



## **Old Mutual benefits from sound strategic choices as it records double-digit sales and profit growth in year ended 31 December 2023**

**27 March 2024, Johannesburg** - Old Mutual delivered robust operational and financial performance in 2023, with progress on its integrated financial service strategy evident in strong topline growth and exceptional value of new business. The positive momentum, sound strategic choices and execution resulted in double-digit sales growth of 17% across life segments as Old Mutual continues to grow market share profitably in key markets. Value of new business grew by an impressive 37% in 2023, with gross flows and gross written premiums increasing by 14%.

Profitability remained strong despite the challenging operating environment. Results from operations increased by 14% driven by strong sales growth in operational performance in Old Mutual Africa Regions, Mass and Foundation Cluster and Old Mutual Corporate. In the South African entry-level market, underwritten life sales, available through Old Mutual Protect, supported excellent sales growth in Mass and Foundation Cluster.

"Our results reflect our progress in building the integrated financial services business of the future. Our strategy is built around our unmatched distribution and digital engagement capabilities, which drive operational efficiencies and strategic growth. Our business remains well-positioned for growth and continues to demonstrate its ability to generate new business," says Iain Williamson, CEO Old Mutual Limited.

Old Mutual delivered a strong uplift in return on net asset value, which improved by 170 basis points from 2022 to 11.1%. The Old Mutual Limited Board declared a final dividend of 49 cents per share amounting to a dividend cover of 1.5 times, with total dividends declared in 2023 amounting to 81 cents per share, up 7% from the prior year. In the second half of 2023 Old Mutual concluded a share-buy back of R1.5 billion, reflecting its focus on optimising capital allocation to enhance returns to shareholders.

Old Mutual is at the forefront of digital change, with delivery on distribution and digital engagement capabilities driving improved experiences for advisers and customers. Active digital users across the Life and Savings businesses reached 1.4 million, up by 17% from 2022, driving consistent customer experiences across all territories. Direct and digital distribution channels, such as the Pineapple partnership, are key to its strategy as Old Mutual seeks to ensure accessibility through channels that are convenient to its customers.

Old Mutual has demonstrated strong progress in market share gains. This bears testament to the competitiveness of its risk value proposition and the strength of its distribution capabilities. Accolades received during the year included being recognised as one of South Africa's top ten strongest brands (Brand Finance Top 100 Brands Report, 2023) and a recent first-place win of the News24 Long-Term Insurer of the Year award.

Sustainability is central to Old Mutual's identity and strategy of sustainable value creation for all its stakeholders, positively impacting the day-to-day lives of its customers and the communities it operates in. Over the past year, Old Mutual's support for a cleaner future includes a total investment of R30.7 billion in renewable energy in 2023, up from R26.7 billion in 2022. Old Mutual funded into 39% (2.6 Gigawatts) of South Africa's total renewable energy capacity in 2022, placing it at the leading edge of climate change solutions.



Old Mutual's Sustainability Report for the year ended 31 December 2023 reflected a positive impact in key areas of the economy and within communities. The company invested R1.3 billion in the low-income and affordable housing sector and facilitated the investment of R1.2 billion into education. With South Africa in the grip of a water crisis, Old Mutual invested R2 billion into water and sanitation.

"Our market share gains in core lines of business; profitable growth; strong cash generation and sustainable headline earnings places us on a firm footing to continue, responsibly, building the most valuable business in our industry. Our focus remains on building the integrated financial services business of the future, anchored in our victory condition of becoming our customers' first choice and, in doing so, responsibly building the most valuable business in our industry," concludes Williamson.

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Based on renewable energy capacity (solar, hydro and wind) per the February 2023 Council for Scientific and Industrial Research (CSIR) report - <https://www.csir.co.za/documents/statistics-power-sa-2022-csirpdf>

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