

Sanlam Limited  
 Incorporated in the Republic of South Africa  
 (Registration number 1959/001562/06)  
 ("Sanlam", "Sanlam Group" or "the group")  
 JSE Share code: SLM  
 A2X share code: SLM  
 NSX share code: SLA  
 ISIN: ZAE000070660

Sanlam Life Insurance Limited  
 (Incorporated in the Republic of South Africa)  
 (Registration No. 1998/021121/06)  
 ("Sanlam Life")  
 Bond Issuer Code: BISLI  
 LEI: 378900E10332DF012A23

## Interim results for the six months ended 30 June 2024

### Sanlam achieved robust operating performance in the first half of 2024

#### Key performance indicators

For the six months ended 30 June	Unit	2024	2023	% change
<b>Earnings</b>				
<b>Shareholders' fund information</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%
<b>International Financial Reporting Standards (IFRS) information</b>				
Basic profit attributable to shareholders' per share	cents	478	389	23%
Diluted profit attributable 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 insurance				
New business volumes (PVNBP) <sup>(3)</sup>	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	
Life insurance net client cash flows	R million	10 570	7 465	42%
General insurance				
New business volumes	R million	23 667	24 039	(2%)
Net client cash flows	R million	9 254	8 698	6%
Investment management				
New business volumes	R million	143 129	134 317	7%
Net client cash flows	R million	4 148	(4 ,806)	186%
<b>Group equity value</b>				

For the six months ended 30 June	Unit	2024	2023	% change
Group equity value <sup>(4)</sup>	R million	155 270	149 904	
Group equity value per share <sup>(4)</sup>	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 <sup>(4)</sup>	%	166	170	
Sanlam Life Insurance Limited <sup>(4)</sup>	%	246	245	
Sanlam Life Insurance Limited covered business <sup>(4)</sup>	%	170	170	

#### Notes

- (1) A measure of operating performance of the Sanlam group that is better aligned to cash earnings that drive dividend distribution.
- (2) 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.
- (3) Present value of new business premiums.
- (4) Comparative figures on 31 December 2023.

The group 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 and health insurance operations grew net results from financial services 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 positive movements in shareholders' fund reserves, including the acceleration of profit recognition of the Capitec funeral JV reinsurance recapture fee which is excluded from NRFFS and cash NRFFS.

International Financial Reporting Standards (IFRS) requires that the group recognise part of the recapture fee in attributable earnings (also included in headline earnings) at the half year, following the April 2024 regulatory approval of the termination of the JV. Consistent with shareholders' fund reporting, this amount will not be recognised in NRFFS and cash NRFFS until the cash payment is received in November 2024. The net of tax cash amount will be recognised in NRFFS and cash NRFFS in the second half of 2024.

**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)** per share 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 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 which can be found at:

<https://senspdf.jse.co.za/documents/2024/jse/isse/slm/HY24.pdf>

and available on the Sanlam website at <https://www.sanlam.com/financial-reporting>.

The condensed consolidated interim financial statements for the six months ended 30 June 2024, including comparatives for the six months ended 30 June 2023 where applicable, have been independently reviewed by the group's joint auditors, PwC Inc. and KPMG Inc. Their unmodified review opinion, along with the full reviewed condensed consolidated interim financial statements are available for inspection at the company's registered office and also available on Sanlam's website at <http://sanl.am/gl-P1>.

Copies of the full reviewed interim results are available through a secure electronic manner at the election of the person requesting inspection and for inspection at, or may be requested from the Company Secretary: Sanlam's registered office and the offices of its sponsor during office hours, at no charge. Any investment decision should be based on a consideration of the full reviewed interim results.

SANLAM LIMITED

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5 September 2024