LONG-TERM BUSINESS POLICY COUNTS

Old Mutual Life Assurance Company (South Africa) Limited

25 May 2017

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RETAIL IN-FORCE POLICIES

	2016	2015	2014	2013	2012	2011*	2010	2009	2008
Recurring Premium									
Retail Affluent	3,118,352	3,113,241	3,073,972	3,074,960	3,044,033	3,043,490	2,755,539	2,732,327	2,781,079
Mass Foundation Cluster	5,887,323	5,652,861	5,298,891	4,911,827	4,498,210	4,054,927	3,012,186	2,842,772	2,617,002
Total recurring premium policies	**9,005,675**	**8,766,102**	**8,372,683**	**7,986,787**	**7,542,243**	**7,098,417**	**5,767,725**	**5,575,099**	**5,398,081**
Single Premium									
Retail Affluent	674,326	684,358	676,423	680,810	668,606	677,040	937,847	956,048	1,017,293
Mass Foundation Cluster	4,232	4,136	4,180	8,135	6,864	6,124	638,766	557,640	464,265
Total single premium policies	**678,558**	**688,494**	**680,603**	**688,945**	**675,470**	**683,164**	**1,576,613**	**1,513,688**	**1,481,558**

*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

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RETAIL NEW BUSINESS POLICIES

	2016	2015	2014	2013	2012	2011	2010	2009	2008
Recurring Premium									
Retail Affluent	355,319	344,984	316,476	340,180	356,471	373,222	351,211	370,092	395,964
Mass Foundation Cluster	1,366,768	1,324,669	1,252,634	1,201,388	958,659	844,640	661,575	661,775	615,726
Total recurring premium policies	**1,722,087**	**1,669,653**	**1,569,110**	**1,541,568**	**1,315,130**	**1,217,862**	**1,012,786**	**1,031,867**	**1,011,690**
Single Premium									
Retail Affluent	40,589	57,592	52,069	53,235	42,603	44,116	49,042	38,551	45,018
Mass Foundation Cluster	1,421	1,287	1,528	1,315	1,973	2,877	954	2,040	2,989
Total single premium policies	**42,010**	**58,879**	**53,597**	**54,550**	**44,576**	**46,993**	**49,996**	**40,591**	**48,007**

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