



# 24 Shaping our future with confidence

## Highlights

Return on group equity value per share

**9,3%**

(2023: 12,0%)

Net result from financial services

**R7 056 million**

(2023: R6 177 million)

+14%

Cash net result from financial services

**R7 181 million**

(2023: R6 256 million)

+15%

Net operational earnings

**R8 087 million**

(2023: R7 486 million)

+8%

New business volumes

**R204 billion**

(2023: R191 billion)

+7%

### Sanlam has again achieved a robust operating performance.

The group's earnings momentum continued, growing **net result from financial services** (NRFFS) by 14%, reflecting strong trading performances across our businesses. Our life insurance and health operations grew NRFFS by 14%, general insurance reported a 16% rise, investment management performance was satisfactory with 10% growth, while the group's credit and structuring operations recorded growth of 9%. NRFFS per share increased by 19% due to lower adjusted weighted average number of shares in 2024 relative to 2023.

**Net operational earnings** increased by 8% (12% per share) to R8,1 billion, underpinned by the strong performance in NRFFS and a decline in project expenses. The lower growth rate relative to NRFFS is due to lower investment return on shareholder capital of R1,2 billion (2023: R1,5 billion), largely attributable to foreign exchange movements.

**Headline earnings and diluted headline earnings** per share increased by 40%, with the higher growth relative to net operational earnings due to several one-off items that do not impact NRFFS.

**Attributable earnings** increased by 25% to R9,9 billion from R7,9 billion in 2023. The lower increase relative to headline earnings is due to lower accounting profit on disposal of operations in 2024 compared to 2023.

**Total new business volumes** were strong for the first six months of 2024, at R204 billion. Growth was underpinned by the life insurance operations, growing sales by 15%. Life insurance new business volumes were strong across all regions. **Net value of new covered business** increased by 10%, with a net new business margin of 2,73%.

The strong asset gathering ability of the group resulted in **net client cash flows** more than doubling to R24 billion, with all lines of business recording positive net flows.

**Group equity value** (GEV) per share was R73,41 on 30 June 2024. **Return on GEV** (RoGEV) and adjusted RoGEV per share was 9,3% and 10,7% respectively for the first six months of 2024, ahead of the hurdle rate of 7,5%. Positive contributors to the RoGEV were strong value of new business, risk experience, working capital and credit spread experience in the life insurance operations, and in the non-life operations, higher valuation of the Indian credit business (Shriram Finance Limited) due to improved performance and outlook, strong operating results from Santam, and cost efficiencies in the South Africa asset management operations.

The group's **solvency position** remained strong and well within target ranges with group solvency cover ratio of 166% as at 30 June 2024.

This short-form results announcement is the responsibility of the Sanlam board of directors and is a summary of the information contained in the full announcement released on SENS on 5 September 2024 and available on the Sanlam website at [www.sanlam.com/financial-reporting](http://www.sanlam.com/financial-reporting). Copies of the full reviewed interim results are available for inspection at Sanlam's registered office and the offices of its sponsor during office hours, at no charge, or may be requested from the Company Secretary. Any investment decision should be based on a consideration of the full reviewed interim results.

## SALENT RESULTS

Group results for the six months ended 30 June

	Unit	2024	2023	% change
<b>Earnings</b>				
Net result from financial services <sup>1</sup>	R million	7 056	6 177	14%
Cash net result from financial services <sup>2</sup>	R million	7 181	6 256	15%
Net operational earnings	R million	8 087	7 486	8%
Headline earnings	R million	9 838	6 902	43%
Weighted average number of shares	million	2 108	2 068	2%
Adjusted weighted number of shares	million	2 116	2 204	(4%)
Net result from financial services per share	cents	333	280	19%
Cash net result from financial services per share	cents	339	284	20%
Net operational earnings per share	cents	382	340	12%
Headline earnings per share	cents	473	339	40%
Diluted headline earnings per share	cents	467	334	40%
Basic profit attributable to shareholders per share	cents	478	389	23%
Diluted profit attributed to shareholders per share	cents	471	383	23%
<b>Business volumes</b>				
Total new business volumes	R million	203 992	190 793	7%
Total net client cash flows	R million	23 972	11 357	111%
Life present value of new business premiums	R million	51 044	44 751	14%
Value of new covered business	R million	1 394	1 265	10%
New covered business margin	%	2,73	2,83	
<b>Group equity value</b>				
Group equity value	R million	155 270	149 904	
Group equity value per share	cents	7 341	7 086	
Return on group equity value per share	%	9,3	12,0	
Adjusted return on group equity value per share	%	10,7	8,5	
<b>Solvency cover</b>				
Sanlam Group	%	166	170	
Sanlam Life Insurance Limited	%	246	245	

<sup>1</sup> A measure of operating performance of the Sanlam group that is better aligned to cash earnings that drive dividend distribution.

<sup>2</sup> Cash NRFFS represents NRFFS as adjusted for the reversal of specific non-cash items: amortisation of capitalised IT projects and IFRS 17 specific and other non-cash adjustments.

Level 1

Sanlam is a (level 1) B-BBEE contributor

9th consecutive year

Sanlam was awarded Top Employer certification for South Africa

AA MSCI rating  
Top 40 JSE FTSE Russel

Launched second edition of **ESG Barometer** industry research

Sanlam named the Sustainable Business of the year in the 23rd annual

Oliver Top Empowerment Awards in **2024**

