221	11,603	-	
Total FUM	222,798	229,816	243,249	34,621	17%	251,568	207,955	215,738	208,628	

* Amounts described as "Disposed / Transferred" relate to affiliates sold during 2012 and to OMAM(UK), which has been reported within Old Mutual Wealth since Q2 2012.

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7.5 Investment performance Outperformance vs benchmark *	2013			2012			
	Q1	HY	Q3	Q1	HY	Q3	FY
1 year	65%	54%	40%	80%	77%	64%	62%
3 years	65%	95%	62%	74%	57%	88%	66%
5 years	74%	76%	81%	71%	64%	67%	76%

* Calculations are for continuing operations only.

8.0 Bermuda

9 Months ended 30 September 2013

8.1 Net client cash flow \$bn	2013				As a % of opening FUM (annualised)	2012					
	Q1	Q2	Q3	Q3 YTD		Q1	Q2	Q3	Q3 YTD	Q4	FY YTD
Net client cash flow (\$bn)	(0.4)	(0.5)	(0.2)	(1.1)	(54%)	(0.3)	(0.3)	(0.7)	(1.3)	(0.6)	(1.9)
Net Client cash flow (£bn)	(0.3)	(0.3)	(0.1)	(0.7)	(58%)	(0.2)	(0.2)	(0.4)	(0.8)	(0.4)	(1.2)

8.2 Funds under management	2013		Change (Q3'13 vs FY'12)		2012						
	Q1	HY	Q3	Value	%	Q1	HY	Q3	FY		
Start manager basis											
FUM (\$bn)			2.2	1.7	1.5	(1.2)	(44%)	4.3	3.7	3.3	2.7
End manager basis											
FUM (\$bn)			2.2	1.7	1.5	(1.2)	(44%)	4.2	3.7	3.3	2.7
FUM (£bn)			1.4	1.1	0.9	(0.7)	(44%)	2.6	2.3	2.0	1.6

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	2013		Change (Q3'13 vs Q3'12)		2012				
	Q1	HY	Q3	Value	%	Q1	HY	Q3	FY
Exchange rates									
GBP:ZAR									
Average exchange rate (YTD)	13.895	14.227	14.652	1.95	15%	12.192	12.525	12.698	13.012
Closing exchange rate	14.012	15.083	16.257	2.87	21%	12.226	12.840	13.391	13.770
GBP:USD									
Average exchange rate (YTD)	1.554	1.545	1.547	(0.03)	(2%)	1.571	1.577	1.578	1.585
Closing exchange rate	1.519	1.519	1.618	-	0%	1.599	1.568	1.615	1.624
GBP:EUR									
Average exchange rate (YTD)	1.177	1.176	1.174	(0.06)	(5%)	1.198	1.215	1.231	1.233
Closing exchange rate	1.185	1.168	1.196	(0.06)	(5%)	1.199	1.240	1.255	1.231
USD:ZAR									
Average exchange rate (YTD)	8.941	9.209	9.473	1.43	18%	7.760	7.943	8.047	8.210
Closing exchange rate	9.225	9.933	10.046	1.76	21%	7.646	8.188	8.290	8.478
World indices									
MSCI World Index	1,435	1,434	1,544	232	18%	1,312	1,236	1,312	1,339
MSCI EAFE	1,675	1,639	1,818	307	20%	1,553	1,423	1,511	1,604
US Indices									
Standard and Poor's 500	1,569	1,606	1,682	241	17%	1,408	1,362	1,441	1,426
Nasdaq Composite	3,268	3,403	3,771	655	21%	3,092	2,935	3,116	3,020
Russell 1000 Growth	718	730	785	115	17%	664	634	670	658
Russell 1000 Value	800	821	848	137	19%	691	672	711	717
Dow Jones Industrial	14,579	14,910	15,130	1,693	13%	13,212	12,880	13,437	13,104
Ryan 5 Year Fixed Income	1,255	1,227	1,235	(19)	(2%)	1,223	1,244	1,254	1,254
Standard and Poor's Barra Value	732	752	776	125	19%	644	617	651	657
Other indices									
UK FTSE 100	6,412	6,215	6,462	720	13%	5,768	5,571	5,742	5,898
UK ALSI	3,381	3,290	3,444	445	15%	3,003	2,891	2,999	3,093
FTSE/JSE Africa All Share Index	39,861	39,578	44,032	8,274	23%	33,554	33,708	35,758	39,250
JSE/FTSE Life Insurance Index	28,462	28,058	29,701	6,811	30%	19,973	20,406	22,890	25,578
FTSE Life Insurance Index	5,744	5,779	6,292	1,654	36%	4,483	4,191	4,638	5,160
Deutsche Borse AG German Stock Index (DAX)	7,795	7,959	8,594	1,378	19%	6,947	6,416	7,216	7,612
FSV discount rate used	7.0%	7.8%	7.8%	0.8%	11%	8.2%	7.6%	7.0%	6.9%

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