

SCOTTISH FRIENDLY GROUP ADDS NORWICH UNION WRAP PLATFORM TO BACK OFFICE

The Scottish Friendly Group has won a major deal to become Norwich Union's administration partner for the Lifetime wrap.

Under the partnership Lifetime's back office will be provided by Scottish Friendly. This move is yet another milestone in the progress of Scotland's largest mutual life office, which has included the successful transfer of Scottish Legal Life, the addition of several high profile distribution partnerships and providing back office administration for the Nucleus Financial wrap.

Chief executive of Scottish Friendly Fiona McBain said "This is a tremendous achievement for the Scottish Friendly group and a testament to the sophistication of our award winning back office and the commitment and skill of our staff. We are delighted to be expanding our presence in the wrap administration market and significantly increasing assets under administration, to the benefit of all our policyholders."

Toby Strauss, managing director of Lifetime commented "Once we decided to re-engineer our wrap proposition and service, Scottish Friendly was a natural choice, providing efficient delivery and high quality service as well as the ability to meet the demands of our ambitious growth plans."

The transfer of the administration of the Lifetime wrap to the Scottish Friendly managed systems and back office is expected to be completed for the beginning of 2009.

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Notes to editors:

Scottish Friendly group

The Scottish Friendly group uses wrap technology to administer a highly diverse product range. Its skills in this area were recognised in 2007, when the group won a National Business Award for Scotland for 'Best Use of Technology in Business' and in 2008 when it was one of only five organisations throughout the world awarded "Model Insurance Carrier for Policy Administration" by Celent management consultants.

The Scottish Friendly group is the largest mutual life office headquartered in Scotland. With over 1.3M policyholders, and more than £1b of funds under management and administration.

Norwich Union

Norwich Union is the UK's largest insurer. It is a leading provider of life, pensions and investment products and one of the largest Financial Adviser (FA) providers. FAs provide over 70% of the company's long-term savings business in the UK.

Lifetime is a wholly owned subsidiary of Norwich Union and was established in 2002 to help investors find new solutions to the challenges of managing their money. Its key product is its 'wrap account', which allows investors to hold and manage their offshore, ISA, pension, direct and cash investments in a single place for a single set of fees.

Norwich Union's news releases and a selection of images are available from Aviva's internet press centre at www.aviva.com/media