

RAND MERCHANT INVESTMENT HOLDINGS LIMITED  
(Incorporated in the Republic of South Africa)  
Registration number: 2010/005770/06  
ISIN: ZAE000210688  
Share code: RMI  
("RMI" or "the group")

#### TRADING STATEMENT FOR THE YEAR ENDED 30 JUNE 2021

RMI regards normalised earnings (which excludes non-operational items and accounting anomalies) as the key indicator of the group's operational performance. Although the operating environment during the 2021 financial year was once again dominated by the COVID-19 pandemic, with elevated mortality experience impacting materially on the group's life insurance operations, the group delivered a strong overall operational performance, with pleasing growth in normalised earnings as guided in the table below. The growth in normalised earnings was driven by OUTsurance and Hastings, the group's two large short-term insurance investments, the impact of the lower interest rate environment on the group's funding costs and an excellent performance by RMI Investment Managers.

The main reason for the significant increase in earnings and headline earnings compared to the previous financial year ended 30 June 2020 ("prior year") is the stabilisation of long-term interest rates in South Africa and the United Kingdom which resulted in materially lower economic assumption adjustments at Discovery compared to the prior year. This item is excluded from normalised earnings. There were also significantly lower impairment charges included in earnings compared to the prior year, mainly at Momentum Metropolitan, which are excluded from headline earnings and normalised earnings.

Pursuant to paragraph 3.4(b) of the JSE Limited Listings Requirements, the following guidance is provided to RMI shareholders regarding the group's expected earnings for the year ended 30 June 2021:

	Reported year ended 30 June 2020 (cents)	Guidance for the year ended 30 June 2021	
		Expected % increase	Expected range (cents)
Normalised earnings per share	201.5	10% to 20%	221.7 to 241.8
Headline earnings per share	127.9	45% to 55%	185.5 to 198.2
Earnings per share	104.1	75% to 85%	182.2 to 192.6

The financial information on which this trading statement is based has not been reviewed and reported on by the group's external auditor.

RMI's audited results for the year ended 30 June 2021 are expected to be released on the Stock Exchange News Service on Monday, 20 September 2021.

Rosebank  
15 September 2021

Sponsor  
RAND MERCHANT BANK (A division of FirstRand Bank Limited)