

OLD MUTUAL

# CHIEF EXECUTIVE OFFICER

MEDIA ROUNDTABLE

21 MAY 2015



DO GREAT THINGS



OLDMUTUAL

## MEET THE LEADERS

### RALPH MUPITA

#### CEO Old Mutual Emerging Markets

Appointed to his current position in February 2012, Ralph is focused on driving the growth of Old Mutual's life and savings businesses in South Africa, the Rest of Africa, Latin America and Asia by leveraging the group capabilities and skills.

He has a BSc (Hons) in engineering as well as a Master of Business Administration (MBA) degree from the University of Cape Town. Apart from being a graduate of Harvard Business School's General Management Programme, he has also attended executive programmes at the London Business School and INSEAD.

Ralph joined Old Mutual in 2001 in Old Mutual's Individual Life business. In 2004 he was promoted to Managing Director of Old Mutual Unit Trusts.

In 2006 he became the Strategy Director of Old Mutual South Africa and led the development of several new businesses as Director of New Ventures. These included the South African based lending business Old Mutual Finance, which focuses on providing responsible lending solutions to mass market customers.

In 2008, he assumed the role of Managing Director - Retail Affluent to drive the growth of Old Mutual in the affluent segment and was then appointed CEO of Old Mutual Life & Savings.

Ralph enjoys spending his spare time doing long distance running (including the Old Mutual Two Oceans Marathon) and exploring the African bush and beach with his wife Makole and four young children.



### DAVE MACREADY

#### Chief Executive Old Mutual South Africa

Dave assumed his new role as CE Old Mutual South Africa on 1 May 2015.

He is a chartered accountant with a BComm (Hons) in Financial Management from the University of Cape Town and has completed Harvard's Senior Executive Programme.

Prior to his Old Mutual appointment he was Group Managing Executive of Nedbank Wealth and a Member of the Nedbank Group Executive Committee with direct responsibility for asset management, insurance and wealth management both locally and internationally.

From 1987 to 1997 he was a partner at Deloitte (first Cape Town, then London). He joined Nedcor Investment Bank to head Syfrets Private Bank and Syfrets International. This was followed by roles as Divisional Director of International, Asset Management and Corporate Marketing, and Managing Director of Nedcor Investments (Asset Management).

Dave is an experienced endurance sportsman, keen on triathlons, road running, cycling (MTB and road), flying and yachting. He is married to Debi and has three daughters.



# OLD MUTUAL EMERGING MARKETS **FACT SHEET**

- Old Mutual Emerging Markets (OMEM) provides individuals, businesses, corporates and institutions with long-term savings, protection and investment solutions.
- We seek to provide the Old Mutual Group with a growth platform through our investments in high growth emerging markets.
- OMEM operates in **Africa, Latin America and Asia**.  
**In Africa:** Botswana, Ghana, Kenya, Malawi, Namibia, Nigeria, South Africa, Swaziland, Zimbabwe  
**In Latin America:** Colombia, Mexico, Uruguay  
**In Asia:** China and India Joint Ventures
- Our strategic focus is on **expansion in Africa**, and recent acquisitions include Faulu in Kenya, Oceanic Life in Nigeria, Provident Life in Ghana and UAP Holdings, a Kenyan based company with a footprint in six countries in East Africa: DRC, Rwanda, South Sudan, Uganda, Tanzania.
- Old Mutual's financial services are diverse and include life and savings, asset management, property and casualty, and banking. We are building a broad customer base through **customer service and innovation**. Exciting new products designed to meet customer needs include:
  - The Old Mutual 2-in-ONE Savings Plans
  - A fully-fledged mobile banking app for CABS in Zimbabwe
  - OMCARD, a Visa pre-paid shopping card for policyholders in Namibia that allows free money transfers via mobile phones
  - Likhandlela, a mobile insurance offering launched in partnership with MTN Swaziland
  - Old Mutual Invest Tax Free Plan
- Old Mutual is proud to contribute to the **economic growth and infrastructure development** of emerging markets through responsible investments made by our asset management company. In 2014 we received, among others, the Best African Fund Manager award.
- Highlights of **OMEM's 2014 financial results** include:
  - Adjusted Operating Profit (AOP): R11 billion (pre-tax, including Mutual & Federal), up 23% on previous year
  - Return on Equity (ROE): 23.9%
  - Funds under Management (FUM): exceeded R905 billion
  - Gross sales up 12% to R185 billion
  - Old Mutual Africa (excluding SA) acquired 1.1 million new customers in 2014, bringing the total to 3 million
  - Profits in Latin America up 44%, driven by good sales
  - Recurring premium sales in India up 22%

## EXECUTIVE



## **BUSINESS UNITS: WHAT WE DO**

### **South Africa**

- **Mass Foundation** offers a selection of savings and protection products in the lower income and foundation market, as well as lending products through Old Mutual Finance (OMF).
- **Retail Affluent** offers a wide range of wealth creation and protection products, as well as asset management products to middle income and high net worth customers via Old Mutual Wealth.
- **Corporate** caters for the needs of institutional and corporate investors and employers through retirement and group risk products.
- **Old Mutual Investment Group** is a multi-boutique asset management and investment business that offers clients access to a full array of investment offerings, styles and asset classes. Its priority is to deliver performance through focus.
- **Mutual & Federal (M&F)**, our property and casualty (P&C) business, offers an extensive range of insurance products and solutions to meet personal, commercial and corporate needs. It also provides cover for the agricultural, engineering and marine sectors.

### **Rest of Africa**

- Outside South Africa, we offer various corporate and retail solutions in life and savings, property and casualty, asset management and banking. Our products are supported by sound financial advice, efficient service and value for money for our customers.
- In East Africa, we have agreed to acquire a 60.7% stake in UAP Holdings (UAP), subject to various regulatory approvals. UAP has a strong position in East and Central Africa and a product offering that is highly complementary to our existing businesses.

### **Latin America**

- In **Colombia** we operate in the affluent market, providing mandatory and voluntary pensions, investment and saving solutions, offshore investment products and institutional asset management.
- In **Mexico** we offer the corporate market voluntary private pension plans and we provide the retail market with long-term savings and risk products, customer solutions and advice.
- **AIVA is our Uruguay-based distribution** platform spanning the Latin American region. It provides services to a network of independent financial advisers, wealth managers and other institutions.

### **Asia**

- **Old Mutual-Guodian** is a 50/50 joint venture in China with Guodian, one of the country's largest power producers. It provides long-term savings solutions through a tied adviser force and a telesales company. Customers include Guodian employees and affluent bank customers.
- **Old Mutual Kotak Mahindra** is our 26% owned joint venture in India with Kotak Mahindra Bank, providing life insurance, retirement pensions, savings and investments.

## OLD MUTUAL AFRICA FACT SHEET

- Old Mutual Africa (excluding South Africa) is part of Old Mutual Emerging Markets (OMEM).
- **The Old Mutual Group is investing significantly in Africa** via acquisitions, operational improvements and investment in new technologies. Following the completion of our UAP acquisition, **we will have deployed R3.6 billion of the R5 billion** we earmarked to fund expansion.
- We operate in Botswana, Ghana, Kenya, Malawi, Namibia, Nigeria, Swaziland and Zimbabwe. Subject to regulatory approvals, through Kenya based UAP Holdings, we will add five more countries in East Africa to our footprint: DRC, Rwanda, South Sudan, Uganda and Tanzania.
- **We have a 170-year heritage and a trusted brand**, and are recognised as a leader in community development. We have deep management capability and established expertise in serving and growing developing markets. Our strong positioning in southern Africa makes an ideal base for **expansion into sub-Saharan Africa's growth markets** – notably Kenya, Ghana and Nigeria – and for building an African financial services champion.
- We are investing in Africa for the **medium to long term** and, while quality insurance assets in Africa have become increasingly scarce, we have maintained a disciplined approach to acquisitions, only deploying capital in line with our allocation criteria. Additionally, we ensure that any business we acquire has a strong cultural fit with Old Mutual.
- Our strategic focus now is on integrating the acquisitions, delivering operational and technological improvements and creating value from these investments.
- Old Mutual is proud to contribute to the **economic growth and infrastructure development** of emerging markets through responsible investments made by our asset management company. In 2014 we received, among other accolades, the **Best African Fund Manager award**.
- Old Mutual has built a reputation as an **employer of choice** in the financial services industry and has been certified a **Top Employer in Africa** for four consecutive years. We believe the shared values and continuous talent development of our people are the keys to our success. Old Mutual is also one of the largest employers of actuaries in Africa.
- Old Mutual Africa (excluding South Africa) acquired 1.1 million customers in 2014, a 59% increase that brings the **total number of customers to 3 million**.
- **In East Africa and SADC**, our acquisitions, together with Nedbank's recent acquisition of a 36% stake in Banco Único in Mozambique and the existing Old Mutual businesses in Kenya, give us the **scale and product breadth** to capitalise on the significant insurance growth expected in the region, particularly considering current low penetration rates.
- **In West and Central Africa** we will grow banking through our partnership with Ecobank. This relationship was cemented by Nedbank's 2014 acquisition of a 20% stake in Ecobank, which has the largest banking network across Africa, comprising more than 2 000 branches, providing a highly attractive platform for selling our insurance and P&C products. In Ghana and Nigeria, we will grow our insurance businesses through **bancassurance** and our own distribution, while exploring opportunities in other countries

### LEADERSHIP

**Tava Madzinga**, CEO Southern and East Africa

**Zomonoda Chizura**, CEO West Africa

# SUPPORTING SOCIO-ECONOMIC DEVELOPMENT IN SOUTH AFRICA FACT SHEET

- **We fully support the aims of the National Development Programme (NDP)** and are committed to working together with Government and other stakeholders to help eradicate poverty, unemployment and inequality.
- We are committed to systematically integrating **ESG** (Environmental, Social, Governance) factors into our investment decisions process. The Old Mutual Investment Group launched the first global ESG fund, the MSCI World ESG Fund, for institutional investors.
- Through the Investment Group's alternative investments and other funds, we have committed close to **R30 billion** in responsible investments in areas that drive long-term economic growth, such as **education, affordable housing, low carbon energy, agriculture and infrastructure**.
- Our IDEAS Managed Fund is **South Africa's largest domestic infrastructure equity fund**, with assets totalling R6.4 billion. Through partnering with Government, the fund has invested approximately R12 billion in renewable energy projects with a clean power generation capacity of 2290MW.
- Old Mutual is the country's **largest provider of homes** for families with an income of under R18 600 a month, investing R9.1 billion in housing and offering 17 500 housing units.
- Our **Schools Investment Fund** has R1.2 billion of committed capital, with R792 million already allocated to financing 28 independent low-fee paying schools across the country.
- Our private equity business invests in businesses across South Africa, **supporting emerging entrepreneurs** and providing economic growth and employment for tens of thousands.
- In **agriculture** we manage 7 602 hectares of fruit farms employing over 500 permanent and seasonal labourers who receive housing, education for their families and management training.
- Crucially, all these investments provide **inflation-beating returns** for our shareholders and for all those who entrust their savings and investments to us, while benefiting the national economy and ensuring growth.
- Ultimately, by delivering returns while essentially doing good, we believe we have a model which is extremely powerful and can be replicated across our great continent in pursuit of **a sustainable future for all**.



# OLD MUTUAL MARKS 170 YEARS OF ENABLING DREAMS



Old Mutual has been helping customers and communities achieve financial wellbeing for 170 years, an achievement very few companies can lay claim to.

- **Old Mutual's story began in 1845 in Cape Town, South Africa with a powerful vision and a philanthropic purpose.**
- The vision was of an organisation that would be "universally useful" and "a blessing to all future ages", and the man who was the driving force behind our launch was **a brave and outspoken champion of human rights and press freedom** called John Fairbairn.
- **His vision and his values live on in Old Mutual today** – and it is our ability to inspire and earn deep trust that will continue to give us the leading edge over our competitors.
- Over the course of our 170 years we have expanded to many other continents, including Latin America and Asia, but **our history is rooted in Africa**. This is where our story began and where our future lies.
- Recent achievements in Africa include receiving the **2014 Best African Fund Manager award** and being certified a **Top Employer in Africa for the 4th consecutive year**.
- The **historic BBEE deal** we entered into 10 years ago and which matured this month created **more than R7.9 billion in net value** for our South African empowerment partners, employees and communities.
- The successes of the past 170 years have placed us in a strong position to achieve our vision of becoming **Africa's financial services champion**.

# OLD MUTUAL PLC TRADING UPDATE

## FOR THE THREE MONTHS ENDED 31 MARCH 2015

### OPERATIONAL PERFORMANCE FOR THE GROUP

- Gross sales of £7.3 billion, up 18%
  - Old Mutual Emerging Markets up 20% at £2.7 billion
  - Old Mutual Wealth up 16% at £4.6 billion
- Net client cash flow (NCCF) up by £1 billion
  - Old Mutual Emerging Markets £0.6 billion
  - Old Mutual Wealth £1.0 billion
  - OM Asset Management £(0.1) billion
- Funds under management (FUM) up 10% to £351.4 billion
- Nedbank had a strong quarter: Non-Interest Revenue up 18% and Net Interest Income up 4%

### STRATEGIC DEVELOPMENTS

- Completed acquisition of Quilter Cheviot
- Completed acquisition of 23.3% of East African financial services company UAP; agreed to acquire a further 37.3%
- Completed disposal of Old Mutual Wealth businesses in France and Luxembourg

#### **Julian Roberts, Group Chief Executive, commented:**

"This has been a very good start to the year, with all of our businesses performing well with continued strategic progress. Old Mutual is fully focused on operational execution as we look to secure the returns from the investments we have made to transform the Group.

"We continue to grow our franchise in emerging markets. It is particularly pleasing to see strong sales from our largest market of South Africa. Nedbank has had another excellent quarter with good growth in Non-Interest Revenue. Gross sales elsewhere in Africa grew by 34%.

"Old Mutual Wealth has had a solid start to the year and we are seeing continuing benefits from the vertically-integrated model, with Intrinsic and Quilter Cheviot performing well. Reflecting this, platform sales were up 15%, pension sales up 40%, ISA sales up 20% and FUM were over £100 billion at the quarter end.

"OM Asset Management, despite a small net cash outflow in the quarter, generated positive annualised revenue as a result of flows into high-margin global, non-U.S. and alternative products.

"While economic growth remains relatively weak in South Africa, our businesses continue to deliver good performance. We believe our vertically-integrated UK model is well positioned to take advantage of the changes to the UK pension regime. Overall we expect continued sound performance for the current year."



# OLD MUTUAL PLC TRADING UPDATE

FOR THE THREE MONTHS ENDED 31 MARCH 2015 CONT.

## OLD MUTUAL EMERGING MARKETS HAS DELIVERED A STRONG PERFORMANCE IN THE QUARTER

- FUM was up 5% to R951.9 billion due to positive market movements and good NCCF.
- Following a large Corporate deal of R3.9 billion and increased asset management flows into Old Mutual Investment Group (OMIG), NCCF was up 197% on the prior period to R11.3 billion.
- Gross sales of R49.3 billion were up 19% on the comparative quarter.

### South Africa

Gross sales grew strongly by 27%.

- **Mass Foundation** gross sales were up 10%, reflecting the continued growth of 2-in-ONE savings, the new funeral products and the increased ownership stake in Old Mutual Finance (OMF). APE sales were boosted by a change in the sales recognition criteria in order to be consistent with Retail Affluent's treatment and to align to our adviser remuneration model. We have also completed the roll-out of the new sales process to our tied advisers.
- **Retail Affluent** grew gross sales by 15%, with strong performance in single premium sales, reflecting the continued popularity of XtraMax and the Wealth offering. Non-covered sales were up 31%, largely through good flows into Private Client Securities and good unit trust sales. We also launched our Tax-Free Savings Account in South Africa on 1 March, and initial customer reaction has been positive.
- **Corporate** achieved an increase in gross sales of 87% as it benefited from a large asset management contract at Old Mutual Multi-Managers. Regular premium APE sales were down significantly in 2015 as the strong Group Assurance new business sales in Q1 2014 were not repeated.
- Persistency across our South African businesses remained stable.
- **Old Mutual Investment Group** had a very good quarter, with gross sales of R9.2 billion, up 15%, and NCCF of R3.1 billion, against R1.3 billion in the comparative period.

### Rest of Africa

Gross sales in the Rest of Africa were up 34%, primarily due to higher asset management flows in Namibia, Zimbabwe and Kenya. APE sales were up 36%, benefiting from strong single premium sales in Malawi and Swaziland, increased credit life and retail mass sales in Zimbabwe, as well as increased corporate sales in West Africa.

### Asia & Latin America

Asia & Latin America experienced a decrease in gross sales of 14%, mainly due to the devaluation of the Colombian peso. Asia & Latin America APE sales were up 41%, due to improved productivity and strong multi-trust sales in Mexico and good bancassurance sales in India.

### Property & Casualty

Property & Casualty continued to see better underwriting performance, particularly in its South African divisions, with only modest catastrophe losses in the period. Results from Credit Guarantee Insurance Company have shown strong signs of improvement.

## OUR HISTORIC **B-BBEE TRANSACTION**

- On 7 May 2015 Old Mutual announced the maturity of its 10-year Broad-Based Black Economic Empowerment (B-BBEE) transactions.
- They created **net value of over R7.9 billion**, based on current market prices, for Old Mutual's South African empowerment partners, staff and communities.
- The BEE transactions were originally entered into by Old Mutual and Mutual & Federal Insurance Company Limited (M&F) during 2005.
- Shares valued at R4.1 billion<sup>1</sup>, and representing approximately **13% of the equity value** of Old Mutual's South African operations at the time, were issued to our BEE participants.
- The subscription terms for the shares issued were designed to facilitate the ownership levels required under South African Broad-Based Black Economic Empowerment legislation by enabling the BEE participants to **benefit from the increase in the Group's value over ten years**.
- Our Black Business Partners (BBPs) included the **WIPHOLD Consortium, the Brimstone Consortium and Mtha**, for whom a **combined R2.1 billion in net value** was created.
- Old Mutual South Africa employees also benefited through various employee share trusts that formed part of the BEE transactions, creating **net value of R4.6 billion for around 9 000 management and employees**.
- The Group further undertook to support the development and growth of emerging financial advisers and brokers through the **Old Mutual Black Distributors Trust and M&F Black Broker Trust**.
- The deal also benefited the **Old Mutual Education Trust**, which provides scholarships for higher education to members and staff of the participating trade unions, and their dependants, as well as the **M&F Community Trust**, which focused on micro enterprise development, education and skills capacity building, as well as social development and welfare projects.
- Collectively, these trusts delivered a net value in excess of R1.2 billion, of which R925 million is available for **future distributions** to qualifying beneficiaries.
- The aggregate value that remains within these trusts will continue to be used to support and develop critical transformation initiatives.
- Patrick O'Sullivan, Chairman of Old Mutual, said: "We are clear about the role we play in society and **our responsibility to help drive positive change**. We are pleased that our BEE transactions have contributed positively to improving the quality of lives of communities across South Africa."
- Old Mutual remains committed to **ongoing transformation and development of South Africa** through our focus on investment in socially responsible projects, BEE funding, infrastructure investment and support of education initiatives.

1. Including M&F shares that were replaced by Old Mutual plc shares when M&F became a wholly-owned subsidiary of the Group

# STRENGTHENING TRANSFORMATION IN THE FINANCIAL SECTOR IN SOUTH AFRICA

Old Mutual South Africa and Nedbank both continue to be the leaders in national transformation and empowerment. During 2014 our two companies achieved podium places in the annual **Mail & Guardian Most Empowered Companies Index survey**.



## **MOST EMPOWERED**

Old Mutual was ranked as the most empowered company in the Financial Services sector in South Africa; and Nedbank came 3rd.

## **2<sup>ND</sup> PLACE: TOP 100 MOST EMPOWERED COMPANIES**

In the overall rankings for the Top 100 Most Empowered Companies, Old Mutual achieved 2<sup>nd</sup> place (from being 4<sup>th</sup> in 2013) and Nedbank came 5<sup>th</sup>.

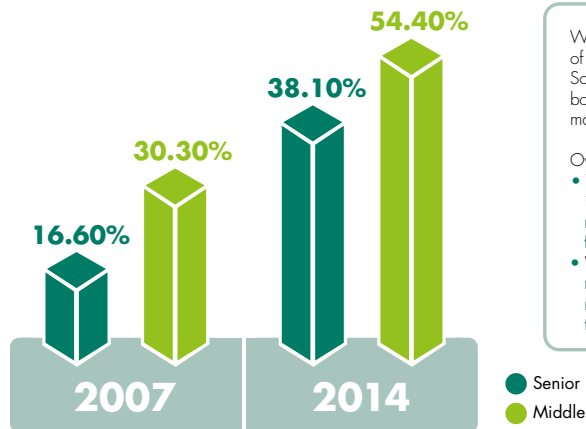


Old Mutual South Africa was the **first financial services company** in the Long Term Insurance category to be

## **AWARDED LEVEL 2 BROAD-BASED BLACK ECONOMIC EMPOWERMENT (B-BBEE) STATUS**

as measured by the new Financial Sector Code (FS Code) legislated in November 2012. Furthermore, we have now maintained level 2 B-BBEE status for six consecutive years.

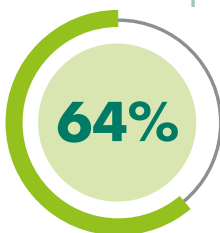
### **Old Mutual South Africa representation of South African black leaders at senior and middle management levels from 2007 to 2014**



We have built a solid track record of increasing our representation of South African black leaders at both middle and senior management levels.

Over the past 7 years:

- We made huge strides in increasing our **black senior management representation from about 17% to 38%**
- We have increased our **black middle management representation from 30% to 54%**



**More than half of our pre-tax profits from Old Mutual South Africa (64%) and Old Mutual Emerging Markets (54%) are delivered by business segments led by South African black executives.**

(2014 Financial Year)

# B-BBEE VERIFICATION REPORT



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## B-BBEE VERIFICATION REPORT

### FINANCIAL SECTOR CODE GENERIC SCORECARD: LONG TERM INSURERS

BEE Elements	Weighting	Indicators	Indicator Weighting	Compliance Target	Actual %	Score	Total Score
<b>Measured Enterprise</b>		OMSA		<b>Issue Date</b>		30 April 2015	
<b>Registration Number</b>		1998/012276/06		<b>Certificate Number</b>		OLD 00726 - REV 8	
Equity Ownership	14	Exercisable Voting Rights in the Enterprise in the hands of black people	3	25,01%	58,70%	3,00	16,83
		Exercisable Voting Rights in the Enterprise in the hands of black women	1	10,01%	25,43%	1,00	
		Economic Interest of black people in the Enterprise	3	25,01%	45,22%	3,00	
		Economic Interest of black women in the Enterprise	1	10,01%	19,75%	1,00	
		Economic Interest of the following black natural people in the Enterprise: - black designated groups - black participants in Employee Ownership Schemes - black beneficiaries of Broad based Ownership Schemes - black participants in Co-operatives.	1	2,5%	9,09%	1,00	
		Net Equity Value	3	As defined		3,00	
		Direct or Indirect Ownership in excess of 15%	2	10,0%	30,22%	2,00	
		Bonus points: Involvement in the ownership of the Enterprise of black new entrants	2	10,0%	9,61%	1,92	
		Bonus point: Involvement in the ownership of the Enterprise of black Participants in Employee Ownership Schemes; black beneficiaries of Public or General Benefit Schemes; or black Participants in Co-operatives.	1	10,0%	9,09%	0,91	
		Management Control	8.0	Exercisable Voting Rights of black Board members who are black	0.5	50,0%	
Exercisable Voting Rights of black Board members who are black women	0,5			25,0%	28,57%	0,50	
Black Executive Directors	1,0			50,0%	33,33%	0,67	
Black Women Executive Directors	1,0			25,0%	0,00%	0,00	
Black Senior Top Management	1,5			40,0%	71,43%	1,50	
Black Women Senior Top Management	1,5			20,0%	28,57%	1,50	
Black Other Top Management	1,0			40,0%	21,05%	0,53	
Black Women Other Top Management	1,0			20,0%	5,26%	0,26	
Bonus points: Black Independent Non-Executive Board Members	1,0			40,0%	50,00%	1,00	
Employment Equity	15.0	Black disabled employees as a percentage of all employees	0,5	3,0%	1,54%	0,26	11,83
		Black women disabled employees as a percentage of all employees	0,5	1,5%	0,85%	0,28	
		Black employees in Senior Management as a percentage of all such employees	3,0	60,0%	43,64%	2,18	
		Black women employees in Senior Management as a percentage of all such employees	2,0	30,0%	19,68%	1,31	
		Black employees in Middle Management as a percentage of all such employees	3,0	75,0%	57,98%	2,32	
		Black women employees in Middle Management as a percentage of all such employees	2,0	37,5%	27,73%	1,48	
		Black employees in Junior Management as a percentage of all such employees	2,0	80,0%	82,39%	2,00	
		Black women employees in Junior Management as a percentage of all such employees	2,0	40,0%	49,50%	2,00	
		Bonus point for meeting or exceeding the EAP targets for each of the management categories	3,0	87,5%	0,00%	0,00	
Skills Development	10	Skills Development for black employees as a percentage of Leviable Amount	3,0	3,0%	5,45%	3,00	9,15
		Skills Development for black women employees as a percentage of Leviable Amount	1,5	1,5%	3,10%	1,50	
		Skills Development for black employees with disabilities as a percentage of Leviable Amount	0,5	0,3%	0,05%	0,09	
		Skills Development for black women employees with disabilities as a percentage of Leviable Amount	0,5	0,15%	0,02%	0,06	
		Number of black employees participating in In-service Training Programmes as a percentage of total employees	3,0	5,0%	15,04%	3,00	
		Number of black women employees participating in In-service Training Programmes as a percentage of total employees	1,5	2,5%	8,34%	1,50	

# B-BBEE VERIFICATION REPORT



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## B-BBEE VERIFICATION REPORT


### FINANCIAL SECTOR CODE GENERIC SCORECARD: LONG TERM INSURERS

<b>Measured Enterprise</b>	OMSA	<b>Issue Date</b>	30 April 2015
<b>Registration Number</b>	1998/012276/06	<b>Certificate Number</b>	OLD 00726 - REV 8

BEE Elements	Weighting	Indicators	Indicator Weighting	Compliance Target	Actual %	Score	Total Score
Preferential Procurement	16	B-BBEE Procurement Spend from all Suppliers based on the BEE Procurement Recognition Levels as a percentage of Total Measured Procurement Spend	8,0	70,0%	90,60%	8,00	16,00
		B-BBEE Procurement Spend from Qualifying Small Enterprises or from Exempted Micro- Enterprises based on the applicable BEE Procurement Recognition Levels as a percentage of Total Measured Procurement Spend	3,0	15,0%	32,01%	3,00	
		B-BBEE Procurement Spend from any of the following Suppliers as a percentage of Total Measured Procurement Spend: - Suppliers that are more than 50% black owned - Suppliers that are more than 30% black women owned	2,5 2,5	12,0% 8,0%	18,72% 13,49%	2,50 2,50	
Empowerment Financing	15	Targeted Investments	12	7 704 144 361	125,44%	12,00	14,27
		B-BBEE Transaction Financing	3	4 280 080 201	75,54%	2,27	
Enterprise Development	5	Average annual value of all Enterprise Development Contributions and Sector Specific Programmes made by the Measured Enterprise as a percentage of Net Profit after Tax or Turnover	5	0,20% of NPAT	0,24%	5,00	5,00
Socio-Economic Development	3	Average annual value of all Socio-Economic Development Contributions by the Measured Entity as a percentage of Net Profit after Tax or Turnover	3	0,60% of NPAT	1,17%	3,00	3,00
Access to Financial Services	14	Life assurance products and services					12,45
		- Appropriate Markets	3	6 products	4	2,00	
		- Market Penetration	7	624 524	647 854	7,00	
		- Transactional Access	2	80,00%	92,00%	2,00	
		Consumer Education					
- % of post tax operating profits spend per annum	2	0,4% of NPAT	0,29%	1,45			
<b>Total</b>							<b>94,92</b>

<b>FINAL SCORE</b>	<b>94.92</b>
<b>STATUS</b>	<b>Level Two Contributor</b>

Broad-Based BEE Status Categories		
Level One Contributor	≥100 points	135% Recognition
Level Two Contributor	≥85 but <100 points	125% Recognition
Level Three Contributor	≥75 but <85 points	110% Recognition
Level Four Contributor	≥65 but <75 points	100% Recognition
Level Five Contributor	≥55 but <65 points	80% Recognition
Level Six Contributor	≥45 but <55 points	60% Recognition
Level Seven Contributor	≥40 but <45 points	50% Recognition
Level Eight Contributor	≥30 but <40 points	10% Recognition
Non-Compliant Contributor	<30 points	0% Recognition

  
 William Smith  
 Analyst

  
 Johan Giliomee  
 Verification Manager

Independent Credible Assurance.

# AQRate

VERIFICATION SERVICES

### MEASURED ENTERPRISE

Company Name	Old Mutual (South Africa) Limited
Trade Name	OMSA
Location	Jan Smuts Drive Pinelands, Cape Town 8000
Registration Number	1998/012276/06
Vat Number	4880103785
Certificate Number	OLD 00726 - REV 8

### B-BBEE SCORE PER ELEMENT

Equity Ownership	16.83
Management & Control	6.39
Employment Equity	11.83
Skills Development	9.15
Preferential Procurement	16.00
Empowerment Financing	14.27
Enterprise Development	5.00
Socio Economic Development	3.00
Access to Financial Services	12.45
<b>Total Score</b>	<b>94.92</b>

### B-BBEE STATUS

BBBEE Procurement Recognition Level	125%
BBBEE Status	Level Two Contributor
Black Ownership	45.22%
Black Female Ownership	19.75%
Value- Adding Supplier	No
Enterprise Development Beneficiary	Yes
Beneficiary Category	Category B
Applicable Scorecard	Financial Sector Code Generic Scorecard: Long Term Insurers
Applicable BEE Code	Gazetted Codes 35914
Verification Date	30 April 2015
Expiry Date	29 April 2016



*[Signature]*  
 Jehan Gillomee  
 Verification Manager



BVA 021

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AQRate has assessed and verified the relevant B-BBEE Elements of the above mentioned enterprise, to provide an independent and impartial opinion on the BEE status of the enterprise, based on the Financial Services Charter Sector Code (FS000 - FS900), as well as the Broad-Based BEE Codes of Good Practice (Codes 000-800).

Independent Credible Assurance.

# AQRate

VERIFICATION SERVICES

ANNEXURE A

Company Name	Registration Number
OLD MUTUAL (SOUTH AFRICA)	1998/012276/06
OLD MUTUAL SPECIALISED FINANCE	1998/013266/07
OLD MUTUAL LIFE ASSURANCE CO SOUTH AFRICA	1999/004643/06
OLD MUTUAL INVESTMENT SERVICES (PTY) LTD	1996/000452/07
OLD MUTUAL ALTERNATIVE RISK TRANSFER	1997/008994/06
CELESTIS BROKER SERVICES (PTY) LTD	1999/004513/07
acsis LIMITED	1999/008036/06
MS Life Assurance Company Ltd	1999/012567/06



  
Jehan Gillomee  
Verification Manager

AQRate has assessed and verified the relevant B-BBEE Elements of the above mentioned enterprise, to provide an independent and impartial opinion on the BEE status of the enterprise, based on the Broad-Based BEE Codes of Good Practice (Codes 000-800).



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**FOR MORE INFORMATION, PLEASE CONTACT:**

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