

## RECURRING HEADLINE EARNINGS PER SHARE

^ 10%	<b>2021</b>	2020	2019
	<b>52.7 cents</b>	48.1 cents	44.6 cents

## DIVIDEND PER SHARE

^ 9%	<b>2021</b>	2020	2019
	<b>24.5 cents</b>	22.5 cents	20.5 cents

## TOTAL ASSETS UNDER MANAGEMENT

^ 17%	<b>2021</b>	2020	2019
	<b>R268 bn</b>	R230 bn	R222 bn

## GROSS WRITTEN PREMIUM

^ 1%	<b>2021</b>	2020	2019
	<b>R5.51 bn</b>	R5.47 bn	R4.47 bn

PSG Konsult generated a 10% recurring headline earnings per share growth and 20% return on equity for 2021. We continue to manage and evaluate our performance against an unchanged set of metrics, notwithstanding changes in our operating environment. All key financial and operational metrics were positive, once again demonstrating the resilience of our franchise. We generated strong net client inflows and sustained investment in long-term growth initiatives, including those that enhance the experience of clients, systems and processes. Our primary focus of being an advice-led business remains.

We believe that growing our own talent will support PSG Konsult's long-term business goals. During the 2021 financial year, the group employed 65 newly qualified graduates (92% of whom are ACI candidates) as part of the core business operations and adviser force.

PSG Konsult's key financial performance indicators for the year ended 28 February 2021 are shown below.

	28 Feb 2021 R000	Change %	29 Feb 2020 R000
Recurring headline earnings	703 835	9	644 408
Non-recurring item <sup>^</sup>	(7 200)	-	-
Headline earnings	696 635	8	644 408
Non-headline items	1 055	-	2 549
Earnings attributable to ordinary shareholders	697 690	8	646 957
Divisional recurring headline earnings			
PSG Wealth	447 656	19	376 384
PSG Asset Management	104 940	(28)	146 420
PSG Insure	151 239	24	121 604
	703 835	9	644 408
Weighted average number of shares in issue (net of treasury shares) (millions)	1 334.6	-	1 340.9
Earnings per share (basic) (cents)			
- Recurring headline	52.7	10	48.1
- Headline	52.2	9	48.1
- Attributable	52.3	8	48.2
- Recurring headline (excluding intangible asset amortisation cost)	57.5	10	52.2
Dividend per share (cents)	24.5	9	22.5
- Interim dividend per share (cents)	8.0	7	7.5
- Final dividend per share (cents)	16.5	10	15.0
Return on equity (ROE) (%)	20.4		20.5

<sup>^</sup> Non-recurring item relates to a R10.0 million (R7.2 million net of tax) donation to the South African Solidarity Fund in April 2020.

## Capital management and dividend

PSG Konsult generates strong cash flows which gives us various options to optimise our capital structure and risk adjusted returns to shareholders. During the past financial year, the group repurchased and cancelled 20 992 115 shares at a cost of R166.8 m.

PSG Konsult remains strongly capitalised, with a capital cover ratio of 213% (2020: 191%) based on the latest insurance group return. This capital cover ratio substantially exceeds the required minimum of 100%. Our approach to investing shareholder assets, supporting regulatory capital requirements, remains prudent and ensures that the group has a strong balance sheet and excellent liquidity.

Shareholders were advised on 26 October 2020 that the rating agency Global Credit Rating Company confirmed that the group's credit ratings remain unchanged. PSG Konsult's long-term South Africa national scale rating is A(ZA), while the short-term South Africa national scale rating is A1(ZA), with a stable outlook.

The board approved and declared a final gross dividend of 16.5 cents per share from income reserves for the year ended 28 February 2021 (2020: 15.0 cents per share) given the group's strong financial position and confidence in the group's prospects. The group's dividend pay-out ratio remains consistent with the dividend policy communicated at the time of listing.

## Looking forward


We will monitor the local and global macroeconomic environment, and the associated impact on our clients and other stakeholders. The group remains confident about the prospects for growth and will continue to prioritise organic growth.

## Reviewed financial results

This announcement is the responsibility of the directors of the company. It is only a summary of the information included in the full announcement and does not contain full or complete details. Any investment decision by investors and/or shareholders should be based on consideration of the full announcement, which is available through the link in the short-form announcement released on SENS on Thursday, 15 April 2021. The full announcement is also available for viewing on PSG Konsult's website at [www.psg.co.za](http://www.psg.co.za) and electronic copies may be requested and obtained, at no charge, from the company at [company.secretary@psg.co.za](mailto:company.secretary@psg.co.za) and from PSG Capital. The company has based this short-form announcement on the financial results for the year ended 28 February 2021 which have been reviewed by the company's auditor, PricewaterhouseCoopers Inc., who expressed an unmodified review conclusion.

The board would like to extend its gratitude to its stakeholders, including its shareholders, advisers, clients, business partners, management and employees, for their support and commitment during the past year.

On behalf of the board



Willem Theron  
Chairman

Tyger Valley  
15 April 2021



Francois Gouws  
Chief executive officer

## [www.psg.co.za](http://www.psg.co.za)

**Non-executive directors:** W Theron (Chairman), PJ Mouton, J de V du Toit\*, PE Burton\*, ZL Combi\*, ZRP Matsau\*, AH Sangqu\*, TC Isaacs\* (\* Lead independent; \* Independent) **Executive directors:** FJ Gouws (Chief executive officer), MIF Smith (Chief financial officer) **Company secretary:** PSG Management Services Proprietary Limited **PSG Konsult head office and registered office:** 4th Floor, The Edge, 3 Howick Close, Tyger Waterfront, Tyger Valley, Bellville, 7530; PO Box 3335, Tyger Valley, Bellville, 7536 **Transfer secretary:** Computershare Investor Services Proprietary Limited, Rosebank Towers, 15 Biermann Avenue, Rosebank, 2196; Private Bag X9000, Saxonwold, 2132 **Listings:** Johannesburg Stock Exchange (JSE), Namibian Stock Exchange (NSX), Stock Exchange of Mauritius (SEM) **JSE sponsor:** PSG Capital Proprietary Limited **Independent Joint JSE Sponsor:** UBS South Africa Proprietary Limited **NSX sponsor:** PSG Wealth Management (Namibia) Proprietary Limited **SEM sponsor:** Perigeum Capital Ltd **JSE share code:** KST **NSX share code:** KFS **SEM share code:** PSGK.N0000 **ISIN code:** ZAE000191417 **LEI:** 378900ECF3D86FD28194 **Auditor:** PricewaterhouseCoopers Inc., Cape Town **PSG Konsult Limited** (Incorporated in the Republic of South Africa) ('PSG Konsult' or 'the company' or 'the group') **Registration number:** 1993/003941/06