



Investor Roadshow Presentation 2016 interim results

For the six months ended 31 August 2015



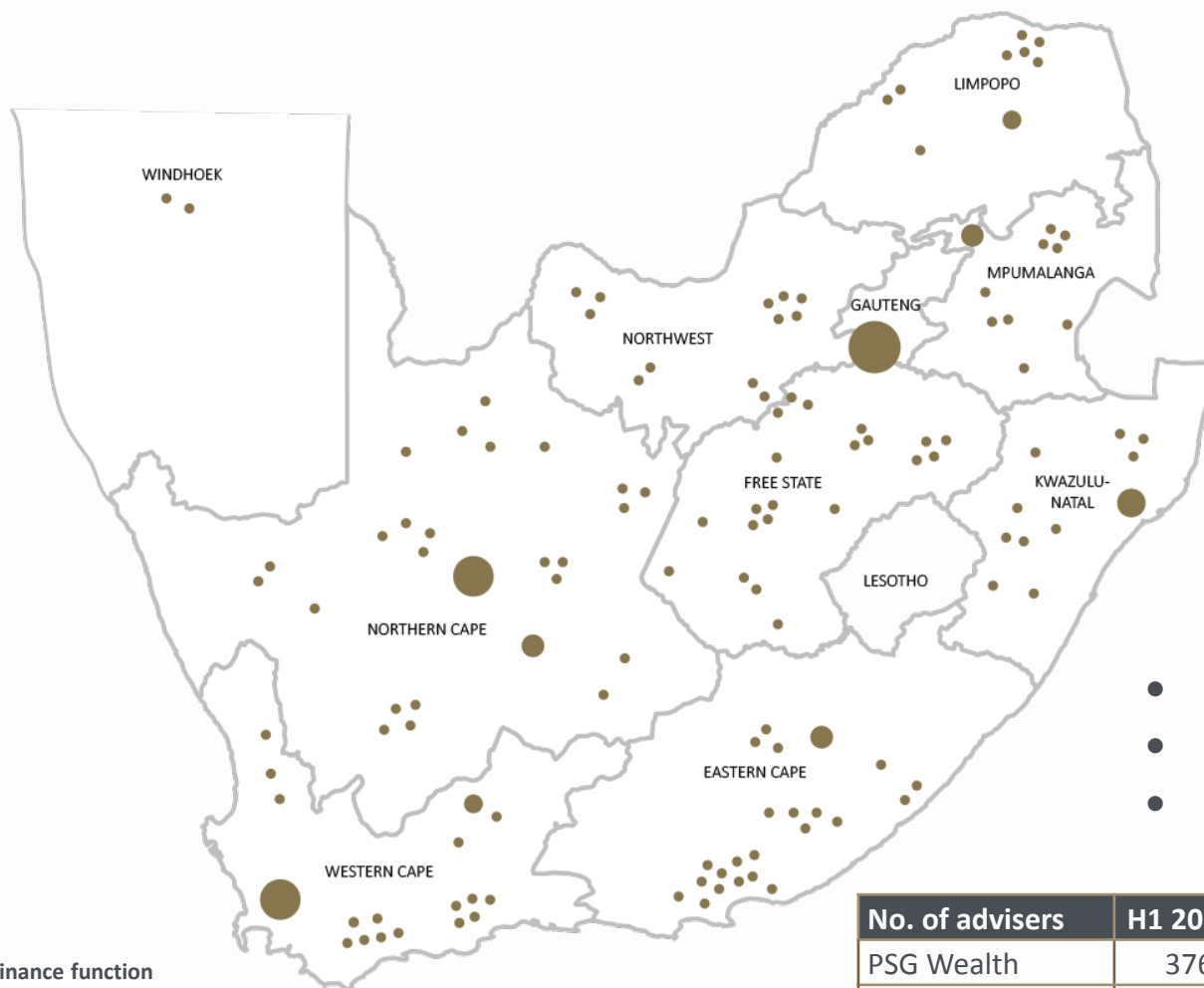
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A great company

Wealthy clients serviced where they reside



- 201 offices
- 667 advisers
- 190 000+ clients

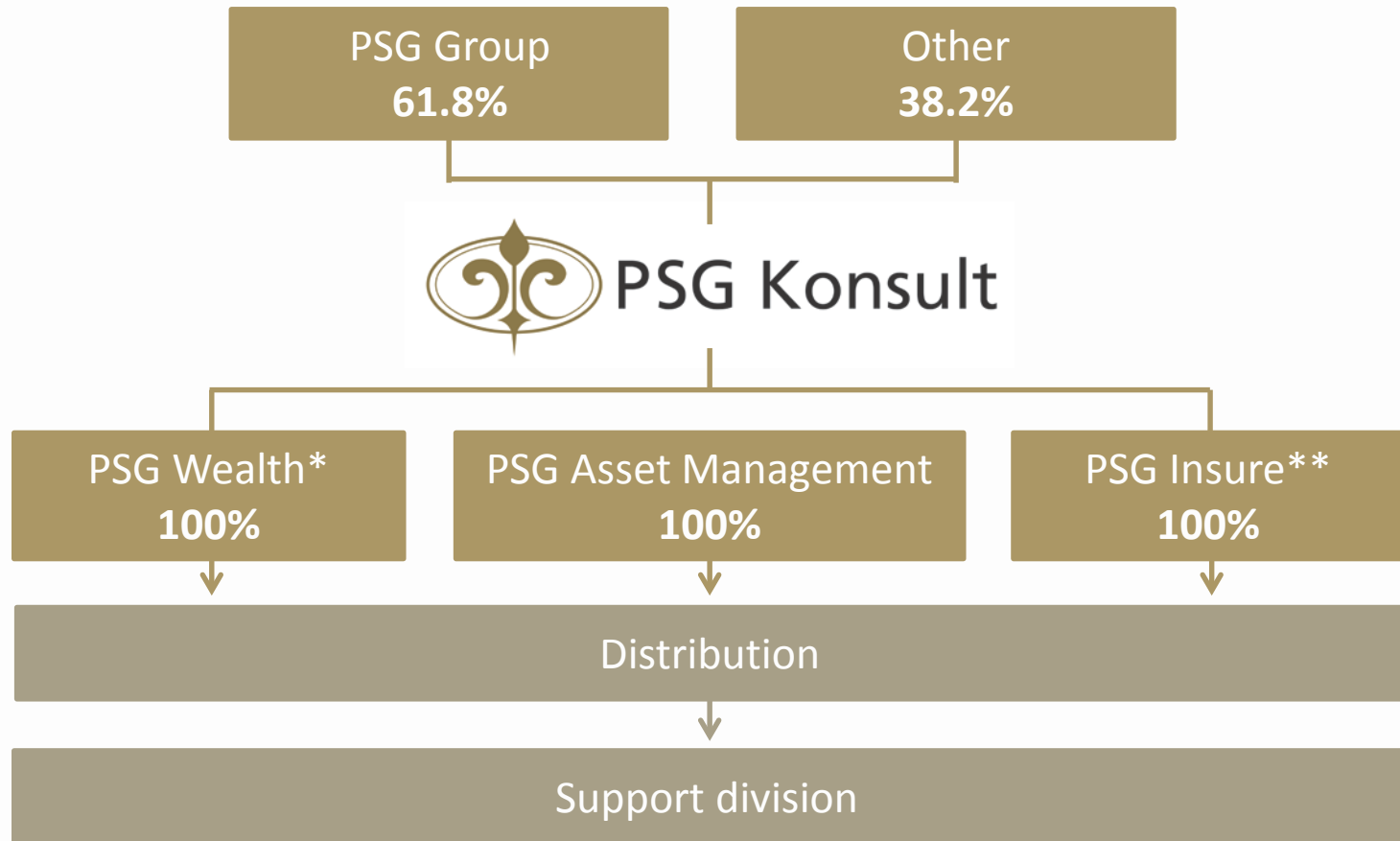
No. of advisers	H1 2013	H1 2014	H1 2015	H1 2016
PSG Wealth	376	391	419	443
PSG Insure	245	219	210	224
Total	621	610	629	667

Source : PSG Finance function

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PSG Structure



* Includes PSG Employee Benefits

** Includes Western National Insurance



01 | H1 2016 results

H1 2016 financial results overview

Recurring HEPS grew by 26% for H1 2016

Consolidated results	H1 2014 Rm	%Δ	H1 2015 Rm	%Δ	H1 2016 Rm
Revenue*	1,210	26%	1,530	14%	1,740
PBT	161	44%	232	25%	290
Headline earnings	109	34%	145	28%	187
- Recurring headline earnings	109	36%	147	27%	187
- Non-recurring headline earnings	-	(100%)	(2)	100%	-
Weighted average number of shares (million)	1,221	3%	1,260	1%	1,267
HEPS (Rand cents)	8.9	30%	11.5	28%	14.7
Recurring HEPS (Rand cents)	8.9	32%	11.7	26%	14.7

Assets under management (Rand billion)	93	39%	129	17%	151
Assets under administration (Rand billion)	200	33%	266	21%	321

* Total income per IFRS includes consolidated fund and policyholder related income

Note: Figures rounded to the nearest Rmillion



Headline earnings by division

Total recurring headline earnings growth of 27% year on year

Headline earnings*	H1 2014 Rm	%Δ	H1 2015 Rm	%Δ	H1 2016 Rm
Wealth	71	32%	94	28%	120
Asset Management	21	63%	34	37%	46
Insure	17	4%	[^] 17	16%	21
Total	109	34%	145	28%	187

Recurring headline earnings*	H1 2014 Rm	%Δ	H1 2015 Rm	%Δ	H1 2016 Rm
Wealth	71	34%	95	27%	120
Asset Management	21	65%	34	36%	46
Insure	17	8%	[^] 18	12%	21
Total	109	36%	147	27%	187

Source : PSG Finance function

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[^] Adverse impact of dilution in shareholding in Western from 90% to 60% = R5.2 m
Note: Figures rounded to the nearest R' million

* All overhead costs are fully allocated



Financial trend

We always look at a 10-year rolling track record

	FY 2005	FY 2006	FY 2007	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	CAGR %	H1 2015	H1 2016	YoY Gwth %
AUA (Rbn)	14	21	43	53	44	72	97	139	180	235	308	36%	266	321	21%
Premiums (Rbn)	0.1	0.4	0.8	1.0	1.4	1.5	1.6	1.6	2.1*	2.5	2.8	40%	1.4	1.6	14%
Revenues (Rm)	160	246	540	726	823	901	1,018	1,604	1,846	2,557	3,015	34%	1,530	1,740	14%
Headline earnings (Rm)	11	17	46	87	97	90	92	162	174	244	339	41%	145	187	28%
Shares in issue (m)	373	379	695	732	733	730	733	1,072	1,210	1,221	1,261	13%	1,262	1,279	1%
Headline earnings per share (cents)	2.9	4.4	8.2	12.0	13.2	12.3	12.5	15.2	15.4	20.0	26.9	25%	11.5	14.7	28%

* Includes Western National Premiums from Nov 2012.



02 | H1 2016 divisional performance

Wealth plans

Growing and protecting clients' wealth

Wealth management assets overview

Excellence in
products & services

Top advisers

Superb platform

Wealth assets split (Rm)	FY 2015	Market movement	Net flows	H1 2016	%Δ
Third party funds *	39 436	-99	702	40 039	2%
PSG Multi Managed **	37 468	917	3 578	41 963	12%
Discretionary ***	31 462	484	1 022	32 968	5%
Total managed assets	108 366	1 302	5 302	114 970	6%
Non discretionary	164 627	14 747	-11 764	167 610	2%
Third party administration	8 670	773	438	9 881	14%
Total wealth assets	281 663	16 822	-6 024	292 461	4%

Source: PSG Wealth

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* Includes PSG single managed funds of R4.8bn for FY2015 and R5.4bn for H12016

** PSG Multi Manager invested in PSG single managed funds of R5.2bn and net flows of R257m YTD

*** FSB Managers discretionary assets included in non-discretionary and includes R2.6bn of non-fee assets



Wealth - excellence in products and services

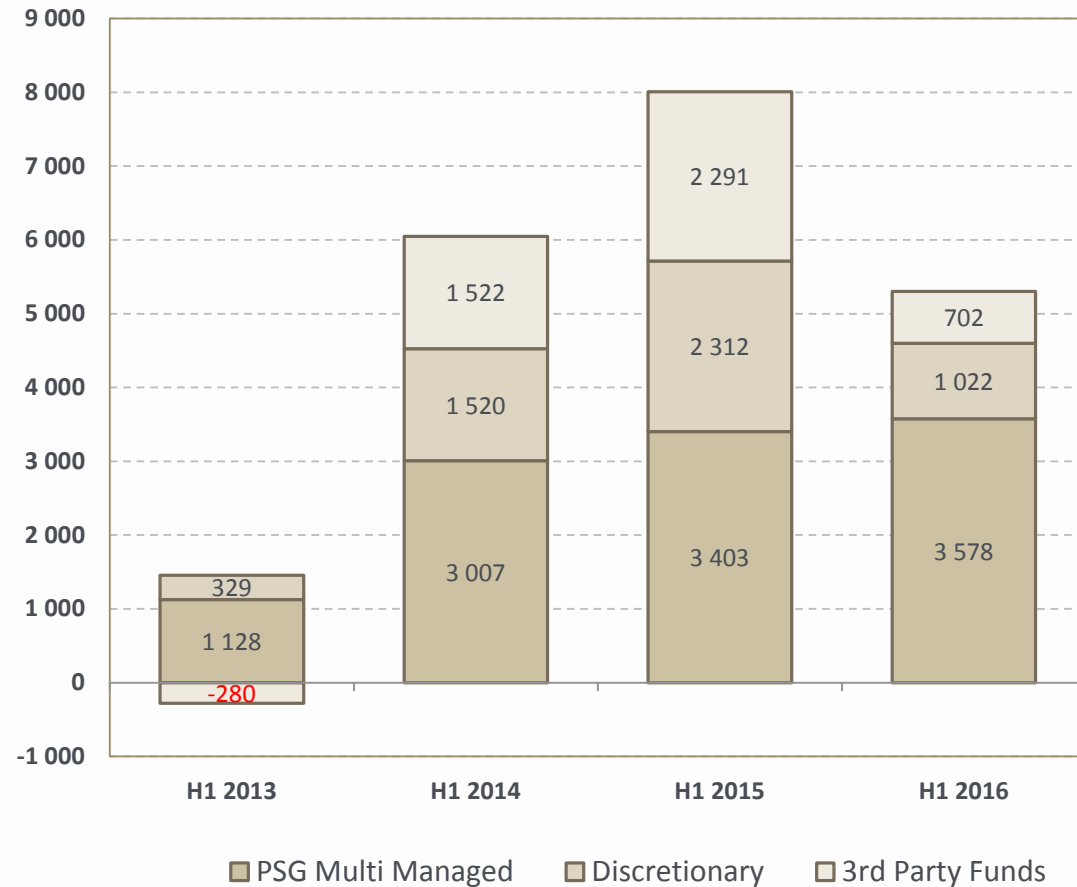
Solid new business flows

Independent process with advisers' oversight (both funds and securities)

Review all counterparties

Negotiation with product providers

Year-on-year Wealth managed asset net flows (Rm)



Source: PSG Wealth



Wealth - top advisers

We continue to add top advisers to our Wealth advice business

Growing number of advisers

Focus on penetrating the JHB area

Contributing to our growth in revenue

Wealth advisers (Incl. EB)	H1 13	H1 14	H1 15	H1 16
Balance – Opening*	376	376	391	419
Net acquisitions**	-	15	28	24
Balance - Closing	376	391	419	443
Growth	0%	4%	7%	6%

* Restated to exclude advisers that moved from Wealth to Insure

** Reflects a 12-month period



Asset management plans

Net new money at acceptable margin

Asset management assets overview

Focused marketing

AM assets split (Rm)	FY 2015	Market movement	Net flows	H1 2016	%Δ
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Investment performance

PSG Single manager	18 432	-29	2 371	20 774	13%
PSG Money market and related assets	2 232	-	624	2 856	28%
PSG Segregated Portfolios	3 148	-106	-397	2 645	-16%
Total assets under management	23 812	-135	2 598	26 275	10%
PSG Wealth administered assets *	37 468	917	3 578	41 963	12%
PSG White Label **	3 445	87	-891	2 641	-23%
Total AM assets	64 725	869	5 285	70 879	10%

Superb platform

Source: PSG Asset Management

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* Excluded from total PSG assets under administration to eliminate duplication

** During the year PSG decided to cancel all white label contracts

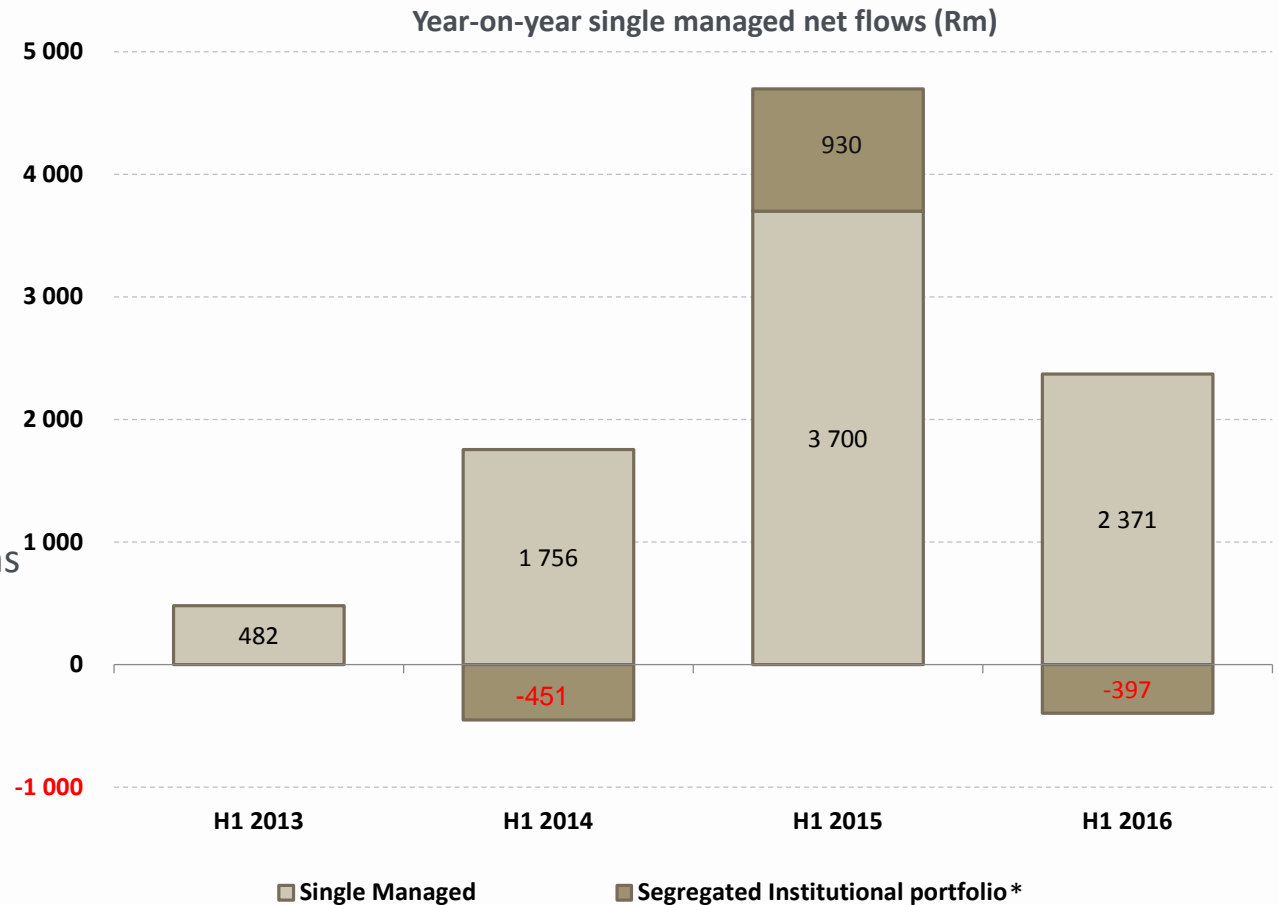


Asset management - focused marketing

'Brick by Brick' strategy

Our approach

- Long-term assets (Retail emphasis)
- Getting adequate margins
- Protect our capacity



* Includes private clients and segregated money market portfolios

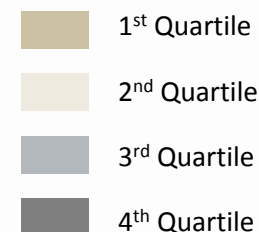
Source: PSG Asset Management and PSG Wealth



Asset management - investment performance

Consistent process across funds and over time

Single manager funds		Aug 2015 Performance	1-year rank	3-year rank	5-year rank	10-year rank
PSG Flexible	Rank		18	9	12	3
	Return		11.19%	18.34%	17.20%	16.65%
PSG Equity A	Rank		54	3	6	11
	Return		3.87%	20.42%	19.71%	15.57%
PSG Balanced A	Rank		15	19	18	12
	Return		10.59%	15.43%	14.84%	12.72%
PSG Stable	Rank		32	41		
	Return		8.63%	10.35%		



Tower Watson survey for December 2014: PSG Balanced Fund lowest in terms of absolute risk

Source : MorningStar Aug 2015 report

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... lower risk



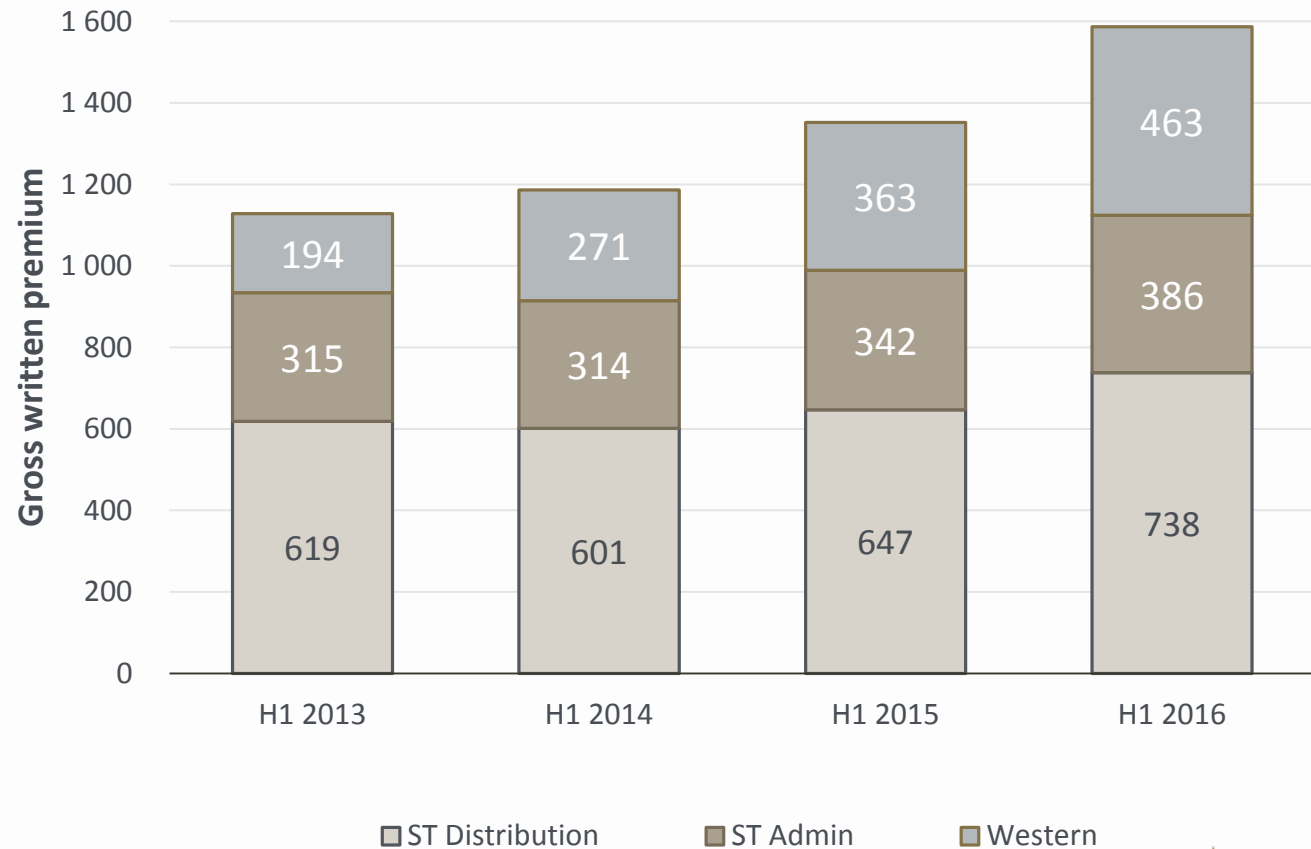
Insure management plans

Top advisers

Excellence in underwriting

Superb platform

Half yearly PSG Insure gross written premium (Rm)



Western acquisition – Nov'12

Source : PSG Insure

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Insure - top advisers

Growing number of advisers

Focus on penetrating the JHB area

Contributing to our growth in revenue

Insure advisers	H1 13	H1 14	H1 15	H1 16
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Balance – Opening*	259	245	219	210
Net acquisitions**	-14	-26	-9	14
Balance - Closing	245	219	210	224
Growth	-5%	-11%	-4%	7%

* Restated to include advisers that moved from Wealth to Insure

** Reflects a 12-month period - decrease due to amalgamations and consolidations



Insure – Western National

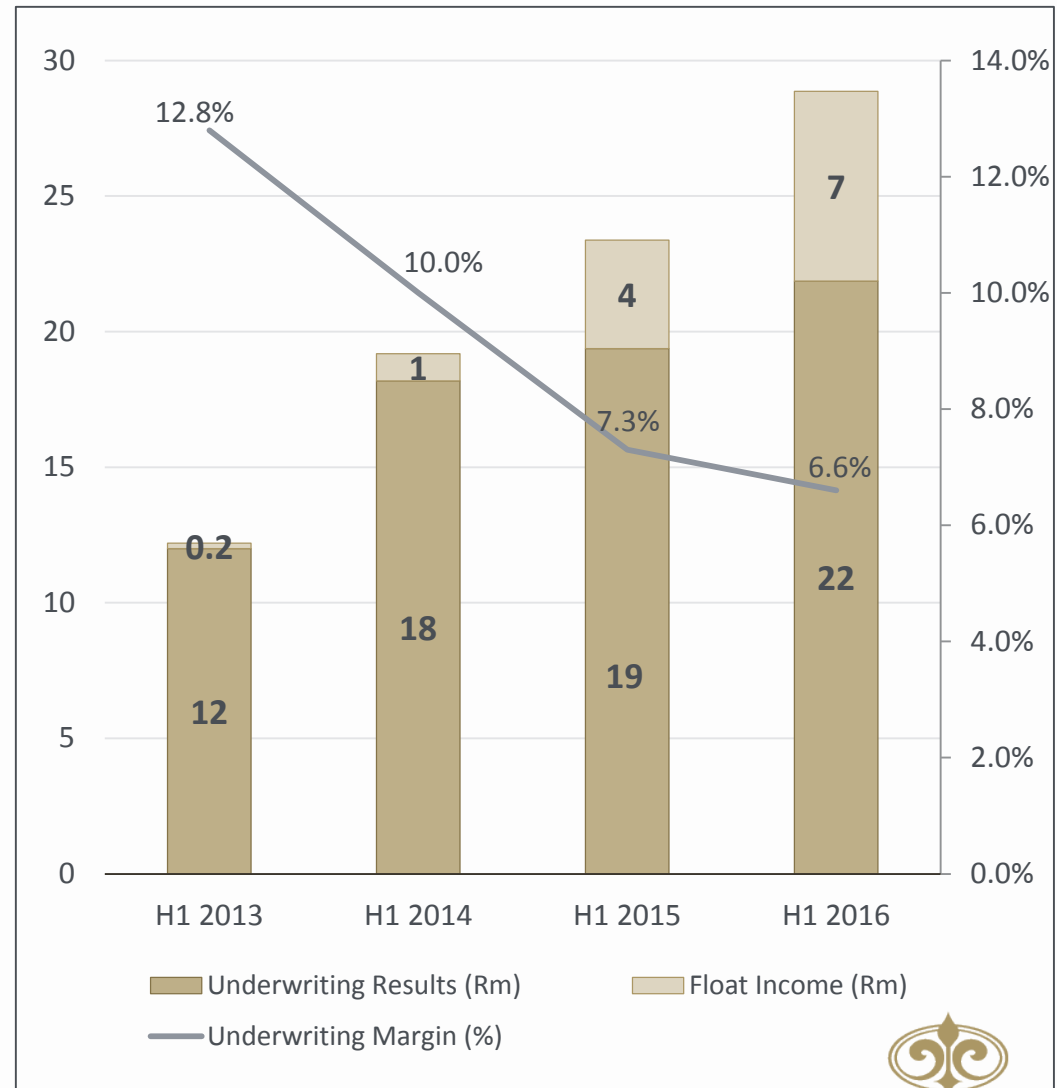
Insurance results

Key differentiators

- Highly personalised service to brokers
- Focus on commercial business

Excellence in underwriting

- Healthy insurance float level >R480m
- Limited insurance and investment risk retention levels



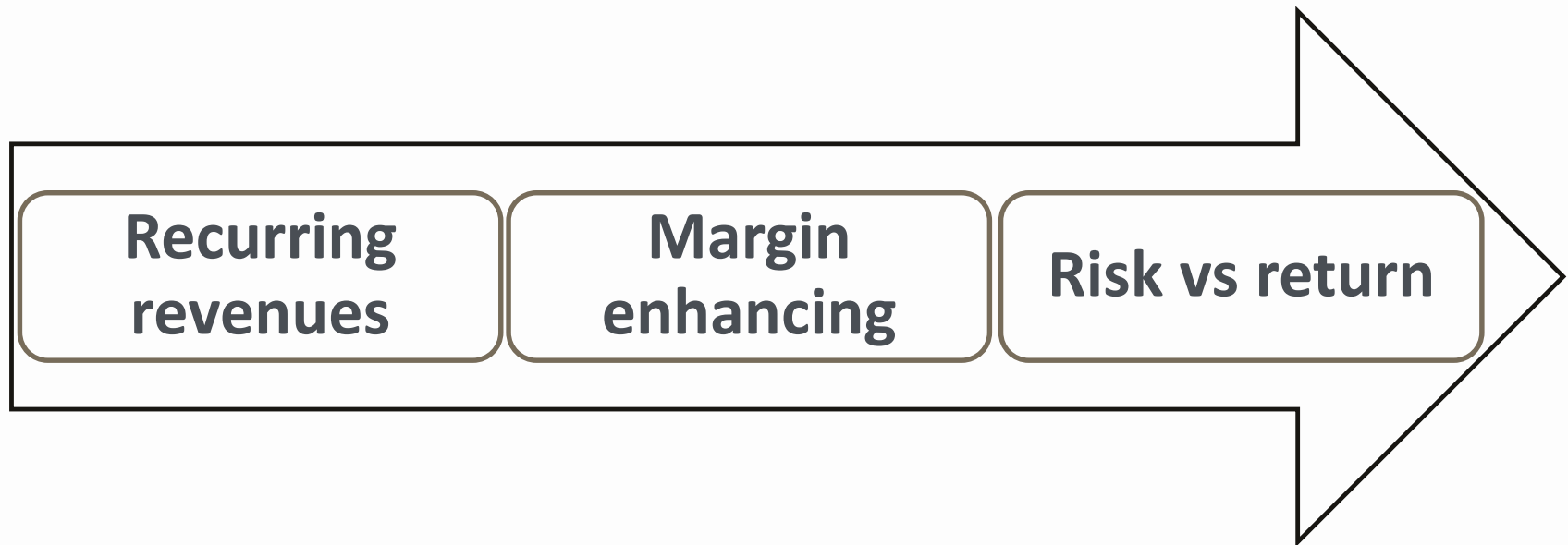
Source : PSG Insure

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Reducing risk



	<u>H1 14</u>	<u>H1 15</u>	<u>H1 16</u>
Perf fees/HE	10.2%	7.0%	7.5%
Recurring HEPS	8.9c	11.7c	14.7c

	<u>H1 14</u>	<u>H1 15</u>	<u>H1 16</u>
Op margin	13.0%	14.1%	14.2%
C:I %	66.2%	63.0%	63.0%

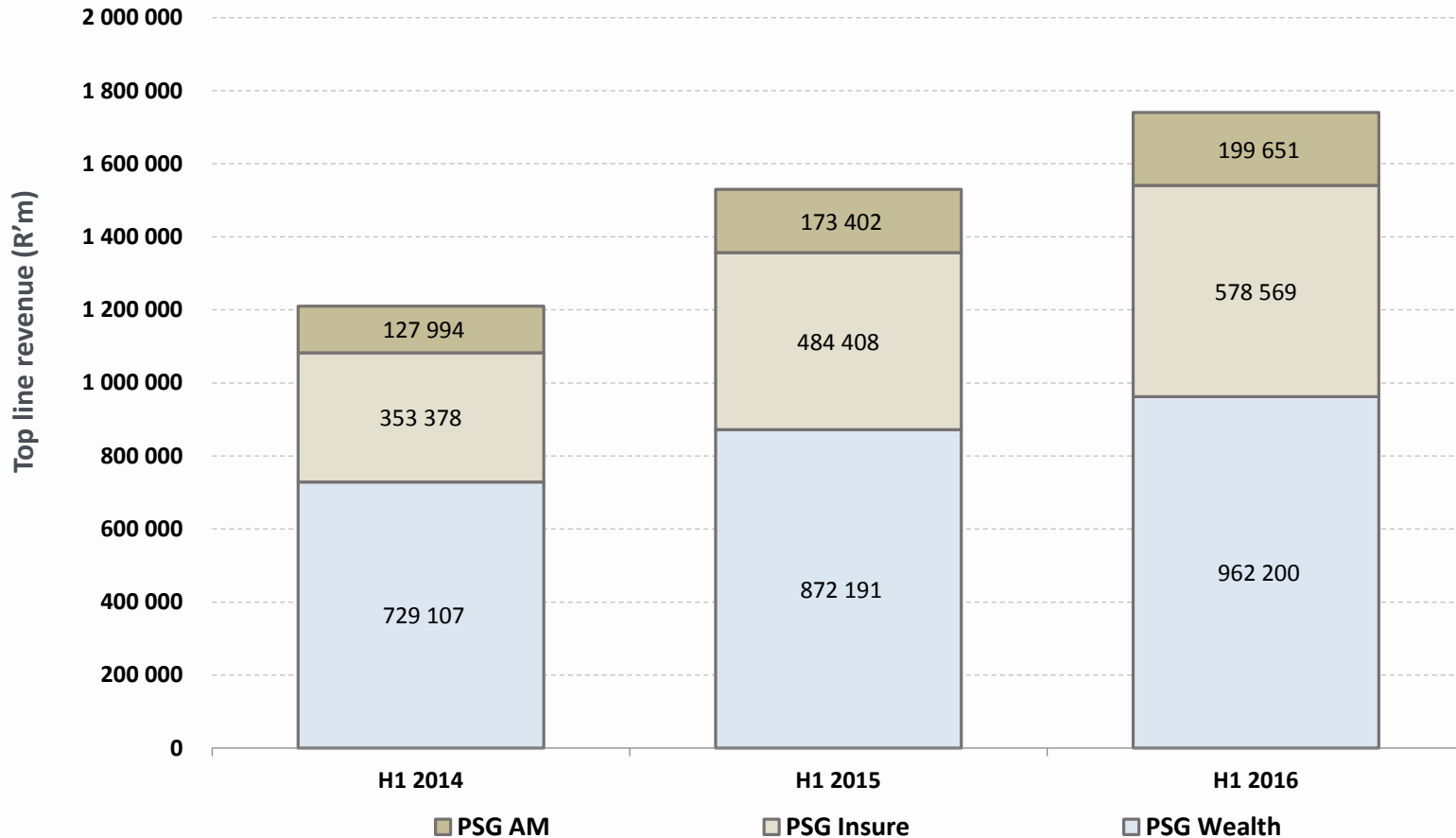
	<u>H1 14</u>	<u>H1 15</u>	<u>H1 16</u>
ROE	23.8%	24.0%	23.9%
Debt : Equity	16.5%	4.6%	0.7%



03 | Focus areas

Top line focus

Continued growth in revenue



Total income contribution per division

Source : PSG Finance function

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Our focus

<p>High quality Advice</p> <p>✓</p>	<p>Product and service excellence</p> <p>✓</p>	<p>Superb platforms</p> <p>✓</p>
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END | thank you

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