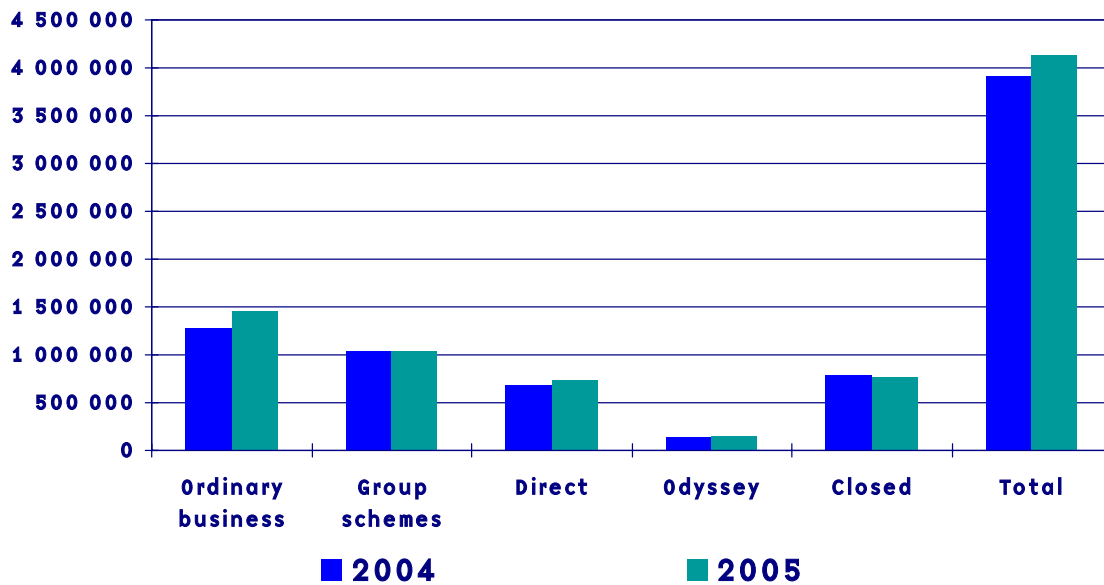


Additional information

Retail business

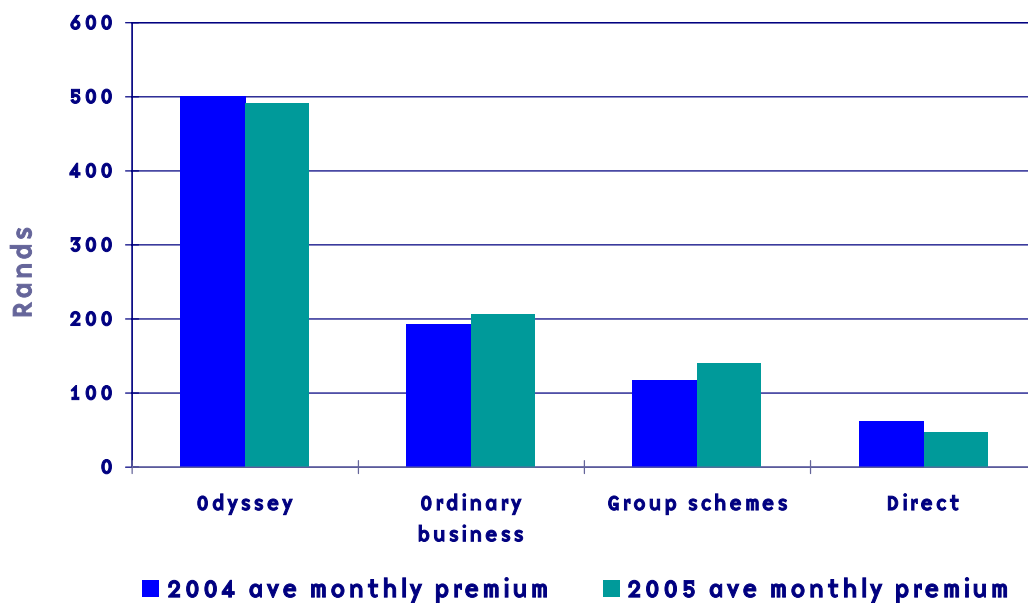
Number of policies in-force



“Excludes compulsory and bulk administered direct schemes - 1.8 million members in 2004”.

Retail business

Average new business recurring premium



Best selling products

Metropolitan Life

| Product | % of total new business premium | % of total new business policies |
|---------------------------------|--|---|
| Futurebuilder Funeral Plan | 29.9 | 41.5 |
| MultiCash Plan | 23.3 | 19.0 |
| Dynamic Life Financial Provider | 17.3 | 12.9 |
| Dynamic Life Pension Provider | 14.3 | 12.5 |
| FutureChoice Investment Options | 9.4 | 7.1 |

Dynamic Life Financial Provider

- *Universal life type product, with or without life cover*
- *Pure endowment or whole life*
- *14 supplementary products*

Multi Cash Plan

- *Pure endowment without life cover*
- *Offering access to funds after 5 years*

Dynamic Life Pension Provider

- *Retirement annuity with or without life cover*
- *4 supplementary products*

Futurebuilder Funeral Plan

- *Whole life cover – limited underwriting*
- *No savings*

Futurechoice Investment Options

New generation savings vehicle, offering

- *Endowment,*
- *Retirement annuity*
- *Sinking fund products*

Performance objectives *2006 threshold targets*

| Objective | Target | Weighting |
|-----------------------------|---------|-----------|
| Return on value of in-force | 15% | 20% |
| Growth in earnings (CHEPS) | 10% | 20% |
| Retail NB profits | R173m | 30% |
| EB NB profits | R34m | 10% |
| Market/customers | Various | 10% |
| People & empowerment | Various | 10% |

Cost containment – life administration *progress to date*

| | Dec 2004 Rm | Dec 2005 Rm | % change |
|----------------------------|-------------------|-------------------|-------------|
| Management expenses | 901 | 962 | 6.8 |
| <i>Less:</i> | | | |
| Business expansion | (6) | (39) | 550.0 |
| Retail business | (6) | (19) | 216.7 |
| International business | - | (20) | - |
| Performance bonuses paid | (34) | (51) | 50.0 |
| Business as usual expenses | 861 | 872 | 1.3 |

Cost containment – life administration *focus areas*

- Continued emphasis on reducing unit costs
- Additional R71m to fund
 - new ventures and key projects
 - international expansion
 - administration of national treasury settlement
- Overall increase of 13%