

## VALUE CREATED IN 2019

### ACHIEVEMENTS

#### FINANCIAL CAPITAL

**↑ 53%**

Growth year-on-year in diluted normalised headline earnings (NHE) to **R3.1 billion** — in line with Reset and Grow targets

**↑ 57%**

Increase in value of new business year-on-year

**↑ 12%**

Increase in present value of new business premiums (PVNBP)

**Dividend on ordinary shares reinstated** — ordinary dividend of

**↑ 70 cents**

per share for the full year, representing dividend yield of 3.7%



**Moodys investment-grade credit ratings** for both Momentum Metropolitan and Guardrisk affirmed in November 2018

#### SOCIAL CAPITAL



First major insurance group to achieve **Level 1 B-BBEE** rating in terms of Financial Sector Charter codes

**R30.7 billion**

Invested in **empowerment financing**

#### NATURAL CAPITAL

**R2.1 billion**

Invested in **renewable energy power stations**

### IMPROVEMENTS

#### FINANCIAL CAPITAL

Improvement to

**↑ 1.0%**

in **new business profit margin** in F2019 from 0.7% in F2018

#### HUMAN CAPITAL

**↑ 10%**

Increase in investment in learning and development to R52 million (R42.3 million in F2018)

#### SOCIAL CAPITAL



An **'A' assessment score** for UN Principles for Responsible Investment report



**46% reduction in water use** in our Cape Town offices from our 2016 baseline

### CHALLENGES

#### FINANCIAL CAPITAL



**Growing** Momentum and Metropolitan market share



**Delivering** on investments in new initiatives



**Growing** our Momentum Multiply membership

#### SOCIAL CAPITAL



**Making a meaningful difference** to the number of young people not in **employment** education or training (in F2019 we trained 1 372 in skills that will provide them with access to an income and jobs and 629 were placed in jobs)

### DISAPPOINTMENT



Despite big improvement in **return on embedded value per share to 9.4%**, it remains below the target of risk-free plus 3%