

FIVE-YEAR FINANCIAL REVIEW

	June 2016 Rm	Restated June 2015 Rm	Pre client-centric restructure# June 2014 Rm	June 2013 Rm	June 2012 Rm
Net insurance premiums	63 112	65 070	56 242	56 739	45 552
Momentum Retail	25 767	24 676	29 134	35 693	27 809
Metropolitan Retail	6 816	6 910	6 820	6 246	6 042
Corporate and Public Sector	26 608	29 921	17 390	12 265	9 741
International	3 921	3 563	2 898	2 535	1 960
New business premiums (PVP)	68 164	50 396	41 739	35 357	32 053
Momentum Retail	25 950	25 458	20 434	17 421	16 384
Metropolitan Retail	4 936	5 091	4 948	4 674	4 916
Corporate and Public Sector	34 699	17 683	14 491	11 627	9 421
International	2 579	2 164	1 866	1 635	1 332
Value of new business	850	954	779	681	536
Momentum Retail	290	276	240	203	173
Metropolitan Retail	191	185	236	209	199
Corporate and Public Sector	298	427	254	213	130
International	71	66	49	56	34
Diluted core headline earnings	3 206	3 836	3 621	3 241	2 955
Momentum Retail	1 600	1 756	1 569	1 333	1 189
Metropolitan Retail	667	604	587	509	438
Corporate and Public Sector	617	861	687	481	382
International	28	152	122	108	57
Shareholder Capital	294	463	656	810	889
Earnings attributable to owners of the parent (Rm)	2 142	2 857	3 197	2 587	2 301
Dividend per share (cents)	157	155	142	127	113
Diluted embedded value (Rm)	42 989	40 330	39 675	35 148	32 472
Return on embedded value (%) (annualised) – internal rate of return	12.8%	9.6%	19.0%	17.4%	11.3%
Price/diluted core headline earnings ratio	11.3	12.6	11.6	11.0	9.8
Dividend yield % (dividend on listed shares)	6.9%	5.1%	5.4%	5.7%	6.3%
Last sale of period (cents per share)	2 264	3 015	2 625	2 217	1 800

The June 2012 to June 2014 information is not fully comparable following the change to the client-centric model introduced in July 2015. June 2015 figures have been restated.

AREAS OF STRENGTH

