

Investor Presentation 2023 Financial Results

For the year ended 28 February 2023





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PSG Structure



* Includes PSG Employee Benefits

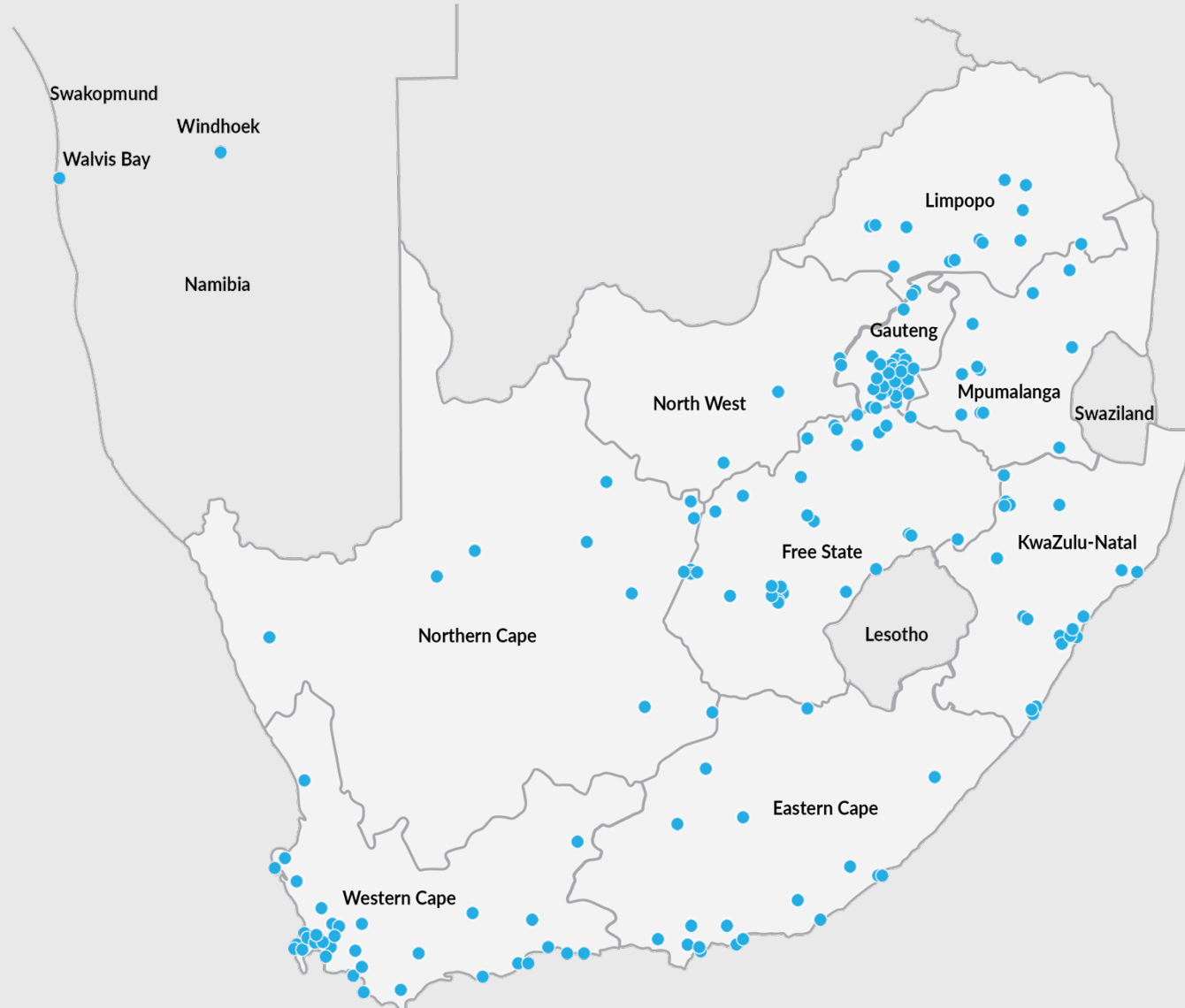
** Includes Western National Insurance

Note: PSG Group unbundled its shareholding in 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
No. of advisers	932	935	932	952	947
PSG Wealth	546	559	563	584	590
PSG Insure**	386	376	369	368	357
No. of offices	254	257*	263	263	266

Source: PSG Distribution

* Number revised from 260 to 257

** Historical decrease in insure advisers due to amalgamation and consolidation of PSG Insure adviser offices



Business characteristics

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





01 | FY 2023 : Financial Results



Key macro indicators

Volatile economic environment

Key indicators	FY 2019	%Δ	FY 2020	%Δ	FY 2021	%Δ	FY 2022	%Δ	FY 2023
Rand / US\$	14.06	12%	15.73	-4%	15.15	2%	15.45	19%	18.36
S&P 500 (Rand)	39 150	19%	46 474	24%	57 725	17%	67 588	8%	72 877
Cash Index – STeFI Call	382	7%	407	4%	424	4%	439	5%	463
All Bond Index	649	9%	706	8%	765	9%	834	5%	875
FTSE/JSE Index	56 002	-9%	51 038	30%	66 138	15%	76 091	2%	77 734
SA Property Index	492	-26%	363	-21%	285	13%	322	-3%	313

Source: Bloomberg



FY 2023 financial results overview

Recurring HEPS grew by 5% for FY 2023

Consolidated results	FY 2019	%Δ	FY 2020	%Δ	FY 2021	%Δ	FY 2022	%Δ	FY 2023	CAGR
Headline earnings	604	7%	644	8%	697	32%	921	3%	949	12%
Recurring headline earnings	591	9%	644	9%	704	31%	921	3%	949	13%
Weighted average no. of shares (millions)	1 325	1%	1 341	0%	1 335	-1%	1 321	-1%	1 301	0%
HEPS (Cents)	45.6	5%	48.1	9%	52.2	34%	69.7	5%	72.9	12%
Recurring HEPS (Cents) *	44.6	8%	48.1	10%	52.7	32%	69.7	5%	72.9	13%
Assets under management (Rbn)	222	3%	230	17%	268	17%	315	13%	354	12%
Assets under administration (Rbn)	422	-6%	397	-1%	392	19%	468	3%	481	3%
Premiums (Rbn)**	4.5	22%	5.5	1%	5.5	3%	5.7	9%	6.2	8%

Source: PSG Finance

* FY2021- 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 3% year on year

Recurring Headline Earnings**	FY 2019	%Δ	FY 2020	%Δ	FY 2021*	%Δ	FY 2022	%Δ	FY 2023	CAGR
Wealth	339	11%	376	19%	448	14%	510	11%	569	14%
Asset Management	167	-12%	146	-28%	105	133%	244	-10%	220	7%
Insure	85	43%	122	24%	151	10%	166	-4%	160	17%
Total	591	9%	644	9%	704	31%	921	3%	949	13%

Source: PSG Finance

* FY2021– Excludes R10m (R7.2m after tax) donation to Solidarity Fund classified as non-recurring

** All overhead costs are fully allocated.

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 %	FY 2022	FY 2023	YoY Gwth %
AUM (Rbn)	71	99	133	154	175	205	222	230	268	315	354	17%	315	354	12%
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%	5.7	6.2	9%
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%	6 039	6 494	8%
Recurring headline earnings (Rm)	174	251	341	409	486	566	591	644	704	921	949	18%	921	949	3%
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%	1 316	1 283	-3%
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%	69.7	72.9	5%
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%	74.8	78.2	5%
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%	32.0	36.0	13%
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	19.9	18.0	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	23.8	22.7	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	2.54	N/A	2.38	2.54^	N/A
Total advisers	613	618	659	711	744	784	932	935	932	952	947	4%	952	947	-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%	3 020	3 074	2%

Source: PSG Finance

* Excludes Short-term administration platform gross written premium to avoid duplication. Includes Western National Premiums from Nov 2012

** Excludes treasury shares

*** Excludes SDC learners

**** Calculated as Operating Profit/Revenue

^ Feb 2023 Estimate, 2.63 as per latest insurance group return



02 | FY 2023: Divisional Performance



Wealth Plans

Growing and protecting client wealth

Excellence in
products & services

Top advisers

Superb platform

Wealth Assets Split	Feb-22	Market movement	Net flows	Feb-23	% Growth
PSG Multi Managed *	131 702	9 539	7 721	148 962	13%
Third party funds **	83 083	4 763	5 280	93 126	12%
Stockbroking portfolios	57 880	5 241	292	63 413	10%
Total managed assets	272 665	19 543	13 293	305 501	12%
Stockbroking custody assets***	142 052	-25 229	-1 402	115 421	-19%
Third party administration	11 259	757	-88	11 928	6%
Total wealth assets	425 976	-4 929	11 803	432 850	2%

Source: PSG Wealth

* Includes PSG single managed funds of R11.1bn for Feb 2022 and R12.6bn for Feb 2023

** Includes PSG advisers single managed funds of R7.7bn for Feb 2022 and R8.9bn for Feb 2023

*** Market movement is a consequence of PSG Group unbundling

Average Wealth managed assets is R259.1bn for FY2022 and R279.1bn for FY2023

Note: figures rounded to nearest R'million



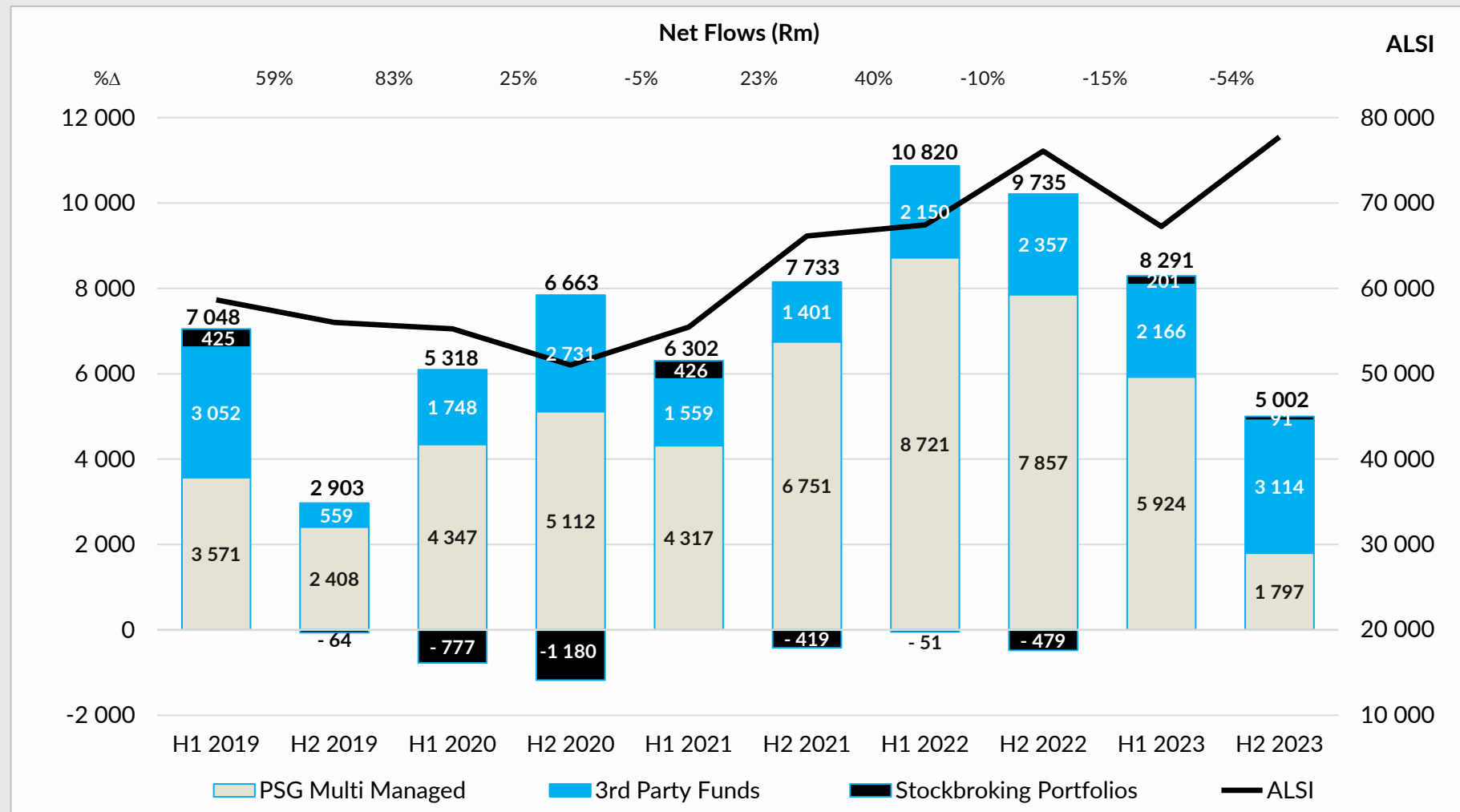
Wealth

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)	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023
Balance – opening	539	546	559	563	584
Net movement	7	13	4	21	6
Balance – closing	546	559	563	584	590
Growth	1%	2%	1%	4%	1%

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-22	Market movement	Net flows	Feb-23	%Δ
PSG Single manager *	39 943	5 549	1 087	46 579	17%
PSG Money market and related assets*	2 034	-1	27	2 060	1%
Total assets under management	41 977	5 548	1 114	48 639	16%
PSG Multi Managed**	131 702	9 539	7 721	148 962	13%
Total AM assets	173 679	15 087	8 835	197 601	14%

Source: PSG Asset Management

* Includes PSG advisers single managed funds of R7.7bn for Feb 2022 and R8.9bn for Feb 2023

**Includes PSG single managed funds of R11.1bn for Feb 2022 and R12.6bn for Feb 2023

Average Asset Management assets under management is R38.5bn for FY2022 and R43.4bn for FY2023

Note: PSG Money market and related assets includes segregated portfolios of R37m for Feb 2022 and R37m for Feb 2023

Note: Figures rounded to nearest R'million



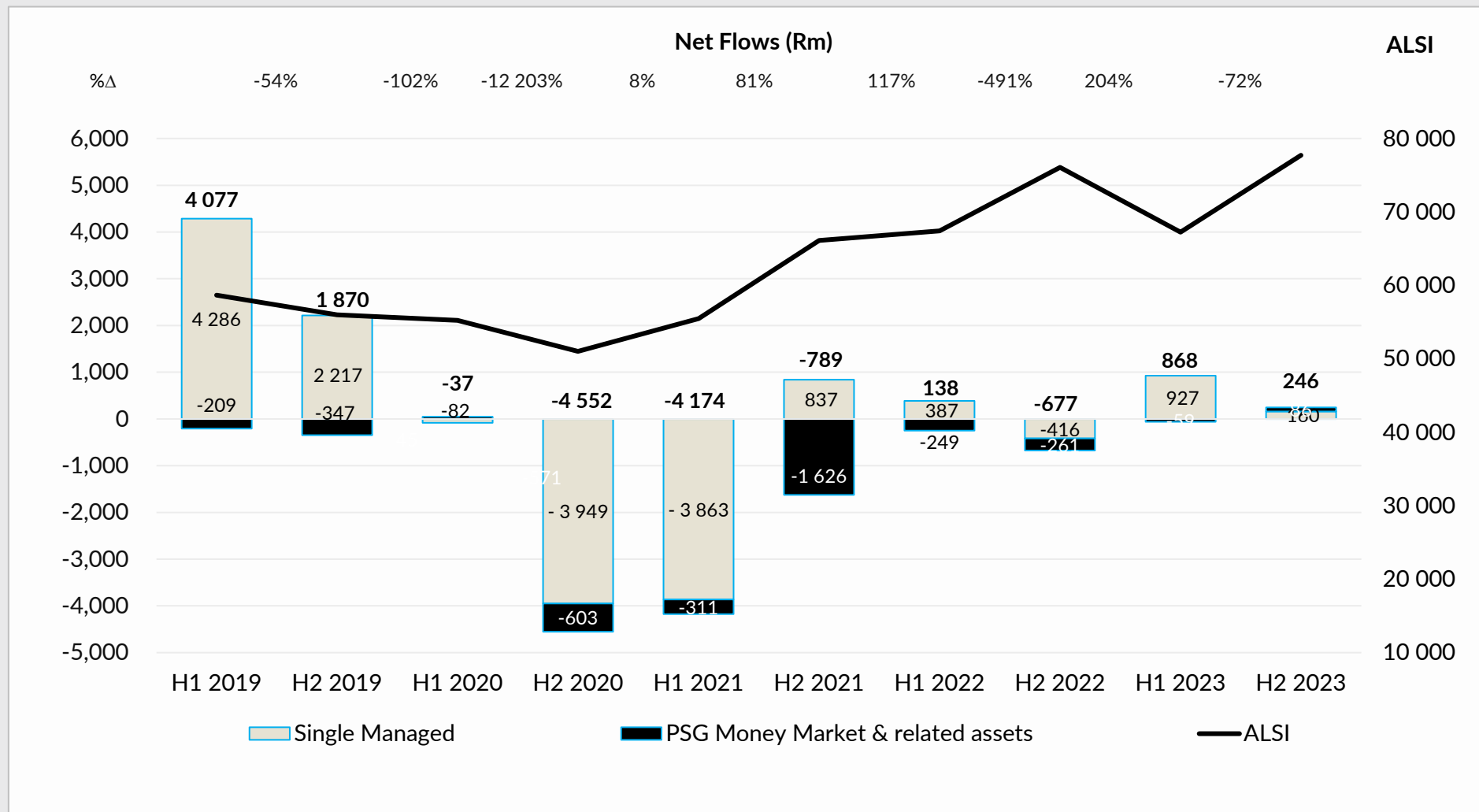
Asset Management

'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	2	3	3	19	6	1	01-Nov-04
	Return	18.3%	23.4%	22.1%	9.0%	11.4%	14.3%	
PSG Equity	Rank	2	3	7	91	15	3	01-Mar-02
	Return	18.8%	25.2%	24.4%	7.5%	10.7%	15.6%	
PSG Balanced	Rank	2	1	1	33	4	3	01-Jun-99
	Return	16.5%	21.6%	21.5%	8.9%	10.3%	13.2%	
PSG Stable	Rank	5	3	2	75	18	22	13-Sep-11
	Return	10.7%	13.3%	12.6%	7.0%	8.0%	8.7%	

Source: MorningStar February 2023 report

Note: Performance quoted is for retail investor A classes

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



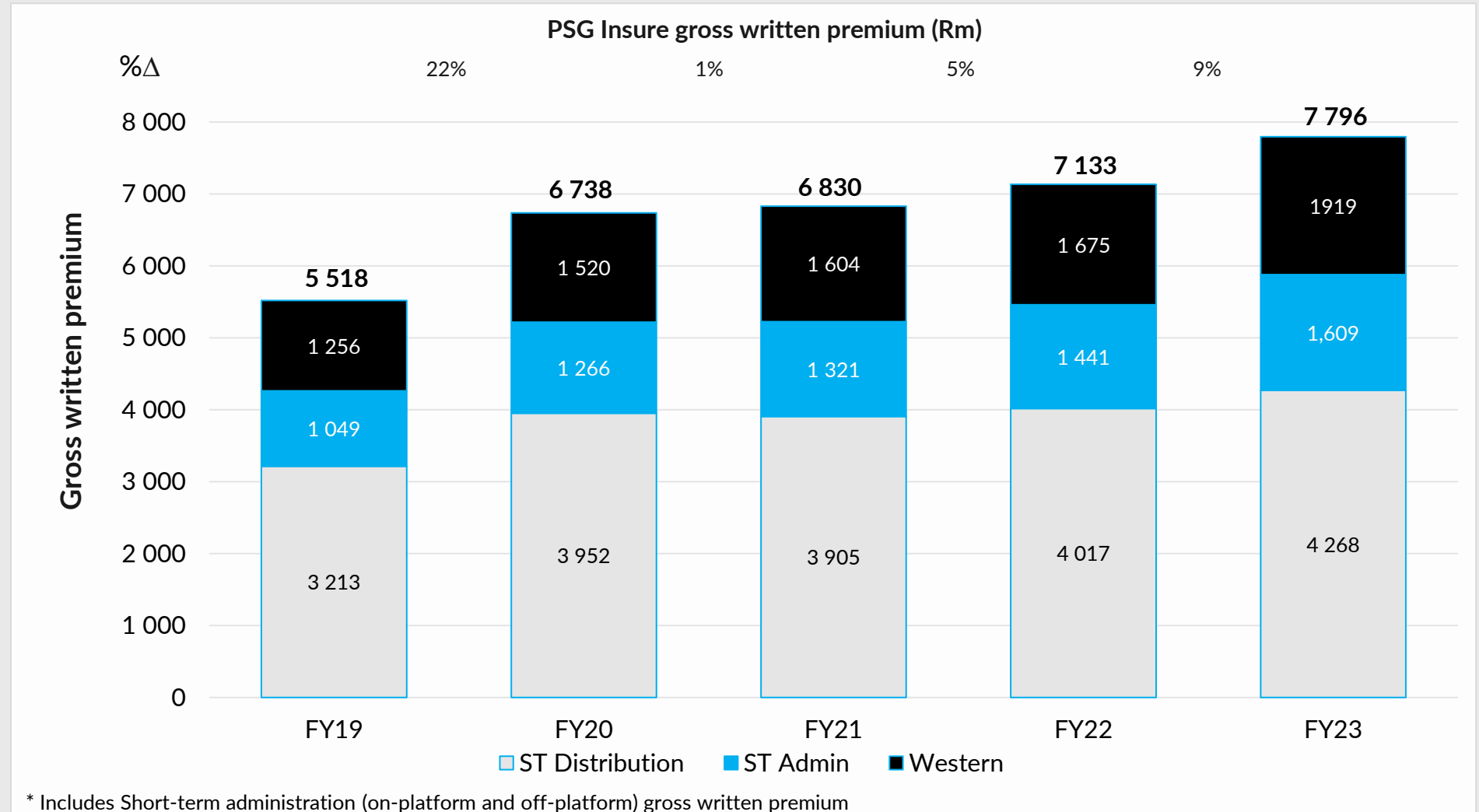
Insure

Grow gross written premium income

Top advisers

Excellence in underwriting

Superb platform



Source: PSG Insure



Top Advisers

Growing adviser base over the long term

Insure advisers	FY 2019*	FY 2020	FY 2021	FY 2022	FY 2023
Balance – opening	245	386	376	369	368
Net movement	141	-10	-7	-1	-11
Balance – closing	386	376	369	368	357
Growth	58%	-3%	-2%	0%	-3%

Source: PSG Distribution

* Acquired all the Commercial and Industrial and face-to-face Personal lines advisers from ABSA Insurance and Financial Advisers (Pty) Ltd
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

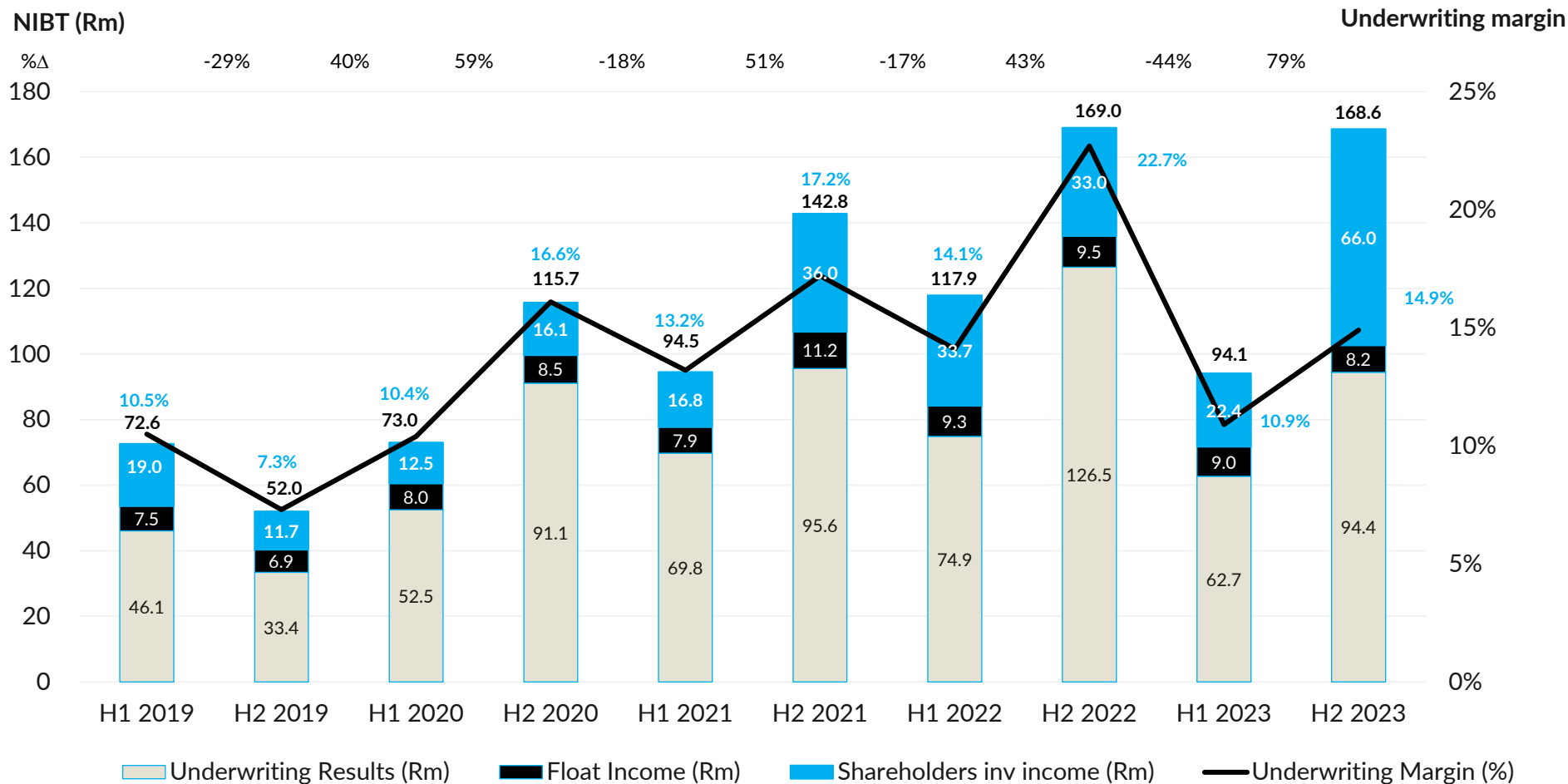
Net insurance result & shareholders income

Key differentiators

- Personalised service to brokers
- Focus on commercial business

Excellence in underwriting

- Healthy insurance float level of R358m
- Limited insurance and investment risk retention levels
- H2'22 included pandemic BI provision release of R30m
- H1'23 includes R10.4m for KZN storms CAT events (April 2022)



Source: PSG Insure

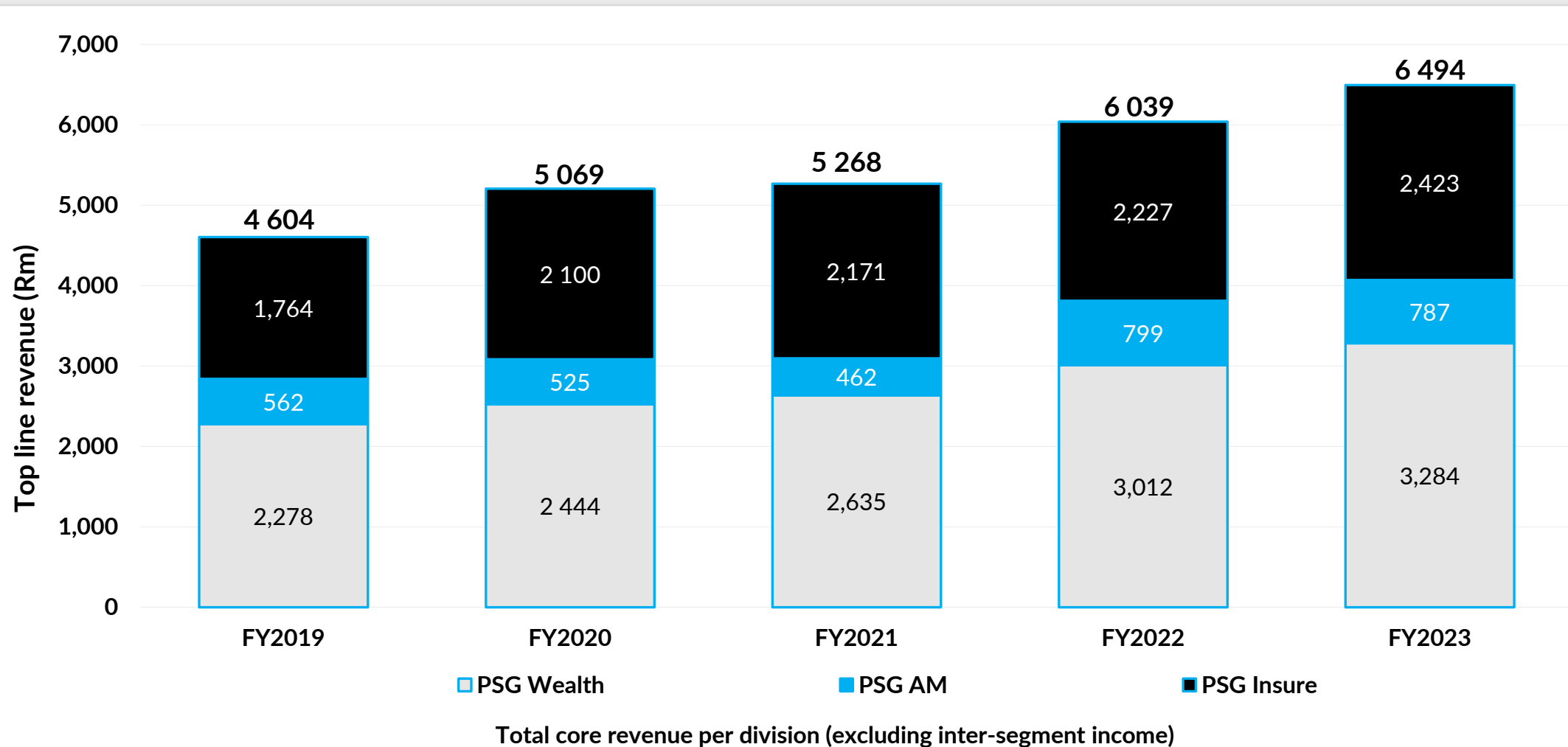


03 | 2023: Focus



Top Line Focus

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



Source: PSG Finance



Reducing risk



	<u>FY19</u>	<u>FY20</u>	<u>FY21</u>	<u>FY22</u>	<u>FY23</u>
Perf fees / HE*	2.9%	0.0%	0.6%	10.6%	6.5%
Recurring HEPS	44.6c	48.1c	52.7c	69.7c	72.9c

	<u>FY19</u>	<u>FY20</u>	<u>FY21</u>	<u>FY22</u>	<u>FY23</u>
Op margin	16.4%	16.3%	16.8%	19.9%	18.0%
Op margin (excl perf fees)	16.0%	16.3%	16.8%	18.4%	17.0%
C:I%	58.6%	59.2%	58.5%	54.3%	57.0%

	<u>FY19</u>	<u>FY20</u>	<u>FY21</u>	<u>FY22</u>	<u>FY23</u>
ROE*	21.5% ¹	20.5%	20.4% ²	23.8%	22.7%
ROE * (excl perf fees)	20.9% ¹	20.5%	20.2% ²	21.3%	21.2%
Debt : Equity	4.0%	0.0%	0.0%	0.0%	0.0%

Source : PSG Finance

* Based on recurring headline earnings.

1. FY 2019 (Headline ROE: 22.0% and Headline ROE (excl. perf. fees): 21.4%)

2. FY 2021 (Headline ROE: 20.2% and Headline ROE (excl. perf. fees): 20.0%)



04 | Return and Trading Statistics



TRI of PSG Konsult

PSG Konsult performed better than JSE ALSI since 2005

Investment of R100 000 in PSG Konsult 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 Konsult shares	PSG Konsult investment (R)	PSG Konsult 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%
		6 601 990					1 007 780			
CAGR				26.4%	18.8%				13.8%	7.0%

Source : PSG Finance

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Historical P/E ratio & ROE trend

Recurring HEPS CAGR of 20% 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%
CAGR	-	21.3%	-	19.6%	-	19.9%	-	-	-	-	-

Source: Bloomberg & PSG Finance

* Headline CPI aligned to each financial year/period



Trading Statistics

Creating shareholder value

Statistic%	FY 13	FY 14	FY 15	FY 16	FY 17	FY 18	FY 19	FY 20	FY 21	FY 22	FY 23*
No. of shares in issue (millions)	1 210	1 222	1 262	1 279	1 322	1 342	1 365	1 358	1 341	1 331	1 296
No. of shares traded (millions)	21.2	31.4	61.8	113.9	111.7	91.9	83.5	112.0	127.4	91.7	367.2
% of shares traded	1.8%	2.6%	4.9%	8.9%	8.4%	6.8%	6.1%	8.3%	9.5%	6.9%	28.3%
Market capitalisation (Rm)	3 447	6 110	9 115	8 800	9 929	11 678	14 659	10 729	12 059	18 293	16 831
Value of shares traded (Rm)	47	129	429	900	783	767	813	1 070	966	1 092	4 208
% of market cap traded	1.4%	2.1%	4.7%	10.2%	7.9%	6.6%	5.5%	10.0%	8.0%	6.0%	25.0%

Source: PSG Finance

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

Note: Net shares in issue (excluding treasury shares) 1 283m for FY 2023



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