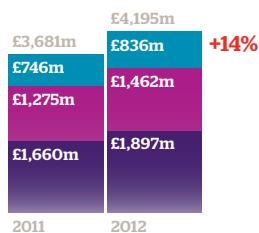


Financial highlights

Life APE new business sales, profits and investment in new business

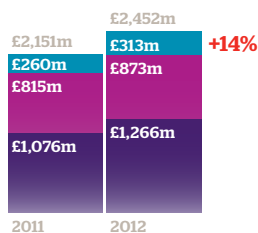
Balancing capital consumption and value optimisation

Life APE new business sales

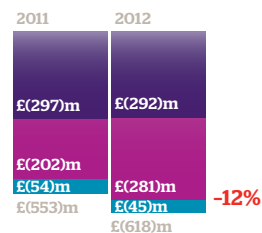


■ Asia ■ US ■ UK

New business profit

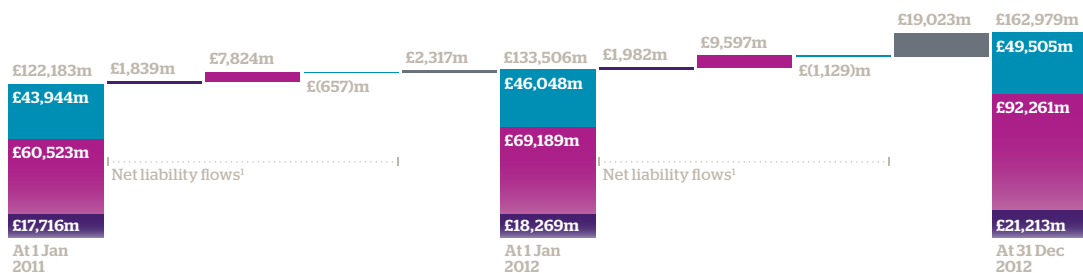


Free surplus investment in new business



	Asia		US		UK		Group	
	2012	2011	2012	2011	2012	2011	2012	2011
New business profit margin	67%	65%	60%	64%	37%	35%	58%	58%
Payback period	3 years	3 years	2 years	1 year	3 years	4 years	2 years	2 years
Internal rate of return	>20%	>20%	>20%	>20%	>20%	>20%	>20%	>20%

Shareholder-backed policyholder liabilities



■ Asia ■ US ■ UK ■ Other movements

Asset management, profitability, external funds under management and net inflows

IFRS operating profit

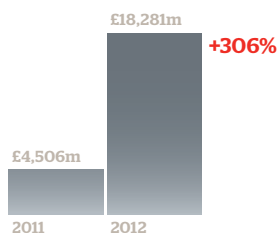


■ M&G² ■ Other asset management business ■ Total asset management

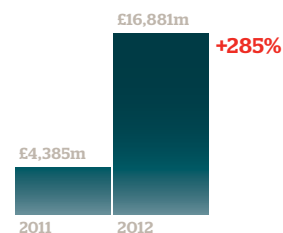
External funds under management



Total asset management net inflows

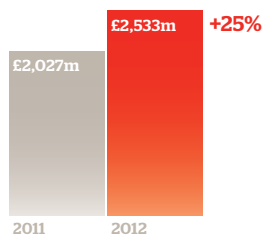


M&G net inflows

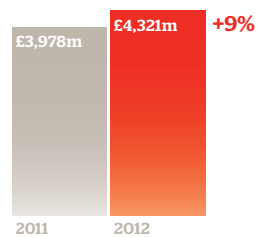


Operating profit, dividends and earnings per share

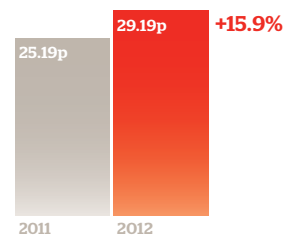
IFRS operating profit^{3,4,5}



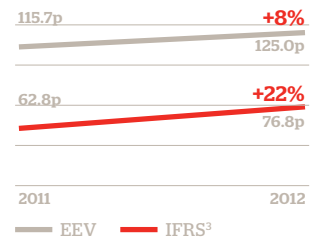
EEV operating profit



Dividend per share relating to the reporting year

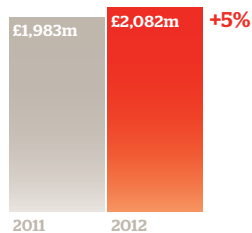


Basic earnings per share – based on operating profit after tax and non-controlling interest

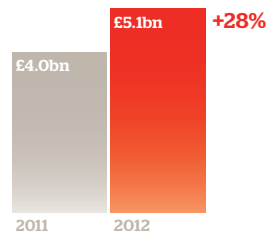


Free surplus, capital and cash

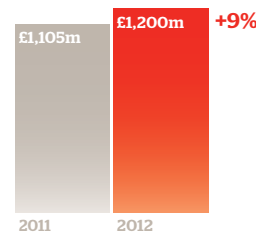
Underlying free surplus generated⁶



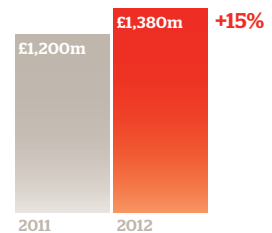
IGD capital before final dividend^{7,8}



Business unit net remittances⁹

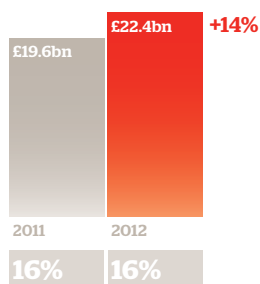


Holding company cash balances

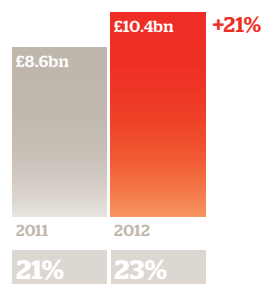


Group shareholders' funds (including goodwill attributable to shareholders)

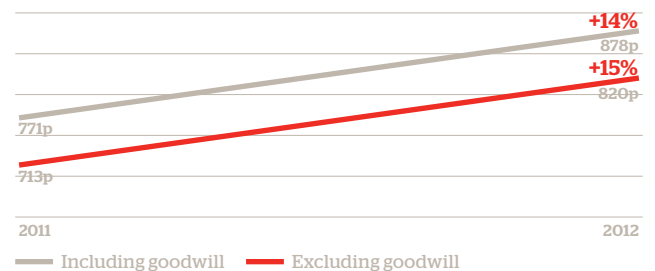
EEV shareholders' funds



IFRS shareholders' funds³



EEV shareholders' funds per share



Return on shareholders' funds^{10,11}

Notes

- Defined as movements in shareholder-backed policyholder liabilities arising from premiums (net of charges), surrenders, maturities and deaths.
- 2012 includes M&G's 49.99 per cent proportionate share in the metrics above of PPM South Africa after the divestment transaction. 100 per cent of these metrics were included in 2011.
- Comparatives adjusted for retrospective application of the accounting policy change for deferred acquisition costs as discussed in note A5 of the IFRS financial statements.
- 2012 operating profit includes one-off gain of £51 million arising on sale of Group's interest in China Life Insurance Company of Taiwan.
- 2011 included accelerated deferred acquisition costs (DAC) amortisation of £190 million which has not recurred.
- Underlying free surplus generated comprises underlying free surplus generated from the Group's long-term business (net of investment in new business) and that generated from asset management operations.

7 Estimated.

8 From March 2013 the basis of calculating Jackson's contribution to the Group's IGD surplus will change, further detail can be found in the 'Capital position, financing and liquidity' section of the Chief Financial Officer's Overview.

9 Remittances from Asia in 2012 include net remittance of £27 million, representing cash from the sale of the Group's holding in China Life Insurance Company in Taiwan offset by repayment of funding contingent on future profits of the Hong Kong life insurance operations.

10 IFRS operating profit after tax and non-controlling interests as percentage of opening IFRS shareholders' funds. Comparatives adjusted for retrospective application of the accounting policy change for deferred acquisition costs as discussed in note A5 of IFRS financial statements.

11 EEV operating profit after tax and non-controlling interests as percentage of opening EEV shareholders' funds.