

Investor Presentation FY2024 Interim Results

For the six months ended 31 August 2023





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PSG Structure



* Includes PSG Employee Benefits

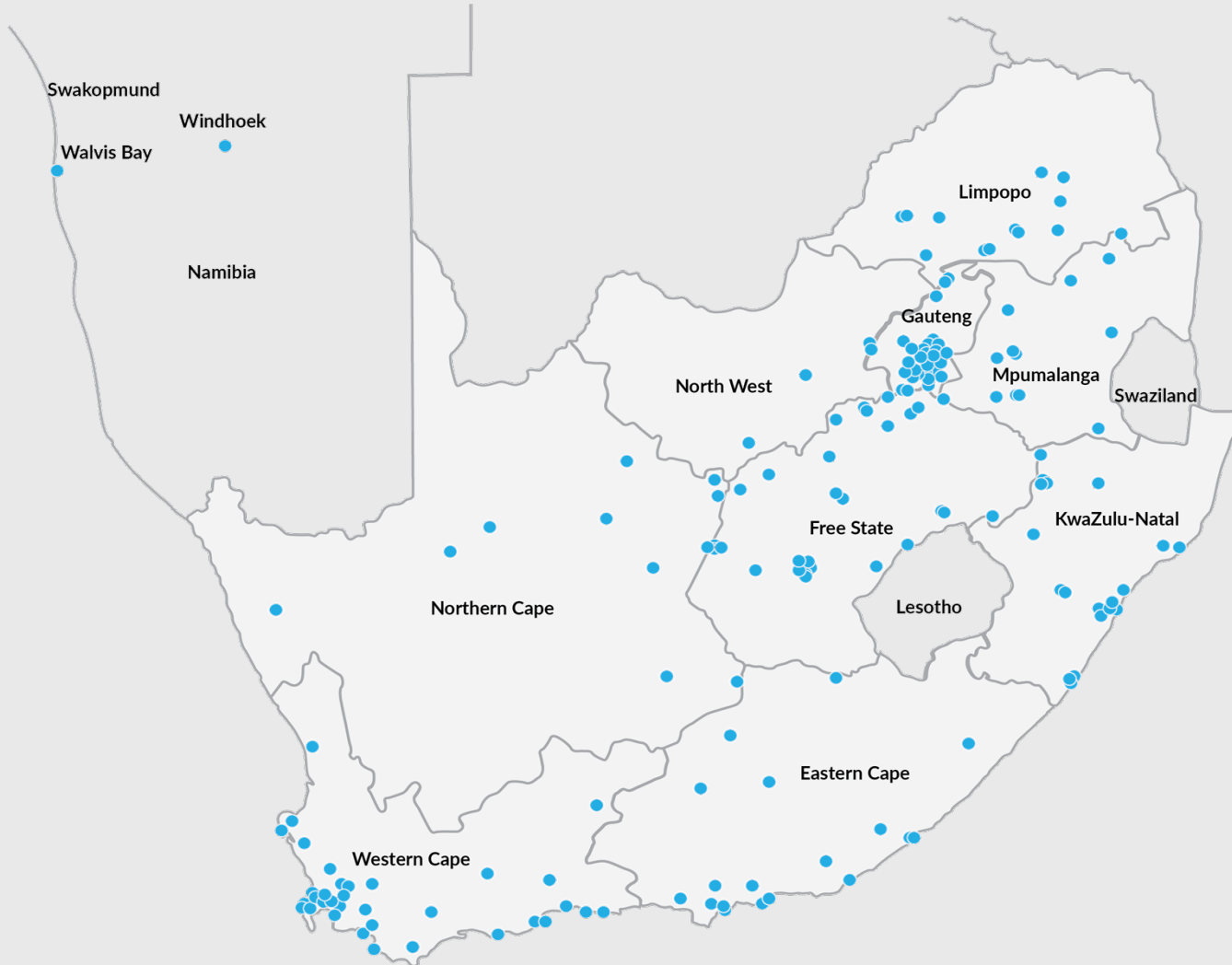
** Includes Western National Insurance

Note: PSG Group unbundled its shareholding in PSG Financial Services (previously PSG Konsult) with effect from 12 September 2022



A Great Company

Wealthy Clients serviced where they reside



	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	H1 2024
No. of advisers	932	935	932	952	947	961
PSG Wealth	546	559	563	584	590	603
PSG Insure	386	376	369	368	357	358
No. of offices	254	257*	263	263	266	269

Source: PSG Distribution

* Number revised from 260 to 257



Business characteristics

- Equity market dependent
- Administration businesses people/systems dependent
- Not very balance sheet intensive
- Free cash flow generative
- Vulnerable to regulatory change





01 | H1 2024 : Financial Results



Key macro indicators

Volatile economic environment

Key indicators	H1 2020	%Δ	H1 2021	%Δ	H1 2022	%Δ	H1 2023	%Δ	H1 2024
Rand / US\$	15.19	12%	16.94	-15%	14.47	18%	17.04	11%	18.94
S&P 500 (Rand)	44 446	33%	59 295	10%	65 421	3%	67 411	27%	85 353
FTSE/JSE Index	55 260	0%	55 476	22%	67 428	0%	67 257	11%	74 954
All Bond Index	683	4%	712	15%	817	1%	829	7%	891
Cash Index - STeFI Call	395	5%	417	4%	431	4%	449	7%	481
SA Property Index	462	-49%	236	42%	335	-11%	297	2%	303

Source: Bloomberg



H1 2024 financial results overview

Recurring HEPS grew by 21% for H1 2024

Consolidated results	H1 2020	%Δ	H1 2021	%Δ	H1 2022	%Δ	H1 2023	%Δ	H1 2024
Headline earnings	311	4%	324	25%	405	1%	408	18%	482
Recurring headline earnings	311	7%	332	22%	405	1%	408	18%	482
Weighted average no. of shares (millions)	1 339	0%	1 339	-1%	1 324	-1%	1 314	-3%	1 280
HEPS (Cents)	23.2	5%	24.2	26%	30.6	1%	31.0	21%	37.6
Recurring HEPS (Cents) *	23.2	7%	24.8	23%	30.6	1%	31.0	21%	37.6
Assets under management (Rbn)	228	7%	245	21%	296	7%	317	19%	376
Assets under administration (Rbn)	401	-13%	350	25%	436	6%	462	8%	501
Premiums (Rbn)**	2.7	0%	2.7	4%	2.8	8%	3.0	12%	3.4

Source: PSG Finance

* H1 2021 – Excludes R10m (R7.2m after tax) donation to Solidarity Fund classified as non-recurring

** Excludes Short-term administration platform gross written premium to avoid duplication

Note: figures rounded to nearest R'million



Recurring Headline Earnings By Division

Total recurring headline earnings growth of 18% for H1 2024

Recurring Headline Earnings *	H1 2020	%Δ	H1 2021**	%Δ	H1 2022	%Δ	H1 2023	%Δ	H1 2024	CAGR %
Wealth	176	25%	219	7%	234	13%	265	18%	313	16%
Asset Management	81	-39%	50	95%	96	-16%	81	23%	100	5%
Insure	54	17%	63	17%	74	-17%	61	12%	69	6%
Total	311	7%	332	22%	405	1%	408	18%	482	12%

Source: PSG Finance

* All overhead costs are fully allocated.

** Excludes R10m (R7.2m after tax) donation to Solidarity Fund, classified as non-recurring

Note: Figures rounded to nearest R'million



Financial Trend

We always look at our 10 year rolling track record

	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	CAGR %	H1 2023	H1 2024	YoY Gwth %
AUM (Rbn)	71	99	133	154	175	205	222	230	268	315	354	17%	317	376	19%
Premiums (Rbn)*	1.6	1.8	2.1	2.5	2.9	3.3	4.5	5.5	5.5	5.7	6.2	15%	3.0	3.4	12%
Core Revenues (Rm)	1 648	2 349	2 858	3 346	3 789	4 200	4 604	5 069	5 268	6 039	6 494^	15%	3 096^	3 607^	17%
Recurring headline earnings (Rm)	174	251	341	409	486	566	591	644	704	921	949	18%	408	482	18%
Shares in issue (m)**	1 209	1 222	1 262	1 277	1 313	1 317	1 337	1 338	1 324	1 316	1 283	1%	1 303	1 274	-2%
Recurring HEPS (cents)	15.4	20.6	27.0	32.1	37.2	43.0	44.6	48.1	52.7	69.7	72.9	17%	31.0	37.6	21%
Recurring HEPS (cents) excl. amortisation	17.2	22.3	29.4	34.6	40.4	46.3	48.4	52.2	57.5	74.8	78.2	16%	33.7	40.4	20%
Dividend per share (Cents)	10.8	11.3	12.0	13.2	15.3	18.0	20.5	22.5	24.5	32.0	36.0	13%	11.0	13.5	23%
Operating Margin (%) ***	14.7	13.2	14.9	15.2	15.7	16.6	16.4	16.3	16.8	19.9	18.0	N/A	17.3	16.2	N/A
Return on equity (%)	21.1	24.8	26.4	24.8	25.3	24.3	21.5	20.5	20.4	23.8	22.7	N/A	19.8	22.5	N/A
Credit Rating	BBB	BBB	BBB+	BBB+	A-	A-	A-	A	A	A+	A+	N/A	A+	A+	N/A
SCR Ratio	0.92	1.83	2.31	2.28	2.16	2.07	2.16	2.37	2.33	2.38	2.40	N/A	2.63	2.40^^	N/A
Total advisers	613	618	659	711	744	784	932	935	932	952	947	4%	948	961	1%
Total Employees****	1 792	1 841	1 985	2 169	2 435	2 488	2 886	2 917	2 936	3 020	3 074	6%	3 046	3 160	4%

Source: PSG Finance

- Excludes Short-term administration platform gross written premium to avoid duplication.
- ** Excludes treasury shares
- *** Calculated as Operating Profit/Revenue
- **** Excludes employees on learnership programs
- ^ Excludes the impact of new insurance contracts accounting standard (IFRS17) for comparability.
- ^^ FY 23 number, H1 24 number Finalised/Submitted in November 2023 only



02 | H1 2024: Divisional Performance



Wealth Plans

Growing and protecting client wealth

Excellence in
products & services

Top advisers

Superb platform

Wealth Assets Split	Feb-23	Market movement	Net flows	Aug-23	% Growth
PSG Multi Managed *	148 962	6 584	3 442	158 988	7%
Third party funds **	93 126	3 384	5 045	101 555	9%
Stockbroking portfolios	63 413	2 402	-753	65 062	3%
Total managed assets	305 501	12 370	7 734	325 605	7%
Stockbroking custody assets	115 421	-3 405	382	112 398	-3%
Third party administration	11 928	841	-214	12 555	5%
Total wealth assets	432 850	9 806	7 902	450 558	4%

Source: PSG Wealth

* Includes PSG single managed funds of R12.6bn for Feb 2023 and R13.2bn for Aug 2023

** Includes PSG advisers single managed funds of R8.9bn for Feb 2023 and R9.1bn for Aug 2023

Average Wealth Managed Assets is R316.2bn for H1 2024 and R271.5bn for H1 2023

Note: figures rounded to nearest R'million



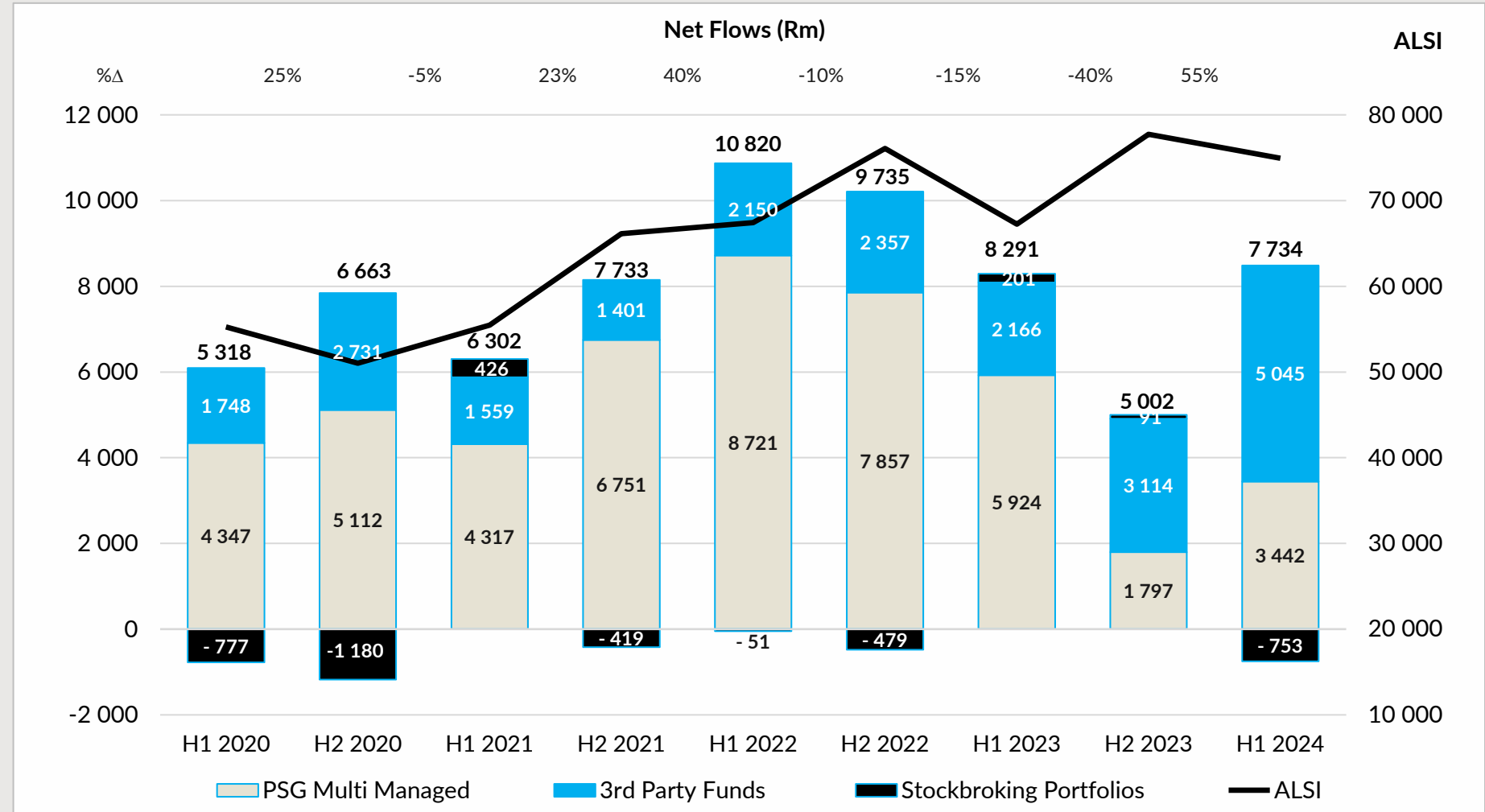
Wealth

Excellence in products and services

Independent process with advisers' oversight

Rapid growth in advisers

Negotiation with product providers



Source: PSG Wealth, Bloomberg



Top Advisers

We continue to add top advisers to our PSG Wealth distribution business

Wealth advisers (incl. EB)	H1 2020	H2 2020	H1 2021	H2 2021	H1 2022	H2 2022	H1 2023	H2 2023	H1 2024
Balance – opening	546	549	559	563	563	579	584	586	590
Net movement	3	10	4	0	16	5	2	4	13
Balance – closing	549	559	563	563	579	584	586	590	603
Growth	1%	2%	1%	0%	3%	1%	0%	1%	2%

Source: PSG Distribution

- Up scale existing offices via new hires
- Greater penetration in selected areas
- Growth in number of advisers & average book size
 - Financial advisers new home at PSG : Unlocking and creating value for clients and themselves
 - Well positioned to support advisers: Open architecture, stable systems, risk & regulatory compliance allowing advisers to focus on client interaction



Asset Management Plans

Net new money at acceptable margin

Focused marketing

Investment
performance

Superb platform

AM assets split	Feb-23	Market movement	Net flows	Aug-23	%Δ
PSG Single manager *	46 579	-44	1 668	48 203	3%
PSG Money market and related assets*	2 060	-2	72	2 130	3%
Total assets under management	48 639	-46	1 740	50 333	3%
PSG Multi Managed**	148 962	6 584	3 442	158 988	7%
Total AM assets	197 601	6 538	5 182	209 321	6%

Source: PSG Asset Management

* Includes PSG advisers single managed funds of R8.9bn for Feb 2023 and R9.1bn for Aug 2023

** Includes PSG single managed funds of R12.6bn for Feb 2023 and R13.2bn for Aug 2023

Average Asset Management Assets Under Management is R48.9bn for H1 2024 and R41.8bn for H1 2023

Note: PSG Money market and related assets includes segregated portfolios of R37m for Feb 2023 and R36m for Aug 2023

Note: Figures rounded to nearest R'million



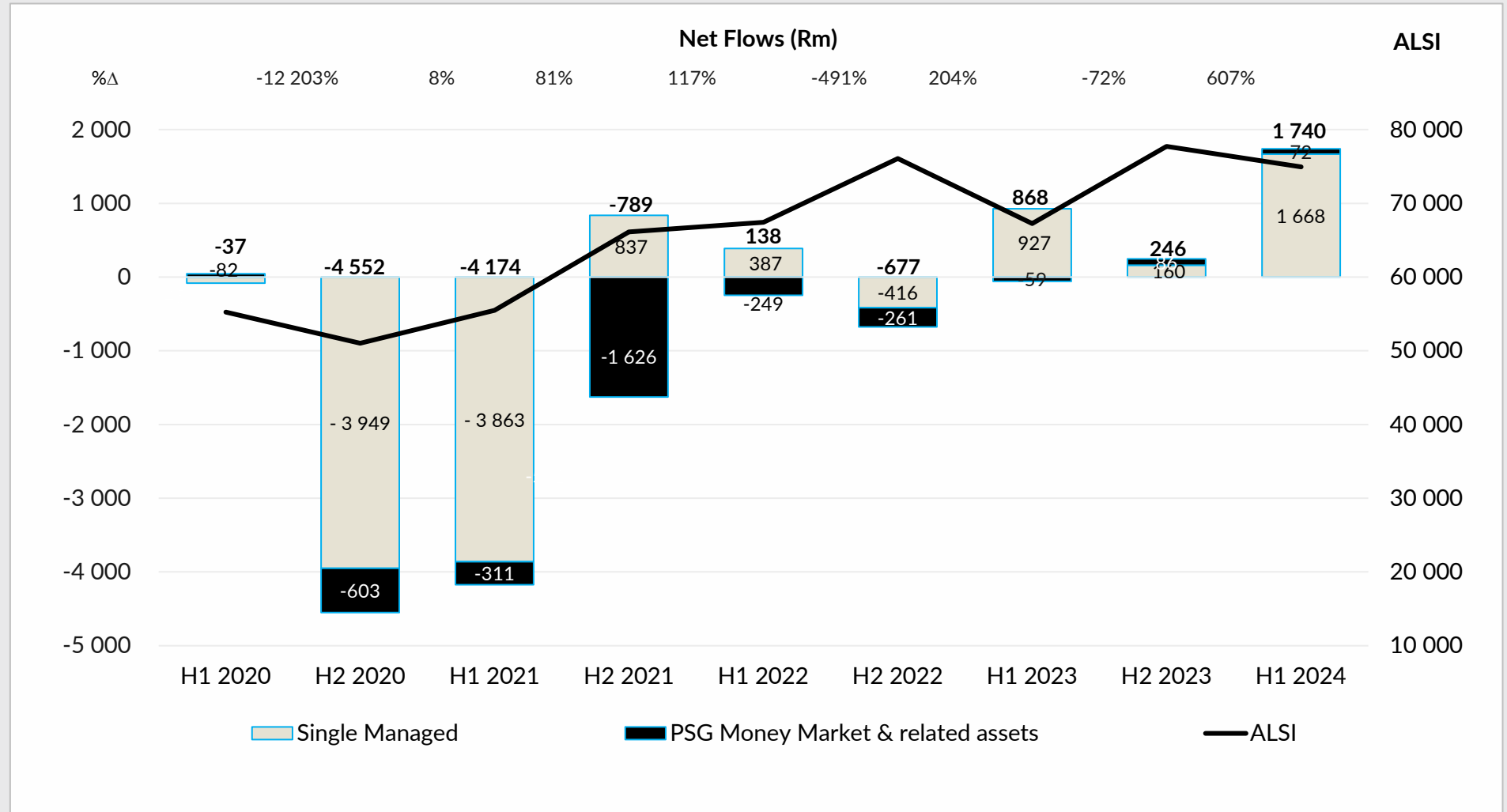
Asset Management

'Brick by Brick' strategy

Long-term assets
(retail emphasis)

Getting adequate
margins

Protect our
capacity



Source: PSG Asset Management, Bloomberg

Note: PSG Money market and related assets includes segregated portfolios' net flows



Asset Management

Investment Performance track record

Single manager funds	Performance	1-year Rank	2-year Rank	3-year Rank	5-year Rank	10-year Rank	Rank since inception	Inception date
PSG Flexible	Rank	5	2	4	19	6	1	01-Nov-04
	Return	21.0%	17.2%	23.9%	8.4%	10.1%	14.0%	
PSG Equity	Rank	1	3	3	76	16	2	01-Mar-02
	Return	23.0%	18.5%	25.7%	7.3%	9.3%	15.2%	
PSG Balanced	Rank	7	2	1	46	7	3	01-Jun-99
	Return	19.8%	15.3%	21.6%	8.1%	9.3%	12.9%	
PSG Stable	Rank	16	3	3	71	25	23	13-Sep-11
	Return	12.6%	10.0%	13.5%	6.7%	7.5%	8.4%	

Source: MorningStar August 2023 report

Note: Performance quoted is for retail investor A classes

1 st Quartile	3 rd Quartile
2 nd Quartile	4 th Quartile



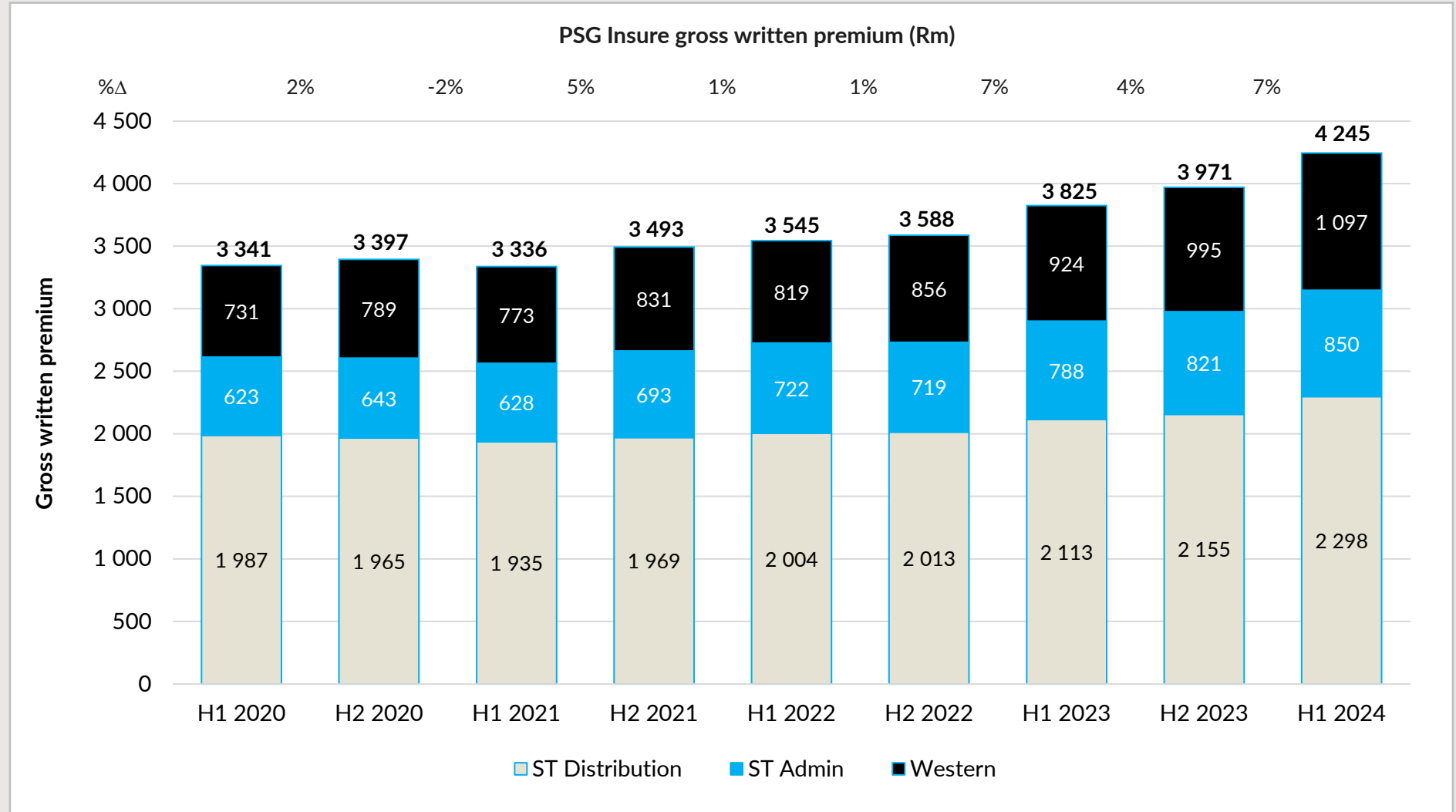
Insure

Grow gross written premium income

Top advisers

Excellence in underwriting

Superb platform



Source: PSG Insure

* Includes Short-term administration premium, both on-platform and off-platform gross written premium



Top Advisers

Growing adviser base over the long term

Insure advisers	H1 2020	H2 2020	H1 2021	H2 2021	H1 2022	H2 2022	H1 2023*	H2 2023	H1 2024
Balance – opening	386	379	376	375	369	369	368	362	357
Net movement	-7	-3	-1	-6	0	-1	-6	-5	1
Balance – closing	379	376	375	369	369	368	362	357	358
Growth	-2%	-1%	0%	-2%	0%	0%	-2%	-1%	0%

Source: PSG Distribution

* Decrease in Insure advisers due to amalgamation and consolidation of PSG Insure adviser offices

- Greater penetration in selected areas
- Growth in number of advisers & average book size
 - Financial advisers new home at PSG : Unlocking and creating value for clients and themselves
 - Well positioned to support advisers: Open architecture. stable systems. risk & regulatory compliance allowing advisers to focus on client interaction



Western National Insurance

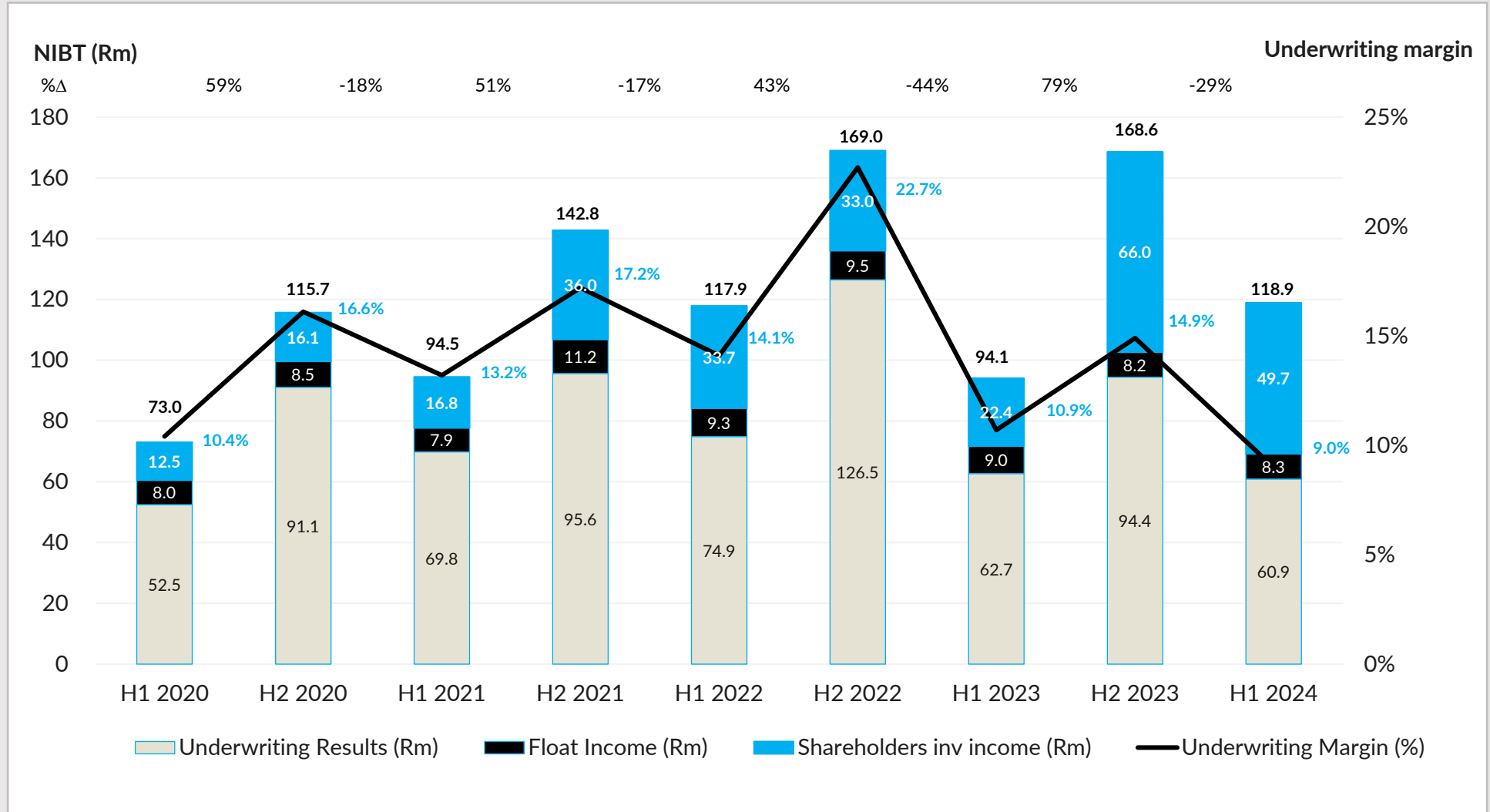
Net insurance result & shareholders income

Key differentiators

- Personalised service to brokers.
- Focus on commercial business.

Excellence in underwriting

- Healthy insurance float level of R353m.
- Limited insurance and investment risk retention levels.
- H1'24 underwriting result affected by Western Cape Flooding - CAT event (June 2023).



Source: PSG Insure

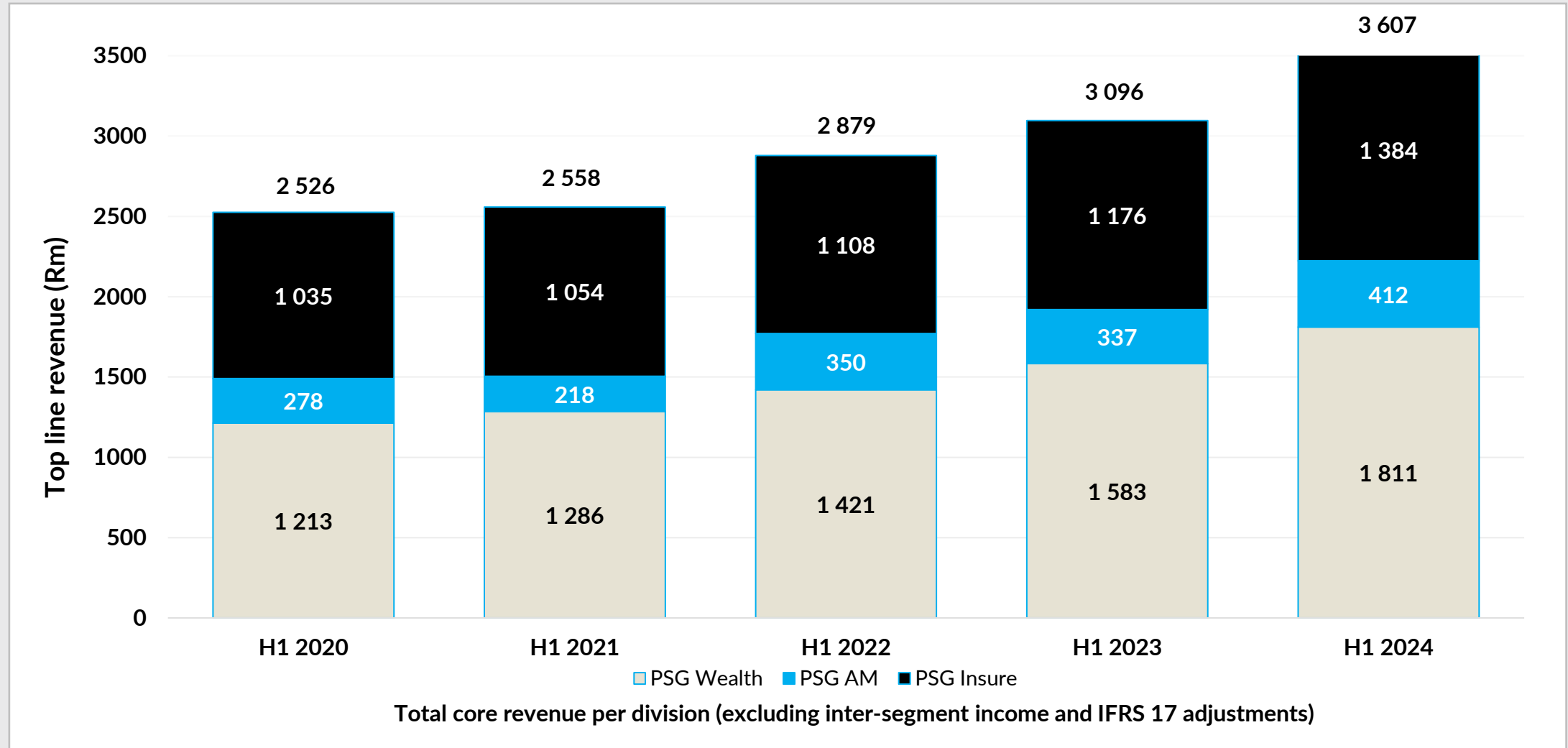


03 | 2024: Focus



Top Line Focus

Core operations (excl. IFRS Consolidated fund and policyholder related income)



Source: PSG Finance



Reducing risk



	<u>H1 20</u>	<u>H1 21</u>	<u>H1 22</u>	<u>H1 23</u>	<u>H1 24</u>
Perf fees/HE	0.0%	0.0%	7.8%	3.7%	2.5%
Recurring HEPS	23.2c	24.8c	30.6c	31.0c	37.6c

	<u>H1 20</u>	<u>H1 21</u>	<u>H1 22</u>	<u>H1 23</u>	<u>H1 24</u>
Op margin	15.3%	16.3%	18.0%	17.3%	16.2%
Op margin (excl perf fees)	15.3%	16.3%	16.9%	16.8%	15.8%
C:I %	61.0%	59.6%	57.4%	57.9%	59.7%

	<u>H1 20</u>	<u>H1 21</u>	<u>H1 22</u>	<u>H1 23</u>	<u>H1 24</u>
ROE*	20.2%	19.6% ¹	22.0%	19.8%	22.5%
ROE* (excl. perf fees)	20.2%	19.6% ¹	20.3%	19.0%	21.9%
Debt:Equity	0.0%	0.0%	0.0%	0.0%	0.0%

Source : PSG Finance

* Based on recurring headline earnings.

¹H1 2021 (Headline ROE: 19.2% and Headline ROE (excl. perf. Fees) 19.2%)



04 | Return and Trading Statistics



TRI of PSG Financial Services

PSG Financial Services performed better than JSE ALSI since 2005

Investment of R100 000 in PSG Financial Services shares on 11 April 2005, and reinvesting all dividends received (net of DWT) and other distributions over period vs R100 000 invested on JSE ALSI

Date	Number of PSG Financial Services shares	PSG Financial Services investment (R)	PSG Financial Services investment (USD)	Annual growth in investment (R)	Annual growth in investment (USD)	JSE ALSI Total Return Index	JSE ALSI Investment (R)	JSE ALSI Investment (USD)	Annual growth in investment (R)	Annual growth in investment (USD)
2005/04/11	250 000	100 000	16 379			1 311	100 000	16 379		
2006/02/28	260 725	286 797	46 461	187%	184%	1 926	146 929	23 802	47%	45%
2007/02/28	297 398	490 706	67 645	71%	46%	2 670	203 678	28 078	39%	18%
2008/02/29	309 914	526 854	69 012	7%	2%	3 255	248 335	32 529	22%	16%
2009/02/27	327 703	426 014	42 816	-19%	-38%	2 032	154 988	15 577	-38%	-52%
2010/02/26	351 652	509 895	65 490	20%	53%	3 013	229 848	29 521	48%	90%
2011/02/28	373 653	597 845	85 553	17%	31%	3 723	284 027	40 645	24%	38%
2012/02/29	395 168	790 336	105 692	32%	24%	4 082	311 393	41 643	10%	2%
2013/02/28	422 411	1 203 871	136 169	52%	29%	4 870	371 546	42 025	19%	1%
2014/02/28	435 546	2 177 731	203 194	81%	49%	5 981	456 251	42 571	23%	1%
2015/02/27	441 856	3 190 197	277 314	46%	36%	6 946	529 912	46 064	16%	8%
2016/02/29	447 709	3 080 237	190 833	-3%	-31%	6 643	506 779	31 397	-4%	-32%
2017/02/28	455 295	3 419 266	262 736	11%	38%	7 061	538 627	41 388	6%	32%
2018/02/28	462 322	4 022 205	341 632	18%	30%	8 292	632 573	53 729	17%	30%
2019/02/28	469 330	5 040 607	361 251	25%	6%	8 218	626 884	44 928	-1%	-16%
2020/02/29	477 453	3 771 876	241 522	-25%	-33%	7 749	591 116	37 851	-6%	-16%
2021/02/28	489 074	4 396 771	290 768	17%	20%	10 321	787 380	52 071	33%	38%
2022/02/28	497 541	6 836 217	442 474	55%	52%	12 434	948 548	61 395	20%	18%
2023/02/28	508 236	6 601 990	357 245	-3%	-19%	13 210	1 007 780	54 533	6%	-11%
2023/08/31	516 055	7 224 775	386 620	9%	8%	13 006	992 218	53 097	-2%	-3%
		7 224 775					992 218			
CAGR				26.2%	18.7%				13.3%	6.6%



Historical P/E ratio & ROE trend

Recurring HEPS CAGR of 19% since 2005

Date	Share Price	% Growth	Recurring HEPS	% Growth	Recurring HEPS (before amortisation)	% Growth	P/E Ratio (Recurring HEPS)	P/E Ratio (Recurring HEPS before amortisation)	ROE	CPI*	ROE - CPI
2005/02/28	40	-	2.9	-	3.0	-	13.8	13.3	20.6%	2.7%	17.9%
2006/02/28	110	175.0%	4.4	51.7%	4.9	62.3%	25.0	22.6	22.4%	3.8%	18.6%
2007/02/28	165	50.0%	8.7	97.7%	9.9	103.3%	18.9	16.7	25.9%	5.8%	20.1%
2008/02/29	170	3.0%	12.0	37.2%	13.2	33.3%	14.2	12.9	23.2%	9.7%	13.5%
2009/02/27	130	-23.5%	13.2	10.3%	14.7	11.4%	9.8	8.8	22.8%	9.6%	13.2%
2010/02/26	145	11.5%	12.3	-6.9%	14.1	-4.1%	11.8	10.3	19.6%	5.8%	13.8%
2011/02/28	160	10.3%	12.5	1.6%	14.8	5.0%	12.8	10.8	19.3%	3.6%	15.7%
2012/02/29	200	25.0%	14.1	12.8%	16.0	8.1%	14.2	12.5	26.7%	6.1%	20.6%
2013/02/28	285	42.5%	15.4	9.2%	17.2	7.5%	18.5	16.6	21.1%	5.9%	15.2%
2014/02/28	500	75.4%	20.6	33.8%	22.3	29.7%	24.3	22.4	24.8%	5.9%	18.9%
2015/02/27	722	44.4%	27.0	31.1%	29.4	31.8%	26.7	24.6	26.4%	4.0%	22.4%
2016/02/29	688	-4.7%	32.1	18.9%	34.6	17.7%	21.4	19.9	24.8%	7.0%	17.8%
2017/02/28	751	9.2%	37.2	15.9%	40.4	16.8%	20.2	18.6	25.3%	6.3%	19.0%
2018/02/28	870	15.8%	43.0	15.6%	46.4	14.9%	20.2	18.8	24.3%	4.0%	20.3%
2019/02/28	1 074	23.4%	44.6	3.7%	48.4	4.3%	24.1	22.2	21.5%	4.1%	17.4%
2020/02/29	790	-26.4%	48.1	7.8%	52.2	7.9%	16.4	15.1	20.5%	4.6%	15.9%
2021/02/28	899	13.8%	52.7	9.6%	57.5	10.2%	17.0	15.6	20.4%	2.9%	17.5%
2022/02/28	1 374	52.8%	69.7	32.3%	74.8	30.1%	19.7	18.4	23.8%	5.7%	18.1%
2023/02/28	1 299	-5.5%	72.9	4.6%	78.2	4.5%	17.8	16.6	22.7%	7.0%	15.7%
2023/08/31	1 400	7.8%	79.5**	9.1%	84.9**	8.6%	17.6***	16.5***	22.5%	4.8%	17.7%
CAGR	-	20.6%	-	19.0%	-	19.2%	-	-	-	-	-



Trading Statistics

Creating shareholder value

Statistic%	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023*	H1 2024**
No. of shares in issue (millions)	1 072	1 210	1 222	1 262	1 279	1 322	1 342	1 365	1 358	1 341	1 331	1 296	1 286
No. of shares traded (millions)	14.9	21.2	31.4	61.8	113.9	111.7	91.9	83.5	112.0	127.4	91.7	367.2	377.1
% of shares traded	1.4%	1.8%	2.6%	4.9%	8.9%	8.4%	6.8%	6.1%	8.3%	9.5%	6.9%	28.3%	29.3%
Market capitalisation (Rm)	2 145	3 447	6 110	9 115	8 800	9 929	11 678	14 659	10 729	12 059	18 293	16 831	18 003
Value of shares traded (Rm)	24	47	129	429	900	783	767	813	1 070	966	1 092	4 208	4 359
% of market cap traded	1.1%	1.4%	2.1%	4.7%	10.2%	7.9%	6.6%	5.5%	10.0%	8.0%	6.0%	25.0%	24.2%

Source: PSG Finance

*Large increase in volumes due to September 2022 unbundling of PSG Group shares

**Reflects rolling data for 12-month period

Note: Net shares in issue (excluding treasury shares): 1 274m for H1 2024



05 | Conclusion



Conclusion

Business features underpinning our expectations for future success

- Formidable adviser network in South Africa, with a broad geographic footprint that continues to expand
- Strong governance structures
- Clear growth opportunities for our businesses
- History of superior shareholder returns
- Focus on optimising risk adjusted return per share (restrict issuance of new shares)



End - Thank You