

18 October 2007

SENIOR APPOINTMENT AT SCOTTISH FRIENDLY
Malcolm Berryman joins the Board as Non-Executive Director

Glasgow-based Scottish Friendly Assurance has strengthened its Board with the appointment of a senior industry figure as a non-executive director.

Malcolm Berryman was Chief Executive of Liverpool Victoria, the UK's biggest friendly society, from 1999 to 2005. Under his stewardship, the group increased the value of the business by over 20% per annum, trebling turnover to over £700m and doubled funds under management to over £7 billion. He is currently working as an affiliate for LECG, a US-headquartered firm that provides expert analysis and strategic advisory services to global customers.

Mr Berryman's appointment is further evidence of the significant transformation within the Scottish Friendly group under Chief Executive Fiona McBain.

She said: "This is a coup for Scottish Friendly. Malcolm will bring a host of business skills to the board room which will help us accelerate our growth plans as we explore new business opportunities. His friendly society background means that he, like us, is focused on delivering benefits for members and building a dynamic financial services group."

Since becoming Chief Executive on 1 January 2006, McBain has led a three-pronged strategy for Scottish Friendly based on securing new distribution deals, mergers and consolidation, and business process outsourcing with third parties.

The group recently finalised the takeover of Scottish Legal Life concluding the UK's largest friendly society transfer and further strengthening the position of Scotland's biggest mutual insurer.

Media enquiries:

Clare Meikle/Jennifer Butler
3x1 Public Relations
Tel: 0141 221 0707
Mob 07837 399 215

Notes to Editors:

- Scottish Friendly Assurance is a mutual organisation based in Glasgow and has roots stretching back to 1862. Today this heritage is complemented by a strong management team overseeing a team of 60.
- It is the largest mutual life office headquartered in Scotland (following the demutualisation of Standard Life in summer 2006) with nearly 500,000 members.
- On 1 October, it completed the 'transfer of business' from Scottish Legal Life which saw 120,000 members transfer to Scottish Friendly, and boosted funds under management by £200 million to over £800 million.