

NET INCOME AND INSURANCE INVESTMENTS UNITED KINGDOM

in GBP million	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
INCOME BY PRODUCT SEGMENT											
Traditional life	-	-	-	-	-	26	23	9	12	1	(7)
Life for account policyholders	-	-	-	-	-	125	180	215	140	128	154
Fee business	-	-	-	-	-	(2)	8	2	(6)	1	4
LIFE INSURANCE	-	32	53	70	89	149	211	226	146	130	151
Accident and health insurance	-	-	-	-	-	-	-	-	-	-	-
General insurance	-	-	-	-	-	-	-	-	-	-	-
TOTAL INSURANCE¹	-	32	53	70	89	149	211	226	146	130	151
of which general account	-	-	-	-	-	26	23	9	12	1	(7)
of which policyholders account ³	-	-	-	-	-	123	188	217	134	129	158
INCOME BEFORE REALIZED GAINS AND LOSSES ON SHARES AND REAL ESTATE	-	32	53	70	89	149	211	226	146	130	151
Realized gains and losses on shares and real estate	-	0	0	6	17	10	10	0	0	(10)	(3)
INCOME BEFORE TAX	-	32	53	76	106	159	221	226	146	120	148
Corporation tax	-	(13)	(16)	(23)	(30)	(41)	(60)	(64)	(34)	(34)	(42)
NET INCOME	-	19	37	53	76	118	161	162	112	86	106

in GBP billion	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
Investments general account	-	0.7	0.7	0.5	0.6	0.8	0.9	0.9	1.1	1.4	1.8
Investments policyholders account	-	9.8	11.7	14.5	18.0	31.3	32.2	30.9	28.3	31.7	33.5
TOTAL INSURANCE INVESTMENTS	-	10.5	12.4	15.0	18.6	32.1	33.1	31.8	29.4	33.1	35.3
PRE-TAX PROFIT MARGIN (%)											
INSURANCE ACTIVITIES²	-	-	0.5	0.5	0.5	0.6	0.6	0.7	0.5	0.4	0.4
Off balance sheet investments	-	-	-	-	1.1	1.0	1.0	0.8	0.8	1.0	0.8

in GBP billion	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
CAPITAL BASE	-	-	-	-	-	-	1.5	1.8	2.0	2.2	2.2

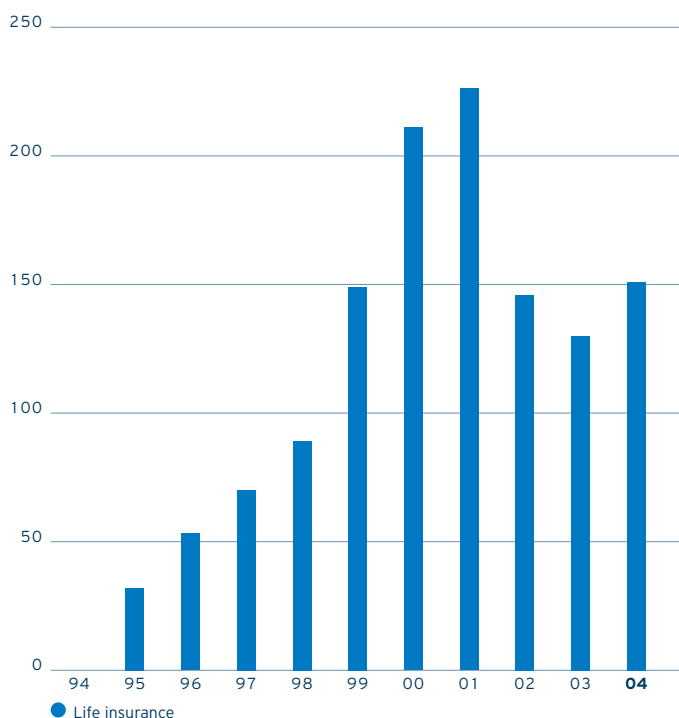
in GBP million	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
Gross margin	-	-	-	-	206	336	411	447	460	572	577
Commissions and expenses	-	-	-	-	117	187	200	221	314	442	426
Expenses/gross margin ratio	-	-	-	-	56.8	55.7	48.7	49.4	68.3	77.3	73.8

¹ As of 1996 the interest charges and as of 1997 the overhead expenses are no longer allocated to the business units but reported separately

² Calculated as % of average investments (whereby pre-tax profit margin excludes fee business)

³ Includes fees

INCOME BEFORE REALIZED GAINS AND LOSSES ON SHARES AND REAL ESTATE BY ACTIVITY United Kingdom in GBP million



INSURANCE INVESTMENTS United Kingdom in GBP billion

