

APPENDICES

11 August 2017

INVESTMENT | SAVINGS | INSURANCE | BANKING



INDEX TO APPENDICES

Appendix 1	Plc Performance	Slides A3-A7
Appendix 2	Capital/Treasury	Slides A8-A10
Appendix 3	Solvency II	Slides A11-A12
Appendix 4	Businesses	Slides A13-A15
	- Old Mutual Emerging Markets (slides A14-A15)	

APPENDIX 1

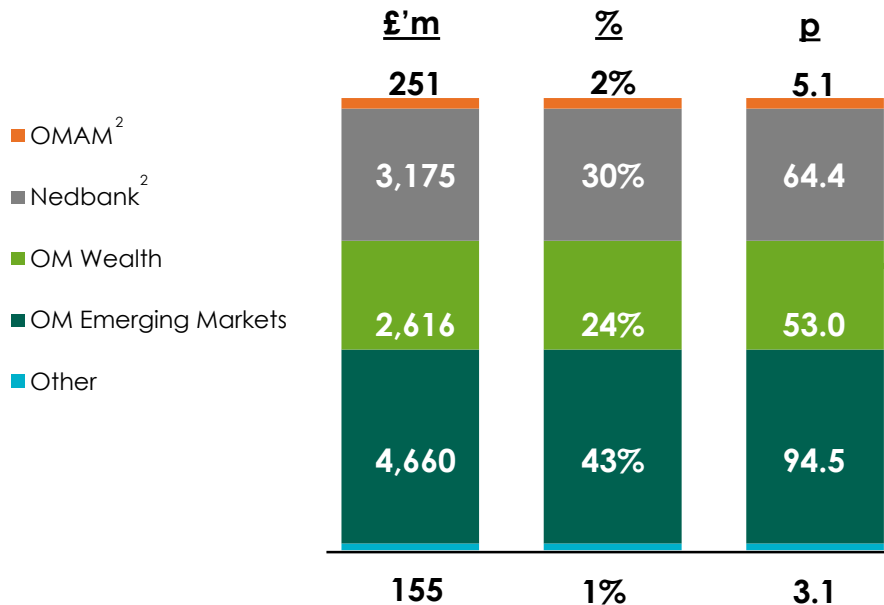
PLC PERFORMANCE

INVESTMENT | SAVINGS | INSURANCE | BANKING



ADJUSTED NAV¹

As at 30 June 2017: £10,857m, 220.1p (31 Dec 2016: £11,271m, 228.6p)



£m	30 Jun 2017	31 Dec 2016
Open books ³	2,106	2,112
UK Heritage ⁴	510	497
Old Mutual Wealth	2,616	2,609

£m	30 Jun 2017	31 Dec 2016
Life & Savings ⁴	3,695	3,488
Asset Management	374	336
Property & Casualty	311	359
Banking & Lending	280	291
OM Emerging Markets	4,660	4,474

£m	30 Jun 2017	31 Dec 2016
OM Bermuda	116	118
BEE & ESOP scheme adj	75	101
Cash in Plc	860	743
Other Plc ⁵	218	270
	1,269	1,232
External debt ⁶	(1,114)	(1,356)
Other	155	(124)

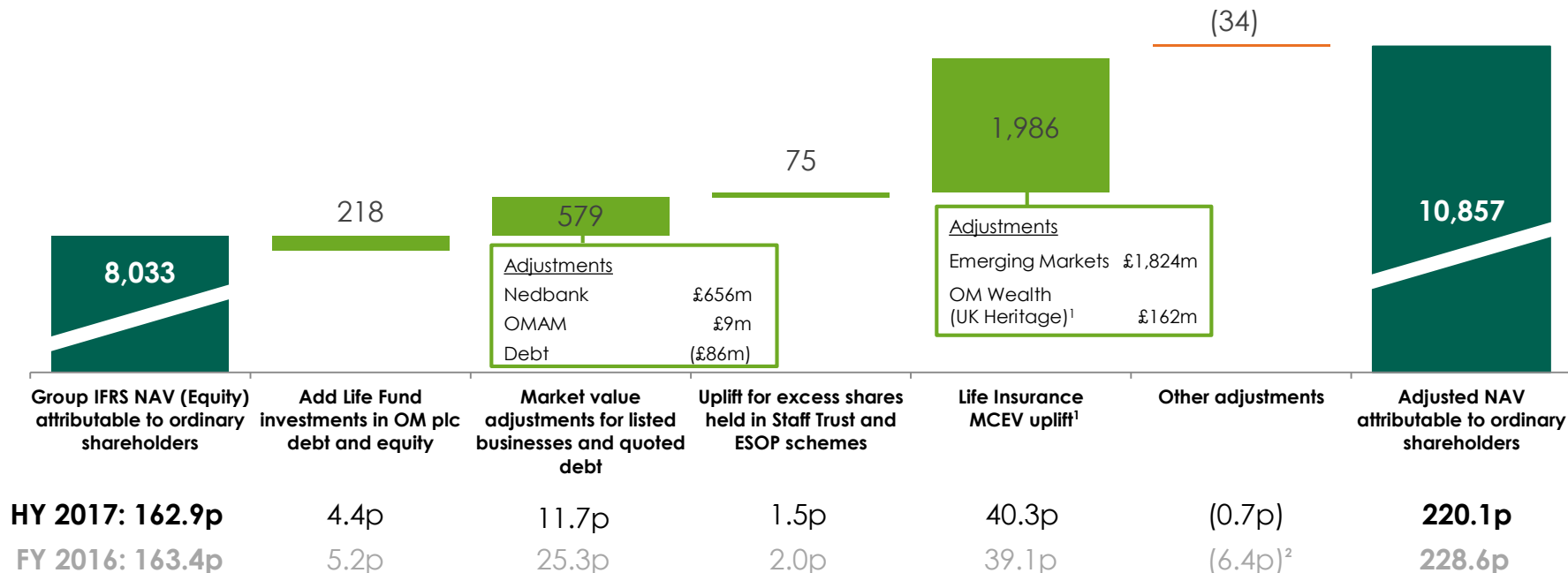
- IFRS basis unless otherwise stated. Expected impact of Kotak and OMAM (HNA Tranche 2) announced transactions not adjusted for.
- OM plc share of OMAM and Nedbank at market value.
- Includes IFRS NAV of Quilter Cheviot (represented by assets acquired and goodwill) as well as capital funding from plc Head Office to fund the acquisition.

- MCEV basis. MCEV information is subject to departures from MCEV Principles (Copyright© Stichting CFO Forum Foundation 2008) due to the use of the government bond yield curve in the majority of Emerging Markets.
- Mostly plc Head Office IFRS NAV net of plc adjustments and excluding cash and external debt.
- External debt held at plc Head Office and valued at market value.



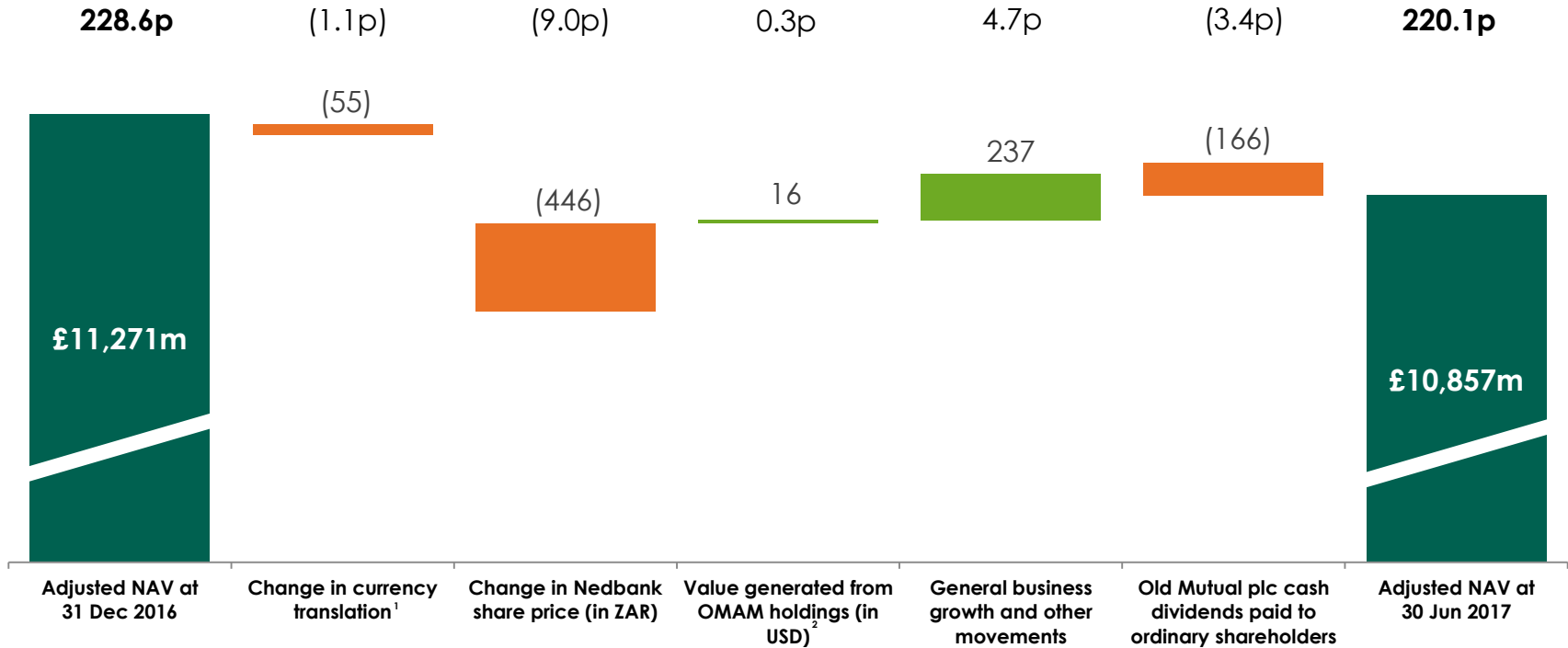
OLDMUTUAL

RECONCILIATION OF IFRS NAV TO ADJUSTED NAV (£m): 30 JUNE 2017



1. OM Wealth uplift relates to the UK Heritage business only (includes Protect and Series 6 pensions).
 2. FY 2016 "Other adjustments" include book value of perpetual callable securities of (£273m), which was redeemed and subsequently repurchased in H1 2017.

MOVEMENT IN ADJUSTED NAV (£m)



1. Change in currency translation of 0.3p is ZAR/GBP and 0.8p is USD/GBP.
 2. The reduction in value of OM plc's holding in OMAM of (8.1p) and proceeds received 8.4p.

PROFILE OF IFRS EQUITY, ADJUSTED NAV, AND AOP

£m	H1 2017			
	Equity attributable to equity holders of the parent	Adjusted NAV	AOP post-tax & NCI	Implied Multiple (Annualised)
Old Mutual Emerging Markets	2,635	4,660	248	9x
Life & Savings	1,653	3,695	187	10x
Asset Management	373	374	26	7x
Property & Casualty	314	311	14	11x
Banking & Lending	295	280	21	7x
Nedbank	2,519	3,175	175	9x
Old Mutual Wealth	1,888	2,616	112	12x
Open books ¹	1,540	2,106	94	11x
UK Heritage	348	510	18	14x
OMAM ²	242	251	26	5x
Other and non-core operations	749	155		
Total	8,033	10,857		

FY 2016			
Equity attributable to equity holders of the parent	Adjusted NAV	AOP post-tax & NCI	Implied Multiple
2,455	4,474	452	10x
1,451	3,488	345 ³	10x
335	336	34	10x
362	359	29	12x
307	291	44	7x
2,476	3,627	312	12x
1,897	2,609	213	12x
1,546	2,112	185	11x
351	497	28	18x
527	685	70	10x
699	(124)		
8,054	11,271		

1. The IFRS NAV of Quilter Cheviot (represented by assets acquired and goodwill) as well as capital funding from plc Head Office to fund the acquisition is included in the Open books Adjusted NAV value. Figure for 2016 includes Italy.
2. At 30 June 2017, the equity accounted investment in OMAM has been classified as assets held for sale in the consolidated statement of financial position of plc Head Office, but has been shown separately for the purposes of this presentation.
3. Old Mutual Emerging Markets Life and Savings AOP number for 2016 is restated to reflect the LTIR on excess assets, previously shown as a separate item within Plc AOP.



OLDMUTUAL

APPENDIX 2

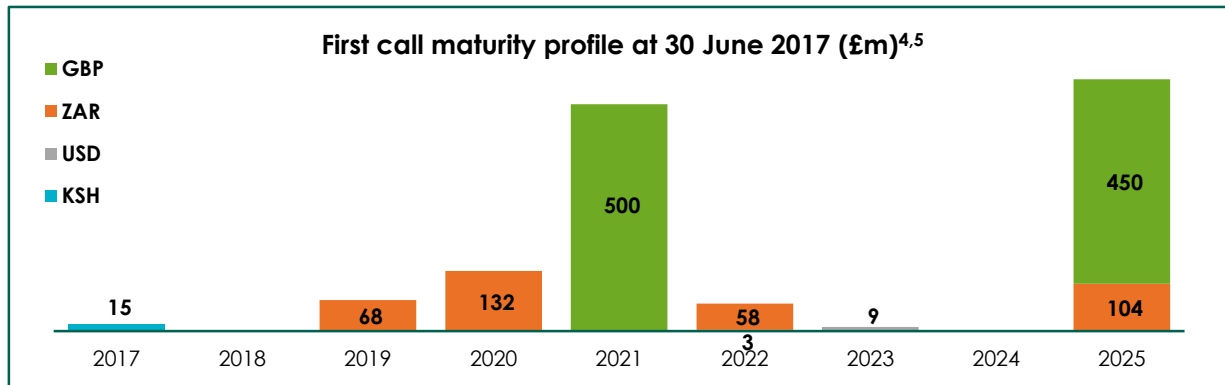
CAPITAL / TREASURY

INVESTMENT | SAVINGS | INSURANCE | BANKING



LIQUIDITY & DEBT

	31 Dec 2016	30 June 2017
Liquidity headroom (£bn) ¹	1.5	1.7
Total IFRS value of debt (£m) ²	2,091	1,437
Gross gearing (IFRS basis) ³	15.9%	11.6%
Net gearing (IFRS basis)	10.2%	4.5%
Total interest cover	11.1x	13.1x
Hard interest cover	3.4x	3.0x



IFRS value of PLC debt

	31 Dec 2016	30 Jun 2017
Tier 1	£273m	-
Tier 2 ⁶	£1,017m	£1,027m
Total	£1,290m	£1,027m

IFRS value of OMLACSA debt

	31 Dec 2016	30 Jun 2017
Tier 2	£348m	£350m
Senior	£135m	£60m
Total	£483m	£410m

IFRS value of OMAM debt

	31 Dec 2016	30 Jun 2017
Senior	£318m	-
Total	£318m	-

Total IFRS value of debt

	31 Dec 2016	30 Jun 2017
Tier 1	£273m	-
Tier 2	£1,365m	£1,377m
Senior	£453m	£60m
Total	£2,091m	£1,437m

- Includes holding company cash and liquid assets of £860m (31 Dec 2016: £743m) and undrawn RCF of £800m (31 Dec 2016: £800m).
- Group debt excluding banking related business. Includes inter-company debt and OMAM debt for FY 2016.
- Gross of holding company cash.
- Group debt excluding banking related business and inter-company debt.
- Amount outstanding (£m equivalent) at nominal value at 30 June 2017 foreign exchange rates.
- Excludes a derivative asset of £32m (2016: £31m) related to the Tier 2 debt maturing in June 2021.



OLDMUTUAL

OLD MUTUAL GROUP COMPANY RATINGS¹

	Moody's	Fitch	S&P
Republic of South Africa			
• Sovereign rating	Baa3 (neg)	BB+	BB+ (neg)
Old Mutual plc			
• Senior debt rating	Ba1 (neg)	BBB-	n/a
• T2 debt rating	Ba2 (neg)	BB	n/a
• Short-term debt rating	Not Prime	F3	n/a
OMLAC (SA)			
• National insurance financial strength	n/a	AAA	n/a
• National long-term rating	n/a	AAA	AAA
• National long-term subordinated debt rating	n/a	AA	AA
• Global insurance financial strength	Baa2 (neg)	n/a	n/a
Mutual & Federal Insurance Company Limited			
• National insurance financial strength	n/a	AAA	n/a
Old Mutual Wealth Life Assurance Limited			
• Insurance financial strength	A2 (neg)	A	n/a
Nedbank			
• Long-term foreign currency rating	Baa3 (neg)	BB+	BB+ (neg)

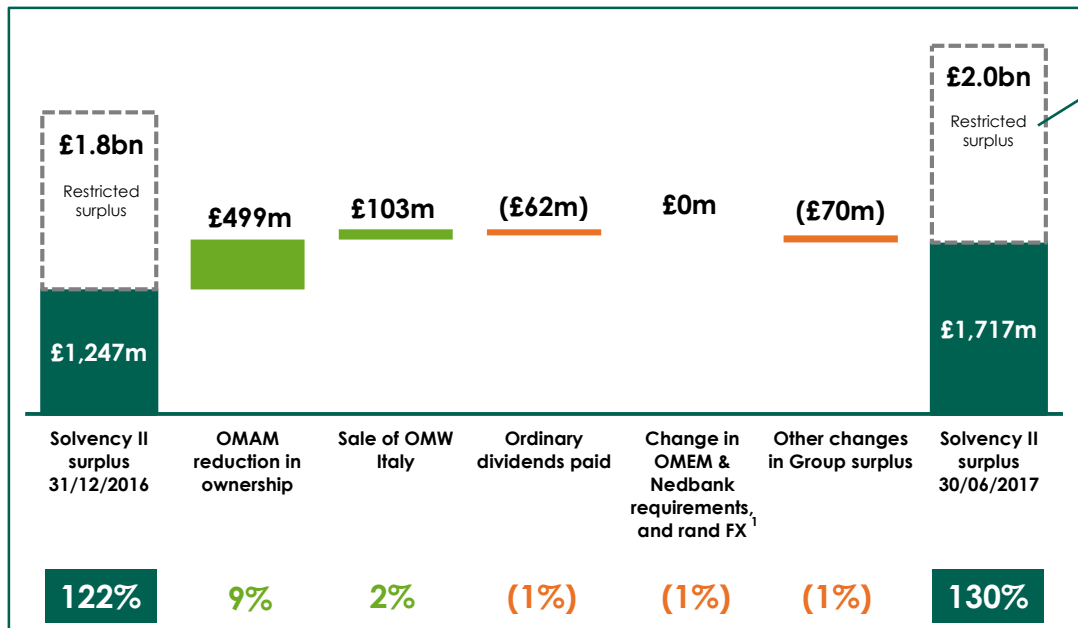
1. As at 10/08/2017. Ratings outlook stable unless stated otherwise; neg = negative outlook

APPENDIX 3 SOLVENCY II

INVESTMENT | SAVINGS | INSURANCE | BANKING



SOLVENCY II – DEVELOPMENTS IN H1 2017



Restricted surplus is mainly the loss-absorbing surplus from South Africa which we are not allowed to recognise due to strict Solvency II fungibility and transferability restrictions.

Local statutory capital cover for **businesses** are **strong and resilient**.

Evolution of business balance sheets as they prepare for standalone status.

1. Increase in OMEM and Nedbank capital requirements does not impact the Solvency II surplus due to fungibility and transferability restrictions, however it does impact the Solvency II ratio.

APPENDIX 4 BUSINESSES

INVESTMENT | SAVINGS | INSURANCE | BANKING



OLD MUTUAL EMERGING MARKETS: ADJUSTED NAV

AOP & valuation multiples (Rm)	AOP (after tax and NCI) H1 2017	Adjusted NAV 30 June 2017	Implied Multiple (Annualised)
Life & Savings	3,118 ¹	62,756	10x
Asset Management	435	6,351	7x
Property & Casualty	237	5,290	11x
Banking & Lending	354	4,754	7x
OM Emerging Markets	4,144	79,151	10x

Life & Savings restated on a MCEV basis (Rm)	30 June 2017
MCEV operating earnings ¹	3,769
AOP after tax and NCI for non-covered business	153
Life & Savings earnings	3,922
Implied multiple (annualised)	8x

1. The main reconciling difference is the increase in VIF of R772m.

OLD MUTUAL EMERGING MARKETS: ADJUSTED NAV

Rm	HY 2017		
	Adjusted NAV	AOP after tax & NCI	Implied Multiple (Annualised)
South Africa	61,568	3,419	9x
Life & Savings	52,895	2,747	10x
Asset Management	2,547	261	5x
Property & Casualty	3,426	218	8x
Banking & Lending	2,700	193	7x
Rest of Africa	13,483	492	14x
Life & Savings	8,749	271	16x
Asset Management	816	41	10x
Property & Casualty	1,864	19	49x
Banking & Lending	2,054	161	6x
Asia & Latin America	4,100	233	9x
Life & Savings	1,112	100	6x
Asset Management	2,988	133	11x
Emerging Markets (Rm)	79,151	4,144	10x
Emerging Markets (£m)	4,660	248	

FY 2016		
Adjusted NAV	AOP after tax & NCI	Implied Multiple
58,682	7,519	8x
50,298	6,234 ¹	8x
2,219	488	5x
3,443	355	10x
2,722	442	6x
13,333	1,083	12x
7,964	490	16x
509	(73)	n/a
2,649	217	12x
2,211	449	5x
3,852	432	9x
883	155	6x
2,969	277	11x
75,867	9,034	8x
4,474	452	

1. Old Mutual Emerging Markets Life and Savings AOP number for 2016 is restated to reflect the LTR on excess assets, previously shown as a separate item within Plc AOP.