

LONG-TERM BUSINESS POLICY COUNTS

Old Mutual Life Assurance Company (South
Africa) Limited

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INVESTMENT | SAVINGS | INSURANCE | BANKING



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RETAIL IN-FORCE POLICIES

| | 2014 | 2013 | 2012 | 2011* | 2010 | 2009 | 2008 | 2007 |
|---|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Recurring Premium | | | | | | | | |
| Retail Affluent | 3,073,972 | 3,074,960 | 3,044,033 | 3,043,490 | 2,755,539 | 2,732,327 | 2,781,079 | 2,827,462 |
| Mass Foundation Cluster | 5,298,891 | 4,911,827 | 4,498,210 | 4,054,927 | 3,012,186 | 2,842,772 | 2,617,002 | 2,402,409 |
| Total recurring premium policies | 8,372,683 | 7,986,787 | 7,542,243 | 7,098,417 | 5,767,725 | 5,575,099 | 5,398,081 | 5,229,871 |
| Single Premium | | | | | | | | |
| Retail Affluent | 676,423 | 680,810 | 668,606 | 677,040 | 937,847 | 956,048 | 1,017,293 | 1,037,485 |
| Mass Foundation Cluster | 4,180 | 8,135 | 6,864 | 6,124 | 638,766 | 557,640 | 464,265 | 385,062 |
| Total single premium policies | 680,603 | 688,945 | 675,470 | 683,164 | 1,576,613 | 1,513,688 | 1,481,558 | 1,422,547 |

*The basis for classification of policies between recurring and single premiums has been changed in 2011. Prior to 2011, when a recurring premium policy became paid up, and no further premiums were to be received from the policyholder, the policy was classified as a single premium policy from the date it became fully paid up. However, it is considered more accurate to continue to reflect the paid up policies as recurring premium policies. The 2010 policy numbers have not been restated.

Retail Affluent numbers include Underwritten Living Annuity and Old Mutual Unit Trusts Retirement Annuity Fund policies, as well as Old Mutual International sales in South Africa

RETAIL NEW BUSINESS POLICIES

| | 2014 | 2013 | 2012 | 2011 | 2010 | 2009 | 2008 | 2007 |
|---|------------------|------------------|------------------|------------------|------------------|------------------|------------------|----------------|
| Recurring Premium | | | | | | | | |
| Retail Affluent | 316,476 | 340,180 | 356,471 | 373,222 | 351,211 | 370,092 | 395,964 | 413,633 |
| Mass Foundation Cluster | 1,252,634 | 1,201,388 | 958,659 | 844,640 | 661,575 | 661,775 | 615,726 | 492,204 |
| Total recurring premium policies | 1,569,110 | 1,541,568 | 1,315,130 | 1,217,862 | 1,012,786 | 1,031,867 | 1,011,690 | 905,837 |
| Single Premium | | | | | | | | |
| Retail Affluent | 52,069 | 53,235 | 42,603 | 44,116 | 49,042 | 38,551 | 45,018 | 50,392 |
| Mass Foundation Cluster | 1,528 | 1,315 | 1,973 | 2,877 | 954 | 2,040 | 2,989 | 733 |
| Total single premium policies | 53,597 | 54,550 | 44,576 | 46,993 | 49,996 | 40,591 | 48,007 | 51,125 |