

# update



**9 September 2015**

*Update is a newsletter produced by the investor relations department of MMI Holdings Limited. It provides information on the different divisions in the group. Contact Natalie Amos (investor relations) on (021) 940-6112 / [namos@mmiholdings.co.za](mailto:namos@mmiholdings.co.za) for further information.*

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MMI Holdings Limited  
Incorporated in the Republic of South Africa  
Registration Number: 2000/031756/06  
JSE share code: MMI  
NSX share code: MIM  
ISIN: ZAE000149902  
("MMI" or "the company")



## MMI HOLDINGS SUMMARISED GROUP RESULTS

For the year ended 30 June 2015

### Financial highlights

New business PVP up 21% to R50 billion  
VALUE of NEW BUSINESS up 22% to R954 million  
RETURN on EMBEDDED VALUE of 10%  
PROFITS from OPERATING DIVISIONS up 17% to R3.5 billion  
CORE HEADLINE EARNINGS up 6% to R3.8 billion  
Total DIVIDEND up 9% to 155 CENTS PER SHARE

### SUMMARY OF RESULTS

#### Group results

MMI delivered another solid set of financial results for the year under review.

- The group recorded a 10% return on embedded value (R3.8 billion embedded value profit) for the year.
- The year-end embedded value, of R40.3 billion (2 514 cents per share), was calculated taking into account dividend payments to ordinary shareholders during the year of R3.1 billion (198 cents per share).
- The contribution from operating divisions increased 17% to R3.5 billion for the year, while total diluted core headline earnings increased by 6% to R3.8 billion.
- Overall, the established businesses continued to grow profits. The increase was impacted by significant investments into growth initiatives that are being pursued in line with the group's client-centric strategy to enhance financial wellness.
- Good expense management contributed positively to value creation.
- Positive experience variances were recorded in total, supported mainly by better than expected mortality and morbidity experience.
- Strong new business flows resulted in a 22% increase in the value of new business to R954 million.
- A final ordinary dividend of 92 cents per share was declared, resulting in a total dividend of 155 cents per share, an increase of 9% on the prior year.

#### Operating environment

Local operating conditions remained economically challenging and highly competitive. The strong performance of the South African equity markets over recent years was not repeated and was replaced by increased volatility and only a small positive growth over the year. Inflationary pressures and interest rate increases continued.

The need for investment and protection solutions, however, remains an integral part of enhancing financial wellness.

#### Capital strength

- MMI successfully issued R750 million of new subordinated debt and redeemed R500 million of expiring debt in December 2014.
- Another R1 billion of debt, due in September 2015, has similarly been replaced with a fresh issue of R1.25 billion during August 2015.

- A strong capital buffer of R4.3 billion was reported as at 30 June 2015, after allowing for capital requirements, strategic growth initiatives and the final dividend.
- Taking into account the many growth initiatives and the imminent change to a new capital regime (Solvency Assessment and Management), the group is satisfied that its present capital level is appropriate.

### **Transformation**

- MMI is proud to have remained a level two broad-based black economic empowerment (B-BBEE) contributor.

### **Prospects**

- The strategic focus areas of the MMI group are growth, client centricity and excellence.
- Each segment, together with the Product and Solutions Centres of Excellence and supporting functions, is advancing the implementation of MMI's client-centric strategy.
- Plans and processes are being executed to optimise structures, distribution channels and solutions, focusing on innovation and collaboration.
- Taking into account the current environment, the group has increased the focus on efficiencies, having identified specific cost-saving initiatives, whilst continuing to pursue top-line growth.
- Growth in new business volumes and profits will, however, be impacted by many factors in the South African economy, including employment levels and disposable income.
- The board of MMI Holdings believes that the group has identified and is implementing innovative strategies to continue unlocking value and generating the required return on capital for shareholders over time.

## **SUMMARY OF FINANCIAL INFORMATION**

### **Audited results for the 12 months ended 30 June 2015**

#### **DIRECTORS' STATEMENT**

The directors take pleasure in presenting the audited results of MMI Holdings financial services group for the year ended 30 June 2015. The preparation of the group's results was supervised by the group finance director, Mary Vilakazi, CA(SA).

#### **Corporate events**

##### *Acquisitions*

On 2 October 2014, the group acquired an accounting ownership of 71% (legal ownership of 66%) of Cannon Assurance Ltd (Cannon), a composite insurer, for R308 million. The minority shareholders of Cannon also acquired a minority stake in Metropolitan Life Kenya.

On 19 November 2014, the group acquired 100% of the shares in the CareCross Health Group (CareCross), a health administrator, for R300 million in cash. It includes a majority share in Occupational Care South Africa (OCSA).

##### *Listed debt*

MMI Group Ltd (MMIGL) listed new instruments to the total value of R750 million on the JSE Limited on 1 December 2014. The instruments are unsecured subordinated callable notes.

On 15 December 2014, R500 million of unsecured subordinated notes previously issued by MMIGL were redeemed.

#### **Basis of preparation of financial information**

These condensed consolidated financial statements have been prepared in accordance with International Accounting Standard 34 (IAS 34) – Interim financial reporting; the SAICA Financial Reporting Guide as issued by the Accounting Practices Committee and Financial Pronouncements as issued by the Financial Reporting Standards Council; the JSE Listings Requirements and the South African Companies Act, 71 of 2008. The accounting policies applied in the preparation of these financial statements are in terms of International Financial Reporting Standards (IFRS) and are consistent with those adopted in the previous years except as

described below. Critical judgements and accounting estimates are disclosed in detail in the group's integrated report for the year ended 30 June 2015, including changes in estimates that are an integral part of the insurance business. The group is exposed to financial and insurance risks, details of which are also provided in the group's integrated report.

The current year includes Guardrisk Group (Pty) Ltd and its subsidiaries' (collectively Guardrisk's) results for 12 months, while the prior year includes four months (3 March 2014 to 30 June 2014). Certain aspects of the group results are therefore not directly comparable.

#### **New and revised standards effective for the period ended 30 June 2015 and relevant to the group**

- The following amendments to standards and interpretations became effective for the first time in the current year and had no impact on the group's earnings or net asset value: Amendments to IFRS 10 Consolidated financial statements, IFRS 12 Disclosure of interests in other entities, IAS 19 Employee benefits, IAS 27 Separate financial statements, IAS 32 Financial instruments: presentation, IAS 36 Impairment of assets and IAS 39 Financial instruments: recognition and measurement; IFRIC 21 Levies.
- The International Accounting Standards Board (IASB) made amendments to various standards as part of their annual improvements project. These amendments had no impact on the group's earnings.

#### **Reclassifications**

The group's June 2014 results have been restated for the following reclassifications:

- Certain income and expenses of R334 million in the Shareholder Capital segment have been set off to better reflect the information used by management.
- The classification of certain financial assets has been refined in the current period, and where considered necessary, the prior year was restated. This had no change to the statement of financial position and only impacted information required by paragraph 16A(j) of IAS 34.
- As reported with the December 2014 results, reinsurance contract liabilities of R202 million, previously shown with reinsurance contract assets, have been grossed up and disclosed separately. This restatement was deemed necessary in order to improve comparability between periods.
- As reported with the December 2014 results, promoter cell administration expenses of R88 million, previously included in cell captive business expenses in the segment report, was reallocated to administration expenses in line with the way in which the chief operating decision-maker, being the MMI executive committee, monitors and evaluates the performance of the Momentum Employee Benefits segment.

These restatements had no impact on the current or prior year reported earnings, diluted earnings or headline earnings per share, or on the net asset value or net cash flow.

#### **Corporate governance**

The board has satisfied itself that appropriate principles of corporate governance were applied throughout the year under review.

#### **Changes to the directorate, secretary and directors' shareholding**

On 30 June 2015, Ngao Motsei, group executive for strategic human resources and transformation, resigned. We thank her for her contribution to the development and growth of the group. On the same day, Preston Speckmann, the group finance director, retired from the board and on 1 July 2015, Mary Vilakazi, was appointed in the same position. We thank Preston for his invaluable input over the years and wish him well in his future endeavours. On 8 July 2015 MMI announced the impending retirement of Sizwe Nxasana from the MMI board with effect from 30 September 2015. We thank Sizwe for his commitment and contribution to the group.

All transactions in listed shares of the company involving directors were disclosed on SENS.

### **Changes to the group executive committee**

Herman Schoeman, managing director of Guardrisk, was appointed to the group executive committee from 1 July 2014. On the same day, Khanyi Nzukuma was appointed to the group executive committee as chief executive officer of Metropolitan Retail. On 30 June 2015, Ngao Motsei resigned and Preston Speckmann retired from the group executive committee.

### **Contingent liabilities and capital commitments**

As part of running a business, the group is party to legal proceedings and appropriate provisions are made when losses are expected to materialise. The group had no material capital commitments at 30 June 2015 that were not in the ordinary course of business other than those disclosed in the 2015 integrated report.

### **Events after year-end**

#### *Announcements*

On 8 July 2015 the group announced that it entered into an agreement with a group of key individuals from Momentum Asset Management for a management buy-out of a portion of the asset management business. This marks one of the initial steps in the implementation of MMI's client-centric outcomes-based investment model.

This buy-out will enable these individuals to establish a new majority black-owned and controlled asset management business, in which MMI will be a shareholder. The transaction will be financed by both MMI and the key individuals.

On 12 August 2015, MMIGL issued listed instruments to the value of R1.25 billion on the JSE Limited and will be redeeming R1 billion of the existing issued subordinated debt that becomes callable during September 2015. The newly issued instruments are unsecured subordinated callable notes.

Subsequent to the financial year-end, Metropolitan Health, which was party to a competitive tender process regarding the administration contracts of two existing clients, was informed that these two clients had decided not to renew these contracts. The contracts will terminate effective 1 January 2016. Management is in the process of assessing the financial impact of the loss of these contracts on the business.

No other material events occurred between the reporting date and the date of approval of these results.

### **Final dividend declaration**

#### *Ordinary shares*

- On 8 September 2015, a gross final dividend of 92 cents per ordinary share was declared, resulting in a total dividend of 155 cents per share.
- The dividend is payable out of income reserves to all holders of ordinary shares recorded in the register of the company at the close of business on Friday, 2 October 2015, and will be paid on Monday, 5 October 2015.
- The dividend will be subject to local dividend withholding tax at a rate of 15% unless the shareholder is exempt from paying dividend tax or is entitled to a reduced rate.
- This will result in a net final dividend of 78.2 cents per ordinary share for those shareholders who are not exempt from paying dividend tax.
- The last day to trade cum dividend will be Friday, 25 September 2015.
- The shares will trade ex dividend from the start of business on Monday, 28 September 2015.
- Share certificates may not be dematerialised or rematerialised between Monday, 28 September 2015 and Friday, 2 October 2015, both days inclusive.
- The number of ordinary shares at the declaration date was 1 571 950 755.
- MMI's income tax number is 975 2050 147.

#### *Preference shares*

- Dividends of R21.3 million (132 cents per share p.a.) were declared on the unlisted A3 MMI Holdings Ltd preference shares as determined by the company's Memorandum of Incorporation.

#### **Integrated information**

The full integrated report for 2015 will be posted to shareholders, and can be viewed online at [www.mmiholdings.com](http://www.mmiholdings.com), on or about 30 September 2015.

#### **Directors' responsibility**

The preparation of these results, and the correct extraction thereof from the group's audited 2015 annual financial statements, are the responsibility of the directors. This announcement does not include the information required by paragraph 16A(j) of IAS 34. The full condensed IAS 34 compliant results are available on MMI's website and at MMI's registered offices upon request. A printed version of the SENS announcement may be requested from the group company secretary, Maliga Chetty tel: 012 684 4255.

#### **External audit**

These condensed results have not been audited, but have been extracted from the group's 2015 annual financial statements, which have been audited by PricewaterhouseCoopers Inc. and their unqualified audit report, together with the group's audited 2015 annual financial statements, are available for inspection at the company's registered office. In addition, the summarised group embedded value information has been extracted from the 2015 group embedded value report, which has been reviewed by PricewaterhouseCoopers Inc. in accordance with the embedded value basis of MMI, and the review report is available for inspection at the company's registered office.

Signed on behalf of the board

<b>JJ Njeke</b>	<i>Chairman</i>
<b>Nicolaas Kruger</b>	<i>Group chief executive officer</i>

Centurion  
8 September 2015

DIRECTORS: MJN Njeke (chairman), JP Burger (deputy chairman), NAS Kruger (group chief executive officer), M Vilakazi (group finance director), L Crouse, F Jakoet, Prof JD Krige, PJ Moleketi, SA Muller, V Nkonyeni, SE Nxasana, KC Shubane, FJC Truter, BJ van der Ross, JC van Reenen, LL von Zeuner

GROUP COMPANY SECRETARY: Maliga Chetty

WEBSITE: [www.mmiholdings.com](http://www.mmiholdings.com)

TRANSFER SECRETARIES: Link Market Services SA (Pty) Ltd (registration number 2000/007239/07) Rennie House, 13th Floor, 19 Ameshoff Street, Braamfontein 2001. PO Box 4844, Johannesburg 2000 Telephone: +27 11 713 0800 E-mail: [info@linkmarketservices.co.za](mailto:info@linkmarketservices.co.za) SPONSOR: Merrill Lynch (registration number: 2000/031756/06)

AUDITORS: PricewaterhouseCoopers Inc

REGISTERED OFFICE: 268 West Avenue, Centurion 0157

JSE CODE: MMI NSX CODE: MIM ISIN NO: ZAE000149902

SENS ISSUE: 9 September 2015

# MMI HOLDINGS GROUP – IFRS FINANCIAL INFORMATION

CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION	30.06.2015 Rm	Restated 30.06.2014 Rm
<b>ASSETS</b>		
Intangible assets	13 153	12 819
Owner-occupied properties	3 030	1 714
Property and equipment	353	315
Investment properties	7 212	7 675
Investments in associates	145	179
Employee benefit assets	408	405
Financial instruments (1)	388 258	355 073
Reinsurance contract assets	3 046	2 778
Deferred income tax	287	263
Properties under development	330	252
Insurance and other receivables	4 080	3 813
Current income tax assets	365	330
Cash and cash equivalents	26 174	28 875
Non-current assets held for sale	-	17
<b>Total assets</b>	<b>446 841</b>	<b>414 508</b>
<b>EQUITY</b>		
Equity attributable to owners of the parent	24 547	24 734
Non-controlling interests	501	480
<b>Total equity</b>	<b>25 048</b>	<b>25 214</b>
<b>LIABILITIES</b>		
Insurance contract liabilities		
Long-term insurance contracts	104 776	106 047
Short-term insurance contracts	6 553	5 496
Financial instruments		
Investment contracts	246 490	227 056
– with discretionary participation features	26 134	25 405
– designated at fair value through income	220 356	201 651
Other financial instruments (2)	42 923	34 117
Reinsurance contract liabilities	659	202
Deferred income tax	4 351	4 281
Employee benefit obligations	1 735	1 246
Other payables	14 062	10 437
Provisions	78	157
Current income tax liabilities	166	255
<b>Total liabilities</b>	<b>421 793</b>	<b>389 294</b>
<b>Total equity and liabilities</b>	<b>446 841</b>	<b>414 508</b>

1. Financial instruments consist of the following:

- Securities designated at fair value through income: R365 727 million (30.06.2014: R334 996 million)
- Investments in associates designated at fair value through income: R12 362 million (30.06.2014: R11 900 million)
- Derivative financial instruments: R2 033 million (30.06.2014: R2 362 million)
- Available-for-sale: R208 million (30.06.2014: R129 million)
- Held-to-maturity: R73 million (30.06.2014: R100 million)
- Loans and receivables: R7 855 million (30.06.2014: R5 586 million)

2. Other financial instruments consist of the following:

- Designated at fair value through income: R39 720 million (30.06.2014: R30 801 million)
- Derivative financial instruments: R2 111 million (30.06.2014: R1 853 million)
- Amortised cost: R1 092 million (30.06.2014: R1 463 million)

# MMI HOLDINGS GROUP – IFRS FINANCIAL INFORMATION

CONDENSED CONSOLIDATED INCOME STATEMENT	12 mths to 30.06.2015 Rm	12 mths to 30.06.2014 Rm
Net insurance premiums	27 396	23 138
Fee income <sup>(1)</sup>	7 355	6 567
Investment income	15 559	14 043
Net realised and fair value gains	16 248	43 906
<b>Net income</b>	<b>66 558</b>	<b>87 654</b>
Net insurance benefits and claims	24 610	22 321
Change in liabilities	(869)	7 850
Change in long-term insurance contract liabilities	(2 069)	7 786
Change in short-term insurance contract liabilities	(139)	(72)
Change in investment contracts with DPF liabilities	728	468
Change in reinsurance assets	154	(534)
Change in reinsurance liabilities	457	202
Fair value adjustments on investment contract liabilities	16 039	32 959
Fair value adjustments on collective investment scheme liabilities	2 457	3 061
Depreciation, amortisation and impairment expenses	1 326	1 159
Employee benefit expenses	5 922	5 132
Sales remuneration	5 071	3 899
Other expenses	5 806	5 035
<b>Expenses</b>	<b>60 362</b>	<b>81 416</b>
<b>Results of operations</b>	<b>6 196</b>	<b>6 238</b>
Share of profit of associates	4	2
Finance costs <sup>(2)</sup>	(792)	(482)
<b>Profit before tax</b>	<b>5 408</b>	<b>5 758</b>
Income tax expense	(2 431)	(2 458)
<b>Earnings for the year</b>	<b>2 977</b>	<b>3 300</b>
<b>Attributable to:</b>		
Owners of the parent	2 857	3 197
Non-controlling interests	120	103
	<b>2 977</b>	<b>3 300</b>
Basic earnings per ordinary share (cents)	183.5	205.5
Diluted earnings per ordinary share (cents)	180.5	202.4

1. Fee income consists of the following:

- Investment contracts: R2 225 million (30.06.2014: R1 772 million)
- Trust and fiduciary services: R1 842 million (30.06.2014: R2 014 million)
- Health administration: R2 053 million (30.06.2014: R1 978 million)
- Other fee income: R1 235 million (30.06.2014: R803 million)

2. Finance costs consist of the following:

- Preference shares issued by MMI: R108 million (30.06.2014: R46 million)
- Subordinated redeemable debt: R271 million (30.06.2014: R149 million)
- Cost of carry positions: R261 million (30.06.2014: R156 million)
- Other: R152 million (30.06.2014: R131 million)



# MMI HOLDINGS GROUP – IFRS FINANCIAL INFORMATION

CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME	12 mths to 30.06.2015 Rm	12 mths to 30.06.2014 Rm
Earnings for the year	2 977	3 300
Other comprehensive income, net of tax	68	165
Items that may subsequently be reclassified to income	6	32
Exchange differences on translating foreign operations	1	40
Available-for-sale financial assets	5	(8)
Items that will not be reclassified to income	62	133
Land and building revaluation	118	41
Change in non-distributable reserves	-	6
Adjustments to employee benefit funds		
Metropolitan Staff Pension Fund	-	107
Other	(20)	(9)
Income tax relating to items that will not be reclassified	(36)	(12)
<b>Total comprehensive income for the year</b>	<b>3 045</b>	<b>3 465</b>
<b>Total comprehensive income attributable to:</b>		
Owners of the parent	2 926	3 363
Non-controlling interests	119	102
	<b>3 045</b>	<b>3 465</b>

# MMI HOLDINGS GROUP – IFRS FINANCIAL INFORMATION

RECONCILIATION OF HEADLINE EARNINGS attributable to owners of the parent	Basic earnings		Diluted earnings	
	12 mths to 30.06.2015 Rm	12 mths to 30.06.2014 Rm	12 mths to 30.06.2015 Rm	12 mths to 30.06.2014 Rm
<b>Earnings</b>	<b>2 857</b>	3 197	<b>2 857</b>	3 197
Finance costs – convertible preference shares			<b>44</b>	45
Dilutory effect of subsidiaries <sup>(1)</sup>			<b>(31)</b>	(22)
<b>Diluted earnings</b>			<b>2 870</b>	3 220
Intangible asset and other impairments	<b>19</b>	25	<b>19</b>	25
Tax on intangible asset and other impairments	<b>(4)</b>	-	<b>(4)</b>	-
<b>Headline earnings</b> <sup>(2)</sup>	<b>2 872</b>	3 222	<b>2 885</b>	3 245
Net realised and fair value gains on excess	<b>6</b>	(544)	<b>6</b>	(544)
Basis and other changes and investment variances	<b>148</b>	160	<b>148</b>	160
Amortisation of intangible assets relating to business combinations	<b>720</b>	575	<b>720</b>	575
Non-recurring items <sup>(3)</sup>	<b>53</b>	171	<b>53</b>	171
Investment income on treasury shares – contract holders			<b>24</b>	14
<b>Core headline earnings</b> <sup>(4)</sup>	<b>3 799</b>	3 584	<b>3 836</b>	3 621

1. Metropolitan Health is consolidated at 100% and the MMI Holdings Namibian group, Metropolitan Kenya and Cannon are consolidated at 96% in the results. For purposes of diluted earnings, diluted non-controlling interests and investment returns are reinstated.
2. Headline earnings consist of operating profit, investment income, net realised and fair value gains, investment variances and basis and other changes.
3. Non-recurring items include one-off costs relating to the restructuring of the group. For June 2014 it also includes a one-off enhancement of benefits relating to the outsourcing of the Metropolitan Staff Pension Fund liabilities, amounting to R107 million. The previously unrecognised net surplus asset exceeding the employer surplus account was used to fund the enhancement and released in other comprehensive income, resulting in an accounting mismatch. The net asset value of the group has therefore not been impacted.
4. Core headline earnings disclosed comprise operating profit and investment income on shareholder assets. It excludes net realised and fair value gains on financial assets and liabilities, investment variances and basis and other changes that can be volatile, certain non-recurring items, as well as the amortisation of intangible assets relating to business combinations as this is part of the cost of acquiring the business.

# MMI HOLDINGS GROUP – IFRS FINANCIAL INFORMATION

<b>EARNINGS PER SHARE</b> (cents) attributable to owners of the parent	<b>12 mths to 30.06.2015</b>	12 mths to 30.06.2014
<b>Basic</b>		
Core headline earnings	<b>244.0</b>	230.3
Headline earnings	<b>184.5</b>	207.1
Earnings	<b>183.5</b>	205.5
Weighted average number of shares (million)	<b>1 557</b>	1 556
<b>Diluted</b>		
Core headline earnings	<b>239.2</b>	225.7
Weighted average number of shares (million) <sup>(1)</sup>	<b>1 604</b>	1 604
Headline earnings	<b>181.4</b>	204.0
Earnings	<b>180.5</b>	202.4
Weighted average number of shares (million) <sup>(2)</sup>	<b>1 590</b>	1 591

1. For diluted core headline earnings per share, treasury shares held on behalf of contract holders are deemed to be issued.
2. For diluted earnings and headline earnings per share, treasury shares held on behalf of contract holders are deemed to be cancelled.

<b>DIVIDENDS</b>	<b>2015</b>	2014
<b>Ordinary listed MMI Holdings Ltd shares</b> (cents per share)		
Interim – March	<b>63</b>	57
Final – September	<b>92</b>	85
Total	<b>155</b>	142
Special dividend - September		50

## **MMI Holdings Ltd convertible redeemable preference shares (issued to Kagiso Tiso Holdings (Pty) Ltd (KTH))**

The A3 MMI Holdings Ltd preference shares are redeemable in June 2017 at a redemption value of R9.18 per share unless converted into MMI Holdings Ltd ordinary shares on a one-for-one basis prior to that date. On each of 13 November 2014 and 31 March 2015, 1.1 million preference shares were converted into ordinary shares. The ordinary shares were originally issued at a price of R10.18 per share. Dividends are still payable on the remaining preference shares at 132 cents per annum (payable March and September).

## **Significant related party transactions**

R333 million of the ordinary dividends declared by MMI Holdings Ltd in September 2014 (R298 million of the ordinary dividends declared in September 2013) and R248 million of the ordinary dividends declared in March 2015 (R223 million of the ordinary dividends declared in March 2014) were attributable to RMI Holdings Ltd. In September 2014, R196 million of the special dividends declared by MMI Holdings Ltd were attributable to RMI Holdings Ltd.

# MMI HOLDINGS GROUP – IFRS FINANCIAL INFORMATION

CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY	12 mths to 30.06.2015 Rm	12 mths to 30.06.2014 Rm
<b>Changes in share capital</b>		
Balance at beginning and end	9	9
<b>Changes in share premium</b>		
Balance at beginning	13 782	13 794
Conversion of preference shares	20	-
Increase in treasury shares held on behalf of contract holders	(7)	(12)
Balance at end	13 795	13 782
<b>Changes in other reserves</b>		
Balance at beginning	1 802	1 631
Total comprehensive income	69	166
BEE cost	4	2
Transfer (to)/from retained earnings	(9)	3
Balance at end <sup>(1)</sup>	1 866	1 802
<b>Changes in retained earnings</b>		
Balance at beginning	9 141	8 039
Total comprehensive income	2 857	3 197
Dividend paid	(3 094)	(2 092)
Transactions with non-controlling interests	(15)	-
Transfer from/(to) other reserves	9	(3)
Puttable non-controlling interests <sup>(2)</sup>	(21)	-
Balance at end	8 877	9 141
<b>Equity attributable to owners of the parent</b>	<b>24 547</b>	<b>24 734</b>
<b>Changes in non-controlling interests</b>		
Balance at beginning	480	391
Total comprehensive income	119	102
Dividend paid	(23)	(18)
Transactions with owners <sup>(2)</sup>	(170)	-
Business combinations	95	5
Balance at end	501	480
<b>Total equity</b>	<b>25 048</b>	<b>25 214</b>

1. Other reserves consist of the following:

- Land and building revaluation reserve: R631 million (30.06.2014: R561 million)
- Foreign currency translation reserve: R181 million (30.06.2014: R179 million)
- Revaluation of available-for-sale investments: R8 million (30.06.2014: R3 million)
- Non-distributable reserve: R19 million (30.06.2014: R16 million)
- Employee benefit revaluation reserve: R78 million (30.06.2014: R98 million)
- Fair value adjustment for preference shares issued by MMI Holdings Ltd: R940 million (30.06.2014: R940 million)
- Equity-settled share-based payment arrangements: R9 million (30.06.2014: R5 million)

2. Non-controlling interests of 25% of Metropolitan Life Kenya and Cannon have the option to sell their shares from 3 October 2016 at a price linked to embedded value. In terms of IFRS, the group has recognised a financial liability (R111 million), being the present value of the estimated purchase price, for exercising this option. The group has consolidated 96% of the subsidiaries' results and de-recognised the non-controlling interest (R90 million) due to the financial liability recognised above, which is in line with its selected accounting policy.

# MMI HOLDINGS GROUP – IFRS FINANCIAL INFORMATION

<b>CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS</b>	<b>12 mths to 30.06.2015 Rm</b>	12 mths to 30.06.2014 Rm
Net cash inflow from operating activities	1 505	5 201
Net cash (outflow)/inflow from investing activities	(1 271)	793
Net cash (outflow)/inflow from financing activities	(2 935)	606
<b>Net cash flow</b>	<b>(2 701)</b>	6 600
Cash resources and funds on deposit at beginning	28 875	22 275
<b>Cash resources and funds on deposit at end</b>	<b>26 174</b>	28 875

<b>PRINCIPAL ASSUMPTIONS</b> (South Africa) <sup>(1)</sup>	<b>30.06.2015 %</b>	30.06.2014 %
Pre-tax investment return		
Equities	12.1	12.0
Properties	9.6	9.5
Government stock	8.6	8.5
Other fixed-interest stocks	9.1	9.0
Cash	7.6	7.5
Risk-free return <sup>(2)</sup>	8.6	8.5
Risk discount rate (RDR)	10.9	10.8
Investment return (before tax) – balanced portfolio <sup>(2)</sup>	10.8	10.7
Expense inflation base rate <sup>(3)</sup>	6.8	6.7

1. The principal assumptions relate only to the South African life insurance business. Assumptions relating to international life insurance businesses are based on local requirements and can differ from the South African assumptions.
2. The risk-free return was determined with reference to the market interest rate on South African government bonds at the valuation date. The investment return on balanced portfolio business was calculated by applying the above returns to an expected long-term asset distribution.
3. An additional 1% expense inflation is allowed for in some divisions to reflect the impact of closed books that are in run-off.

<b>NON-CONTROLLING INTERESTS</b>	<b>30.06.2015 %</b>	30.06.2014 %
Cannon Assurance	33.7	-
Eris Property Group	45.7	45.7
Metropolitan Botswana	-	24.2
Metropolitan Ghana	-	3.8
Metropolitan Health Botswana	28.0	28.0
Metropolitan Health Ghana	1.8	1.8
Metropolitan Health Group	17.6	17.6
Metropolitan Health Mauritius	5.0	5.0
Metropolitan Health Namibia Administrators	49.0	49.0
Metropolitan Kenya	33.7	33.7
Metropolitan Life Mauritius	30.0	30.0
Metropolitan Nigeria	50.0	50.0
Metropolitan Swaziland	33.0	33.0
Metropolitan Tanzania	33.0	33.0
Metropolitan Zambia	35.0	35.0
MMI Holdings Namibia	10.3	10.3
Momentum Mozambique	33.0	33.0
Momentum Swaziland	33.0	33.0

# MMI HOLDINGS GROUP – IFRS FINANCIAL INFORMATION

ANALYSIS OF ASSETS MANAGED AND/OR ADMINISTERED <sup>(1)</sup>	30.06.2015 Rm	30.06.2014 Rm
Managed and/or administered by Momentum Investments (net)		
Financial assets	<b>333 545</b>	370 073
Momentum Manager of Managers	<b>83 044</b>	72 846
Momentum Collective Investments	<b>54 977</b>	51 215
Metropolitan Collective Investments	<b>25 546</b>	55 538
Momentum Asset Management	<b>125 920</b>	141 874
Momentum Global Investments	<b>40 126</b>	36 076
Momentum Alternative Investments	<b>3 932</b>	12 524
Properties – Eris Property Group	<b>26 133</b>	24 448
On-balance sheet	<b>8 066</b>	7 406
Off-balance sheet	<b>18 067</b>	17 042
	<b>359 678</b>	394 521
Momentum Wealth linked product assets under administration	<b>138 854</b>	130 845
On-balance sheet	<b>85 433</b>	80 484
Off-balance sheet	<b>53 421</b>	50 361
Managed internally or by other managers within MMI	<b>70 450</b>	26 712
On-balance sheet	<b>64 872</b>	21 600
Off-balance sheet	<b>5 578</b>	5 112
Managed by external managers (on-balance sheet)	<b>16 789</b>	32 507
Properties managed internally or by other managers within MMI or externally	<b>2 506</b>	2 252
Momentum Employee Benefits – segregated assets	<b>1 517</b>	1 380
Momentum Employee Benefits – cell captives on-balance sheet	<b>16 381</b>	12 058
<b>Total assets managed and/or administered</b>	<b>606 175</b>	600 275
<b>Managed and/or administered by Momentum Investments (net)</b>		
On-balance sheet	<b>181 042</b>	181 915
Off-balance sheet	<b>178 636</b>	212 606
	<b>359 678</b>	394 521

1. Assets managed and/or administered are reported net of double counted assets except where one entity manages assets on behalf of another in the division, and both entities earn a fee on the same assets. Non-financial assets (except properties) have been excluded.

# MMI HOLDINGS GROUP – IFRS FINANCIAL INFORMATION

<b>NET FUNDS RECEIVED FROM CLIENTS</b> <sup>(1)</sup>	<b>Gross single inflows Rm</b>	<b>Gross recurring inflows Rm</b>	<b>Gross inflow Rm</b>	<b>Gross outflow Rm</b>	<b>Net inflow/ (outflow) Rm</b>
<b>12 mths to 30.06.2015</b>					
Momentum Retail	15 684	8 333	24 017	(23 636)	381
Metropolitan Retail	1 415	5 495	6 910	(4 967)	1 943
Momentum Employee Benefits	7 271	13 860	21 131	(15 933)	5 198
International	348	3 215	3 563	(1 953)	1 610
Momentum Investments	8 305	-	8 305	(11 277)	(2 972)
Metropolitan Health	-	387	387	(301)	86
Shareholder Capital	-	506	506	(442)	64
<b>Long-term insurance business fund flows</b>	<b>33 023</b>	<b>31 796</b>	<b>64 819</b>	<b>(58 509)</b>	<b>6 310</b>
<b>Off-balance sheet fund flows</b>					
Managed and/or administered by Momentum Investments (net)					
Financial assets <sup>(2)</sup>			65 329	(88 354)	(23 025)
Properties – Eris Property Group			2 912	(1 886)	1 026
Momentum Wealth linked product assets under administration			10 168	(10 582)	(414)
Managed internally or by other managers within MMI			1 280	(1 117)	163
Momentum Employee Benefits – segregated assets			3 077	(2 396)	681
<b>Total net funds received from clients</b>			<b>147 585</b>	<b>(162 844)</b>	<b>(15 259)</b>

<b>NET FUNDS RECEIVED FROM CLIENTS</b> <sup>(1)</sup>	<b>Gross single inflows Rm</b>	<b>Gross recurring inflows Rm</b>	<b>Gross inflow Rm</b>	<b>Gross outflow Rm</b>	<b>Net inflow/ (outflow) Rm</b>
<b>12 mths to 30.06.2014</b>					
Momentum Retail	14 661	7 856	22 517	(21 215)	1 302
Metropolitan Retail	1 507	5 313	6 820	(5 523)	1 297
Momentum Employee Benefits	7 060	10 283	17 343	(12 907)	4 436
International	277	2 621	2 898	(1 602)	1 296
Momentum Investments	6 262	-	6 262	(10 823)	(4 561)
Metropolitan Health	-	47	47	(46)	1
Shareholder Capital	23	332	355	(313)	42
<b>Long-term insurance business fund flows</b>	<b>29 790</b>	<b>26 452</b>	<b>56 242</b>	<b>(52 429)</b>	<b>3 813</b>
<b>Off-balance sheet fund flows</b>					
Managed and/or administered by Momentum Investments (net)					
Financial assets			70 048	(72 444)	(2 396)
Properties – Eris Property Group			2 114	(2 379)	(265)
Momentum Wealth linked product assets under administration			11 332	(11 163)	169
Managed internally or by other managers within MMI			842	(775)	67
Momentum Employee Benefits – segregated assets			2 571	(2 108)	463
<b>Total net funds received from clients</b>			<b>143 149</b>	<b>(141 298)</b>	<b>1 851</b>

- Assets managed and/or administered and the related fund flows are reported net of double counted assets except where one entity manages assets on behalf of another in the division, and both entities earn a fee on the same assets. Non-financial assets (except properties) have been excluded.
- Includes outflows of R31 billion relating to Metropolitan Collective Investments.

# MMI HOLDINGS GROUP – IFRS FINANCIAL INFORMATION

ANALYSIS OF ASSETS BACKING SHAREHOLDER EXCESS	30.06.2015		Restated 30.06.2014	
	Rm	%	Rm	%
Equity securities	346	1.4	1 533	6.2
Preference shares	1 497	6.1	1 354	5.5
Collective investment schemes	523	2.1	710	2.9
Debt securities	4 761	19.4	6 699	27.1
Properties	2 241	9.1	2 459	9.9
Owner-occupied properties	1 509	6.1	1 270	5.1
Investment properties	732	3.0	1 189	4.8
Cash and cash equivalents and funds on deposit	9 368	38.2	6 980	28.2
Intangible assets	8 503	34.6	8 129	32.9
Other net assets	1 322	5.4	563	2.3
	<b>28 561</b>	<b>116.4</b>	<b>28 427</b>	<b>114.9</b>
Redeemable preference shares	(292)	(1.2)	(313)	(1.3)
Subordinated redeemable debt	(3 298)	(13.4)	(3 075)	(12.4)
Treasury shares <sup>(1)</sup>	(424)	(1.7)	(305)	(1.2)
<b>Shareholder excess per reporting basis</b>	<b>24 547</b>	<b>100.0</b>	<b>24 734</b>	<b>100.0</b>

1. The elimination of treasury shares was previously included in equity securities. This is now disclosed as a separate line item to enhance comparability between periods.



# MMI HOLDINGS GROUP – IFRS FINANCIAL INFORMATION

## BUSINESS COMBINATIONS – JUNE 2015

### Cannon

On 2 October 2014, the group acquired an accounting ownership of 71% (legal ownership of 66%) of Cannon, a composite insurer, for R308 million. The minority shareholders of Cannon also acquired a minority stake in Metropolitan Life Kenya. This acquisition allowed for geographical as well as product diversification within the group's international operations. The purchase price allocation has been finalised and the transaction resulted in R103 million goodwill being recognised attributable to certain anticipated operating synergies.

### CareCross

On 19 November 2014, the group acquired 100% in CareCross, a health administrator, for R300 million in cash. It includes a majority share in Occupational Care South Africa (OCSA). This acquisition allowed for revenue diversification in the Metropolitan Health segment. The transaction did not result in any goodwill being recognised.

### Other

During the year the group also made a few smaller acquisitions.

The purchase price consideration, the net assets acquired and any relevant goodwill relating to the above two transactions are as follows:

June 2015	Total Rm	Cannon Rm	CareCross Rm
<b>Purchase consideration in total</b>	<b>608</b>	308	300
<b>Fair value of net assets</b>			
Intangible assets	566	174	392
Tangible assets	145	138	7
Financial instrument assets	241	228	13
Reinsurance contract assets	6	6	-
Insurance and other receivables	36	36	-
Other assets	39	19	20
Cash and cash equivalents	79	16	63
Insurance contract liabilities	(195)	(177)	(18)
Financial instrument liabilities	(38)	(38)	-
Other liabilities	(268)	(98)	(170)
<b>Net identifiable assets acquired</b>	<b>611</b>	304	307
Non-controlling interests (fair value method)	(95)	(88)	(7)
Goodwill recognised	103	103	-
Derecognition of Metropolitan Life Kenya shares	(11)	(11)	-
<b>Purchase consideration in cash</b>	<b>608</b>	308	300

The goodwill relating to the above transactions is not deductible for tax purposes. The above transactions contributed net income of R437 million and earnings of R43 million to the group results for the year.

# MMI HOLDINGS GROUP – IFRS FINANCIAL INFORMATION

## BUSINESS COMBINATIONS – JUNE 2014

### Guardrisk

On 3 March 2014, MMI Holdings Ltd acquired 100% of Guardrisk for R1.6 billion in cash. The transaction resulted in R567 million goodwill being recognised attributable to certain anticipated operating synergies.

### Providence

On 11 November 2013, the group acquired 100% of Providence, a health administrator, for R51 million in cash with an additional R57 million contingent consideration. The transaction resulted in R19 million goodwill being recognised attributable to certain anticipated operating synergies.

### Other

During the June 2014 year the group also had a few smaller acquisitions, relating mostly to life books being acquired.

The purchase price consideration, the net assets acquired and any relevant goodwill relating to the above transactions are as follows:

June 2014	Total	Guardrisk	Providence	Other
	Rm	Rm	Rm	Rm
<b>Purchase consideration in total</b>	<b>1 760</b>	1 607	108	45
<b>Fair value of net assets</b>				
Intangible assets	1 095	940	112	43
Tangible assets	5	1	2	2
Financial instrument assets	10 837	10 630	11	196
Reinsurance contracts	762	762	-	-
Insurance and other receivables	686	686	-	-
Other assets	176	176	-	-
Cash and cash equivalents	2 330	2 284	4	42
Insurance contract liabilities	(6 061)	(5 836)	-	(225)
Financial instrument liabilities	(7 305)	(7 298)	-	(7)
Other liabilities	(1 346)	(1 305)	(40)	(1)
<b>Net identifiable assets acquired</b>	<b>1 179</b>	1 040	89	50
Non-controlling interests (fair value method)	(5)	-	-	(5)
Goodwill recognised	586	567	19	-
Contingent liability payments	(57)	-	(57)	-
<b>Purchase consideration in cash</b>	<b>1 703</b>	1 607	51	45

The goodwill relating to the above transactions is not deductible for tax purposes. The above transactions contributed net income of R2 255 million and earnings of R83 million to the group results for the June 2014 year.

RECONCILIATION OF GOODWILL	30.06.2015	30.06.2014
	Rm	Rm
Carrying amount at beginning	1 088	502
Business combinations	234	586
Exchange differences	11	-
<b>Carrying amount at end</b>	<b>1 333</b>	1 088

## MMI HOLDINGS GROUP – SEGMENTAL INFORMATION

12 mths to 30.06.2015	Momentum Retail Rm	Metropolitan Retail Rm	Momentum Employee Benefits <sup>(3)</sup> Rm	International Rm	Momentum Investments Rm	Metropolitan Health Rm	Shareholder Capital Rm	Segmental total Rm	Reconciling items <sup>(1)</sup> Rm	IFRS total Rm
<b>Revenue</b>										
Net insurance premiums	24 017	6 910	21 131	3 563	8 305	387	506	<b>64 819</b>	(37 423)	<b>27 396</b>
Recurring premiums	8 333	5 495	13 860	3 215	-	387	506	<b>31 796</b>	(8 031)	<b>23 765</b>
Single premiums	15 684	1 415	7 271	348	8 305	-	-	<b>33 023</b>	(29 392)	<b>3 631</b>
Fee income	2 374	95	2 054	256	1 367	1 674	74	<b>7 894</b>	(539)	<b>7 355</b>
Fee income	2 374	95	2 054	256	1 367	1 674	74	<b>7 894</b>	439	<b>8 333</b>
Inter-segmental fee income	-	-	-	-	-	-	-	-	(978)	<b>(978)</b>
<b>Expenses</b>										
Net payments to contract holders										
External payments	23 636	4 967	15 933	1 953	11 277	301	442	<b>58 509</b>	(33 899)	<b>24 610</b>
Other expenses	3 916	1 982	4 120	1 431	1 189	1 481	1 043	<b>15 162</b>	2 963	<b>18 125</b>
Sales remuneration	2 072	893	1 391	544	-	7	87	<b>4 994</b>	77	<b>5 071</b>
Administration expenses <sup>(2)</sup>	1 844	1 089	1 532	887	1 028	1 462	437	<b>8 279</b>	1 079	<b>9 358</b>
Amortisation due to business combinations and impairments	-	-	-	-	58	12	40	<b>110</b>	891	<b>1 001</b>
Cell captive business	-	-	1 197	-	-	-	-	<b>1 197</b>	-	<b>1 197</b>
Direct property expenses	-	-	-	-	-	-	-	-	120	<b>120</b>
Asset management and other fee expenses	-	-	-	-	103	-	252	<b>355</b>	1 774	<b>2 129</b>
Holding company expenses	-	-	-	-	-	-	227	<b>227</b>	-	<b>227</b>
Inter-segmental expenses	-	-	-	-	-	-	-	-	(978)	<b>(978)</b>
<b>Diluted core headline earnings</b>	<b>1 531</b>	<b>738</b>	<b>660</b>	<b>152</b>	<b>181</b>	<b>209</b>	<b>365</b>	<b>3 836</b>	-	<b>3 836</b>
Operating profit	2 129	1 026	918	185	206	272	(21)	<b>4 715</b>	-	<b>4 715</b>
Tax on operating profit	(598)	(288)	(258)	(33)	(61)	(76)	(48)	<b>(1 362)</b>	-	<b>(1 362)</b>
Investment income	-	-	-	-	50	19	549	<b>618</b>	-	<b>618</b>
Tax on investment income	-	-	-	-	(14)	(6)	(115)	<b>(135)</b>	-	<b>(135)</b>
Actuarial liabilities	184 048	33 226	91 912	10 095	34 420	30	4 203	<b>357 934</b>	(115)	<b>357 819</b>

- The 'Reconciling items' column includes: an adjustment to reverse investment contract premiums (R37 673 million) and claims (R33 899 million); FNB Life excluded from Metropolitan Retail (premiums R250 million, fee income R10 million, sales remuneration R84 million and expenses R184 million); grossing up of fee income and expenses relating to the Shareholder Capital segment that are set off for management reporting purposes (R355 million); non-recurring items of R378 million; direct property and asset management fees for all segments, except non-life segments, that are set off against investment income for management reporting purposes but shown as an expense for accounting purposes; the amortisation of intangibles relating to business combinations; expenses relating to consolidated collective investment schemes (R17 million); other minor adjustments to expenses (R145 million), sales remuneration (R7 million) and fee income (R74 million); and adjustments to actuarial liabilities representing inter-segmental liabilities.
- Administration expenses for the current year include the following relating to new acquisitions: International – R54 million relating to Cannon; Metropolitan Health – R258 million relating to CareCross.
- Momentum Employee Benefits includes net insurance premiums (R5 484 million), fee income (R577 million), net payments to contract holders (R3 502 million), sales remuneration (R1 293 million), administration expenses (R272 million), cell captive business expenses (R1 197 million) and actuarial liabilities (R17 460 million) relating to Guardrisk (now including Momentum Ability).

## MMI HOLDINGS GROUP – SEGMENTAL INFORMATION

Restated 12 mths to 30.06.2014	Momentum Retail Rm	Metropolitan Retail Rm	Momentum Employee Benefits <sup>(2)</sup> Rm	International Rm	Momentum Investments Rm	Metropolitan Health Rm	Shareholder Capital Rm	Segmental total Rm	Reconciling items <sup>(1)</sup> Rm	IFRS total Rm
<b>Revenue</b>										
Net insurance premiums	22 517	6 820	17 343	2 898	6 262	47	355	<b>56 242</b>	(33 104)	<b>23 138</b>
Recurring premiums	7 856	5 313	10 283	2 621	-	47	332	<b>26 452</b>	(6 713)	<b>19 739</b>
Single premiums	14 661	1 507	7 060	277	6 262	-	23	<b>29 790</b>	(26 391)	<b>3 399</b>
Fee income	2 034	112	1 479	184	1 442	1 513	168	<b>6 932</b>	(365)	<b>6 567</b>
Fee income	2 034	112	1 479	184	1 442	1 513	168	<b>6 932</b>	444	<b>7 376</b>
Inter-segmental fee income	-	-	-	-	-	-	-	-	(809)	<b>(809)</b>
<b>Expenses</b>										
Net payments to contract holders										
External payments	21 215	5 523	12 907	1 602	10 823	46	313	<b>52 429</b>	(30 108)	<b>22 321</b>
Other expenses	3 474	2 100	2 316	1 168	1 195	1 311	830	<b>12 394</b>	2 831	<b>15 225</b>
Sales remuneration	1 892	937	519	424	-	-	71	<b>3 843</b>	56	<b>3 899</b>
Administration expenses	1 582	1 163	1 426	729	954	1 288	197	<b>7 339</b>	852	<b>8 191</b>
Amortisation due to business combinations and impairments	-	-	-	15	9	14	39	<b>77</b>	776	<b>853</b>
Cell captive business	-	-	371	-	-	-	-	<b>371</b>	-	<b>371</b>
Direct property expenses	-	-	-	-	-	-	-	-	159	<b>159</b>
Asset management and other fee expenses	-	-	-	-	232	9	270	<b>511</b>	1 819	<b>2 330</b>
Holding company expenses	-	-	-	-	-	-	253	<b>253</b>	-	<b>253</b>
Inter-segmental expenses	-	-	-	-	-	-	-	-	(831)	<b>(831)</b>
<b>Diluted core headline earnings</b>	<b>1 372</b>	<b>587</b>	<b>516</b>	<b>122</b>	<b>197</b>	<b>171</b>	<b>656</b>	<b>3 621</b>	-	<b>3 621</b>
Operating profit	1 908	814	704	155	219	205	(38)	<b>3 967</b>	-	<b>3 967</b>
Tax on operating profit	(536)	(227)	(188)	(33)	(59)	(44)	12	<b>(1 075)</b>	-	<b>(1 075)</b>
Investment income	-	-	-	-	51	14	864	<b>929</b>	-	<b>929</b>
Tax on investment income	-	-	-	-	(14)	(4)	(182)	<b>(200)</b>	-	<b>(200)</b>
Actuarial liabilities	175 869	32 296	82 902	9 152	34 942	8	3 528	<b>338 697</b>	(98)	<b>338 599</b>

1. The 'Reconciling items' column includes an adjustment to reverse investment contract premiums (R33 305 million) and claims (R30 108 million); FNB Life excluded from Metropolitan Retail (premiums R201 million, fee income R20 million, sales remuneration R64 million and expenses R159 million); grossing up of fee income and expenses relating to the Shareholder Capital segment that are set off for management reporting purposes (R334 million); non-recurring items of R192 million; direct property and asset management fees for all segments, except non-life segments, that are set off against investment income for management reporting purposes but shown as an expense for accounting purposes; the amortisation of intangibles relating to business combinations; expenses relating to consolidated collective investment schemes (R6 million); other minor adjustments to expenses (R161 million), sales remuneration (R8 million) and fee income (R90 million); and adjustments to actuarial liabilities representing inter-segmental liabilities.

2. Momentum Employee Benefits includes net insurance premiums (R1 927 million), fee income (R192 million), net payments to contract holders (R1 642 million), sales remuneration (R415 million), administration expenses (R88 million), cell captive business expenses (R371 million) and actuarial liabilities (R15 869 million) relating to Guardrisk (now including Momentum Ability).

## MMI HOLDINGS GROUP – SEGMENTAL INFORMATION

CHANGE IN DILUTED CORE HEADLINE EARNINGS	Change %	12 mths to 30.06.2015 Rm	12 mths to 30.06.2014 Rm
Momentum Retail	12	1 531	1 372
Metropolitan Retail	26	738	587
Momentum Employee Benefits	28	660	516
International	25	152	122
Momentum Investments	(8)	181	197
Metropolitan Health	22	209	171
<b>Operating divisions</b>	<b>17</b>	<b>3 471</b>	<b>2 965</b>
Shareholder Capital	(44)	365	656
<b>Total diluted core headline earnings</b>	<b>6</b>	<b>3 836</b>	<b>3 621</b>

RECONCILIATION OF MOMENTUM INVESTMENTS	12 mths to 30.06.2015 Rm	12 mths to 30.06.2014 Rm
<b>Revenue</b>	<b>1 410</b>	<b>1 463</b>
Fee income	1 367	1 442
Other income	43	21
<b>Expenses and finance costs</b>	<b>(1 237)</b>	<b>(1 239)</b>
Other expenses	(1 189)	(1 195)
Finance costs	(48)	(44)
<b>Share of profit of associates</b>	<b>6</b>	<b>9</b>
<b>Non-controlling interests</b>	<b>(36)</b>	<b>(23)</b>
	<b>143</b>	<b>210</b>
<b>Core adjustments</b>	<b>63</b>	<b>9</b>
<b>Operating profit before tax</b>	<b>206</b>	<b>219</b>
Tax on operating profit	(61)	(59)
Investment income	50	51
Tax on investment income	(14)	(14)
<b>Diluted core headline earnings</b>	<b>181</b>	<b>197</b>

## MMI HOLDINGS GROUP – SEGMENTAL INFORMATION

RECONCILIATION OF METROPOLITAN HEALTH	12 mths to 30.06.2015 Rm	12 mths to 30.06.2014 Rm
<b>Revenue</b>	<b>2 061</b>	<b>1 560</b>
Net insurance premiums	<b>387</b>	47
Fee income	<b>1 674</b>	1 513
<b>Expenses</b>	<b>(1 782)</b>	<b>(1 357)</b>
Net payments to contract holders	<b>(301)</b>	(46)
Other expenses	<b>(1 481)</b>	(1 311)
<b>Non-controlling interests</b>	<b>(3)</b>	-
	<b>276</b>	203
<b>Core adjustments</b>	<b>(4)</b>	2
Impairments and amortisation of intangibles relating to business combinations	<b>12</b>	14
Adjustments for dilution	<b>(19)</b>	(13)
Other	<b>3</b>	1
<b>Operating profit before tax</b>	<b>272</b>	205
Tax on operating profit	<b>(76)</b>	(44)
Investment income	<b>19</b>	14
Tax on investment income	<b>(6)</b>	(4)
<b>Diluted core headline earnings</b>	<b>209</b>	171
<b>Additional off-balance sheet information</b>		
Assets under administration at reporting date	<b>10 776</b>	10 686
Gross recurring inflow of funds	<b>42 162</b>	41 137
Gross outflow of funds	<b>(37 582)</b>	(36 791)
<b>RECONCILIATION OF GUARDRISK (PROMOTER CELL <sup>(1)</sup>)</b>	<b>12 mths to 30.06.2015 Rm</b>	<b>4 mths to 30.06.2014 Rm</b>
<b>Revenue by type</b>	<b>495</b>	<b>165</b>
Management fees	<b>353</b>	121
Investment fees	<b>51</b>	22
Underwriting profit	<b>23</b>	2
Other income	<b>3</b>	1
Investment income	<b>65</b>	19
<b>Expenses and finance costs</b>	<b>(273)</b>	<b>(81)</b>
Administration expenses	<b>(263)</b>	(80)
Finance costs	<b>(10)</b>	(1)
<b>Operating profit before tax</b>	<b>222</b>	84
Tax attributable to promoter operating profit	<b>(62)</b>	(10)
<b>Diluted core headline earnings</b>	<b>160</b>	74

1. An insurer that enters into contractual arrangements with cell shareholders whereby the risks and rewards associated with certain insurance activities accruing to the cell shareholder, in relation to the insurer, is specified. The promoter cell will exclude all assets and liabilities and related income and expenses of the cell arrangements.

# MMI HOLDINGS GROUP – SEGMENTAL INFORMATION

RECONCILIATION OF SHAREHOLDER CAPITAL	12 mths to 30.06.2015 Rm	Restated 12 mths to 30.06.2014 Rm
<b>Revenue</b>		
Net insurance premiums (excluding investment business)	506	332
Balance Sheet Management income including fee income	791	607
Guaranteed portfolios earnings	354	299
Returns in excess of benchmark	234	160
Returns on working capital and other	203	148
Other income	127	18
<b>Total income</b>	<b>1 424</b>	<b>957</b>
<b>Expenses</b>		
Net payments to contract holders (excluding investment business)	(442)	(204)
Other expenses	(1 003)	(791)
Balance Sheet Management	(203)	(196)
Strategic initiatives and other <sup>(1)</sup>	(573)	(342)
Holding company	(227)	(253)
<b>Total expenses</b>	<b>(1 445)</b>	<b>(995)</b>
<b>Operating loss before tax</b>	<b>(21)</b>	<b>(38)</b>
Tax on operating loss	(48)	12
Investment income	549	864
Tax on investment income	(115)	(182)
<b>Diluted core headline earnings</b>	<b>365</b>	<b>656</b>

1. Includes Momentum Short-term Insurance, Solvency Assessment and Management (SAM) costs, India joint venture costs and other strategic initiatives.

# MMI HOLDINGS GROUP – SEGMENTAL INFORMATION

PAYMENTS TO CONTRACT HOLDERS	12 mths to 30.06.2015 Rm	12 mths to 30.06.2014 Rm
<b>Momentum Retail</b>	<b>23 636</b>	21 215
Death and disability claims	3 730	3 412
Maturity claims	7 546	6 444
Annuities	4 763	4 505
Withdrawal benefits	80	46
Surrenders	8 523	7 569
Re-insurance recoveries	(1 006)	(761)
<b>Metropolitan Retail</b>	<b>4 967</b>	5 523
Death and disability claims	1 093	1 049
Maturity claims	1 668	2 373
Annuities	620	558
Withdrawal benefits	84	97
Surrenders	1 560	1 542
Re-insurance recoveries	(58)	(96)
<b>Momentum Employee Benefits <sup>(1)</sup></b>	<b>15 933</b>	12 907
Death and disability claims	4 589	3 635
Maturity claims	948	667
Annuities	1 554	765
Withdrawals and surrenders	4 020	3 358
Terminations and disinvestments	3 109	3 802
Short-term insurance	4 745	1 880
Re-insurance recoveries	(3 032)	(1 200)
<b>International</b>	<b>1 953</b>	1 602
Death and disability claims	813	701
Maturity claims	371	284
Annuities	99	97
Withdrawal benefits	108	90
Surrenders	498	395
Terminations and disinvestments	194	80
Re-insurance recoveries	(130)	(45)
<b>Momentum Investments</b>		
Withdrawals	11 277	10 823
<b>Metropolitan Health</b>		
Claims – capitation agreements	301	46
<b>Shareholder Capital</b>		
Claims	442	313
<b>Total payments to contract holders</b>	<b>58 509</b>	52 429
Reconciling items <sup>(2)</sup>	(33 899)	(30 108)
<b>Net insurance benefits and claims per income statement</b>	<b>24 610</b>	22 321

1. Included in Momentum Employee Benefits above is R6 119 million claims (30.06.2014: R2 556 million) and R2 617 million re-insurance recoveries (30.06.2014: R914 million) relating to Guardrisk (now including Momentum Ability).
2. Relates mainly to payments to investment contract holders.



## MMI HOLDINGS GROUP – SEGMENTAL INFORMATION

NUMBER OF EMPLOYEES	30.06.2015	30.06.2014
Indoor staff	<b>10 438</b>	9 877
Momentum Retail	<b>1 841</b>	1 711
Metropolitan Retail	<b>1 052</b>	1 174
Momentum Employee Benefits <sup>(1)</sup>	<b>1 668</b>	1 650
International <sup>(2)</sup>	<b>1 010</b>	1 037
Momentum Investments	<b>651</b>	667
Metropolitan Health <sup>(3)</sup>	<b>2 902</b>	2 553
Shareholder Capital		
Balance Sheet Management	<b>78</b>	68
Group services <sup>(4)</sup>	<b>925</b>	781
Short-term insurance	<b>311</b>	236
Field staff	<b>6 801</b>	6 815
Momentum Retail	<b>1 327</b>	1 041
Metropolitan Retail	<b>3 840</b>	4 424
International <sup>(2)</sup>	<b>1 634</b>	1 350
<b>Total</b>	<b>17 239</b>	16 692

1. Momentum Employee Benefits in the current year includes 220 (30.06.2014: 218) employees relating to Guardrisk (now including Momentum Ability).
2. International in the current year includes 87 employees relating to Cannon indoor staff and 201 employees relating to Cannon field staff.
3. Metropolitan Health in the current year includes 467 employees relating to CareCross.
4. Group services in the current year includes 83 employees transferred from operating divisions.

## MMI HOLDINGS GROUP – STATUTORY EXCESS

STATUTORY EXCESS	30.06.2015 Rm	30.06.2014 Rm
<b>Group excess per reporting basis</b>	<b>24 547</b>	24 734
Net assets – other businesses	<b>(3 256)</b>	(2 999)
Fair value adjustments on Metropolitan business acquisition and other consolidation adjustments	<b>(3 826)</b>	(4 343)
<b>Excess – long-term insurance business, net of non-controlling interests <sup>(1)</sup></b>	<b>17 465</b>	17 392
Disregarded assets <sup>(2)</sup>	<b>(1 010)</b>	(966)
Difference between statutory and published valuation methods	<b>(839)</b>	(571)
Write-down of subsidiaries and associates for statutory purposes	<b>(1 210)</b>	(1 387)
Unsecured subordinated debt	<b>3 320</b>	3 075
Consolidation adjustments	<b>141</b>	(23)
<b>Statutory excess – long-term insurance business</b>	<b>17 867</b>	17 520
Capital adequacy requirement (CAR) (Rm) <sup>(3)</sup>	<b>6 639</b>	6 221
Ratio of long-term insurance business excess to CAR (times)	<b>2.7</b>	2.8
Discretionary margins	<b>13 620</b>	14 161

1. The long-term insurance business includes both insurance and investment contract business and is the simple aggregate of all the life insurance companies in the group, including life insurance companies in Africa; in respect of Guardrisk only including MMI's promoter exposure to the South African long-term insurance business, Guardrisk Life Ltd. It excludes the short-term insurance businesses of Guardrisk, Momentum Short-term Insurance and Cannon (Kenya) due to it being classified as non-covered, as well as the other non-life insurance entities. Guardrisk Life Ltd was transferred to covered business 1 July 2014, with a statutory excess of R44 million and capital adequacy requirement of R20 million. The figures are after non-controlling interests but excludes certain items which are eliminated on consolidation.
2. Disregarded assets are those as defined in the South African Long-term Insurance Act, 52 of 1998, and are only applicable to South African long-term insurance companies. Adjustments are also made for the international insurance companies from reporting excess to statutory excess as required by their regulators. It includes Sage intangible assets of R518 million (30.06.2014: R546 million).
3. Aggregation of separate company's capital adequacy requirements (CARs), with no assumption of diversification benefits.

# MMI HOLDINGS GROUP – EMBEDDED VALUE INFORMATION

EMBEDDED VALUE RESULTS AS AT	30.06.2015 Rm	30.06.2014 Rm
<b>Covered business</b>		
Reporting excess – long-term insurance business <sup>(1)</sup>	17 465	17 392
Reclassification to non-covered business	<b>(1 204)</b>	(1 459)
	<b>16 261</b>	15 933
Disregarded assets <sup>(2)</sup>	<b>(575)</b>	(682)
Difference between statutory and published valuation methods	<b>(839)</b>	(571)
Dilutory effect of subsidiaries <sup>(3)</sup>	<b>(38)</b>	(34)
Consolidation adjustments <sup>(4)</sup>	<b>(5)</b>	(77)
Value of MMI Group Ltd preference shares issued	<b>(500)</b>	(500)
<b>Diluted adjusted net worth – covered business</b>	<b>14 304</b>	14 069
<b>Net value of in-force business</b>	<b>21 696</b>	20 324
<b>Diluted embedded value – covered business</b>	<b>36 000</b>	34 393
<b>Non-covered business</b>		
Net assets – non-covered business within life insurance companies	1 204	1 459
Net assets – non-covered business outside life insurance companies	3 256	2 999
Consolidation adjustments and transfers to covered business <sup>(4)</sup>	<b>(3 024)</b>	(2 291)
Adjustments for dilution <sup>(5)</sup>	<b>819</b>	720
<b>Diluted adjusted net worth – non-covered business</b>	<b>2 255</b>	2 887
<b>Write-up to directors' value</b>	<b>2 075</b>	2 395
Non-covered business <sup>(1)</sup>	4 143	4 188
Holding company expenses <sup>(6)</sup>	<b>(1 578)</b>	(1 383)
International holding company expenses <sup>(6)</sup>	<b>(490)</b>	(410)
<b>Diluted embedded value – non-covered business</b>	<b>4 330</b>	5 282
Diluted adjusted net worth	<b>16 559</b>	16 956
Net value of in-force business	<b>21 696</b>	20 324
Write-up to directors' value	<b>2 075</b>	2 395
<b>Diluted embedded value</b>	<b>40 330</b>	39 675
Required capital – covered business (adjusted for qualifying debt) <sup>(7)</sup>	<b>7 306</b>	7 039
Surplus capital – covered business	<b>6 998</b>	7 030
Diluted embedded value per share (cents)	<b>2 514</b>	2 474
Diluted adjusted net worth per share (cents)	<b>1 032</b>	1 057
Diluted number of shares in issue (million) <sup>(8)</sup>	<b>1 604</b>	1 604

- Guardrisk Life Ltd was included as part of non-covered business at 30 June 2014 at a directors' valuation of R368 million. On 1 July 2014 Guardrisk Life Ltd was transferred to covered business (adjusted net worth of R44 million and value of in-force of R324 million).
- Disregarded assets include Sage intangible assets of R518 million (30.06.2014: R546 million), goodwill and various other items.
- For accounting purposes, Metropolitan Health has been consolidated at 100%, while MMI Holdings Namibia, Metropolitan Kenya and Cannon have been consolidated at 96% in the statement of financial position, for the current year. For embedded value purposes, disclosed on a diluted basis, the non-controlling interests and related funding have been reinstated.
- Consolidation adjustments include mainly goodwill and intangibles in subsidiaries that are eliminated.
- Adjustments for dilution are made up as follows:
  - Dilutory effect of subsidiaries (note 3): R103 million (30.06.2014: R102 million)
  - Treasury shares held on behalf of contract holders: R424 million (30.06.2014: R305 million)
  - Liability – MMI Holdings Ltd convertible preference shares issued to KTH: R292 million (30.06.2014: R313 million)
- The holding company expenses reflect the present value of projected recurring head office expenses. The international holding company expenses reflect the allowance for support services to the international life assurance and health businesses.
- The required capital for covered business amounts to R10 604 million (30.06.2014: R10 114 million) and is adjusted for qualifying debt of R3 298 million (30.06.2014: R3 075 million).
- The diluted number of shares in issue takes into account all issued shares, assuming conversion of the convertible redeemable preference shares, and includes the treasury shares held on behalf of contract holders.

# MMI HOLDINGS GROUP – EMBEDDED VALUE INFORMATION

ANALYSIS OF NET VALUE OF IN-FORCE BUSINESS PER DIVISION	30.06.2015 Rm	30.06.2014 Rm
Momentum Retail	10 062	9 674
Gross value of in-force business	11 486	11 212
Less cost of required capital	(1 424)	(1 538)
Metropolitan Retail	3 661	3 738
Gross value of in-force business	4 374	4 445
Less cost of required capital	(713)	(707)
Momentum Employee Benefits <sup>(1)</sup>	5 200	4 242
Gross value of in-force business	5 954	4 892
Less cost of required capital	(754)	(650)
International	2 108	1 832
Gross value of in-force business	2 310	2 006
Less cost of required capital	(202)	(174)
Shareholder Capital	665	838
Gross value of in-force business <sup>(2)</sup>	665	838
Less cost of required capital	-	-
<b>Net value of in-force business</b>	<b>21 696</b>	<b>20 324</b>

## Notes

- Guardrisk Life Ltd is included within Momentum Employee Benefits at 30 June 2015. The business was transferred effective 1 July 2014 with gross value of in-force of R348 million less cost of capital of R24 million at that date.
- The value of in-force in the Shareholder Capital represents discretionary margins managed centrally by Balance Sheet Management.

# MMI HOLDINGS GROUP – EMBEDDED VALUE INFORMATION

EMBEDDED VALUE PER DIVISION	Adjusted net worth Rm	Net value of in-force Rm	30.06.2015 Rm	30.06.2014 Rm
<b>Covered business</b>				
South African life licences	12 452	19 588	<b>32 040</b>	31 053
MMI Group Ltd	12 280	19 052	<b>31 332</b>	30 994
Guardrisk Life Ltd <sup>(1)</sup>	113	536	<b>649</b>	-
Metropolitan Odyssey Ltd	59	-	<b>59</b>	59
International	1 852	2 108	<b>3 960</b>	3 340
MMI Holdings Namibia Ltd	677	1 295	<b>1 972</b>	1 793
Metropolitan Life of Botswana Ltd	354	217	<b>571</b>	341
Metropolitan Lesotho Ltd	370	477	<b>847</b>	783
Other international businesses	451	119	<b>570</b>	423
<b>Total covered business</b>	<b>14 304</b>	<b>21 696</b>	<b>36 000</b>	<b>34 393</b>
	<b>Adjusted net worth Rm</b>	<b>Write-up to directors' value Rm</b>	<b>30.06.2015 Rm</b>	<b>30.06.2014 Rm</b>
<b>Non-covered business</b>				
Momentum Investments <sup>(2)</sup>	1 007	1 158	<b>2 165</b>	1 928
Health businesses <sup>(3)</sup>	445	1 215	<b>1 660</b>	1 761
Momentum Retail (Wealth) <sup>(3)</sup>	344	473	<b>817</b>	655
Guardrisk business <sup>(1,3)</sup>	448	998	<b>1 446</b>	1 607
Momentum Short-term Insurance (MSTI)	295	82	<b>377</b>	319
International <sup>(4, 5)</sup>	(532)	(273)	<b>(805)</b>	(386)
MMI Holdings (after consolidation adjustments) <sup>(5)</sup>	248	(1 578)	<b>(1 330)</b>	(602)
<b>Total non-covered business</b>	<b>2 255</b>	<b>2 075</b>	<b>4 330</b>	<b>5 282</b>
<b>Total embedded value</b>	<b>16 559</b>	<b>23 771</b>	<b>40 330</b>	<b>39 675</b>
Diluted adjusted net worth – non-covered business	(2 255)			
Adjustments to covered business – adjusted net worth	3 161			
<b>Reporting excess – long-term insurance business</b>	<b>17 465</b>			

- Guardrisk Life Ltd was included as part of non-covered business at 30 June 2014 at a directors' valuation of R368 million. On 1 July 2014 Guardrisk Life Ltd was transferred to covered business (adjusted net worth of R44 million and value of in-force of R324 million).
- Momentum Investments subsidiaries are valued using forward price-earnings multiples applied to the relevant sustainable earnings bases.
- The Health businesses, Momentum Retail (Wealth off-balance sheet) and Guardrisk are valued using embedded value methodology.
- Cannon is included within International's non-covered business at 30 June 2015.
- The holding company expenses reflect the present value of projected recurring head office expenses. The international holding company expenses reflect the allowance for support services to the international life assurance and health businesses.

# MMI HOLDINGS GROUP – EMBEDDED VALUE INFORMATION

ANALYSIS OF CHANGES IN GROUP EMBEDDED VALUE	Notes	Covered business			12 mths to 30.06.2015	12 mths to 30.06.2014
		Adjusted net worth (ANW) Rm	Gross Value of in-force (VIF) Rm	Cost of CAR Rm	Total EV Rm	Total EV Rm
Profit from new business		(1 345)	2 615	(216)	1 054	875
Embedded value from new business	A	(1 345)	2 513	(214)	954	779
Expected return to end of period	B	-	102	(2)	100	96
Profit from existing business		4 289	(1 162)	136	3 263	3 228
Expected return – unwinding of RDR	B	-	2 551	(338)	2 213	1 786
Release from the cost of required capital	C	-	-	445	445	407
Expected (or actual) net of tax profit transfer to net worth	D	4 128	(4 128)	-	-	-
Operating experience variances	E	474	261	(34)	701	544
Development expenses	F	(79)	-	-	(79)	-
Operating assumption changes	G	(234)	154	63	(17)	491
<b>Embedded value profit from operations</b>		2 944	1 453	(80)	4 317	4 103
Investment return on adjusted net worth	H	664	-	-	664	1 063
Investment variances	I	61	(494)	27	(406)	1 278
Economic assumption changes	J	(23)	12	69	58	(321)
Exchange rate movements		(12)	4	1	(7)	(2)
<b>Embedded value profit – covered business</b>		3 634	975	17	4 626	6 121
Transfer of business from/(to) non-covered business	K	202	348	(27)	523	(6)
Changes in share capital	L	143	73	(14)	202	42
Dividend paid		(3 744)	-	-	(3 744)	(3 271)
<b>Change in embedded value – covered business</b>		235	1 396	(24)	1 607	2 886
<b>Non-covered business</b>						
Change in directors' valuation and other items					(557)	718
Holding company expenses					(275)	(175)
<b>Embedded value profit – non-covered business</b>					(832)	543
Changes in share capital	L				(202)	(42)
Dividend paid					649	1 179
Finance costs – preference shares					(44)	(45)
Transfer of business (to)/from covered business	K				(523)	6
<b>Change in embedded value – non-covered business</b>					(952)	1 641
<b>Total change in group embedded value</b>					655	4 527
<b>Total embedded value profit</b>					3 794	6 664
Return on embedded value (%) - internal rate of return					9.6%	19.0%

# MMI HOLDINGS GROUP – EMBEDDED VALUE INFORMATION

## A. VALUE OF NEW BUSINESS

VALUE OF NEW BUSINESS	Momentum Retail Rm	Metropolitan Retail <sup>(1)</sup> Rm	Momentum Employee Benefits Rm	International Rm	Total Rm
<b>12 mths to 30.06.2015</b>					
Value of new business	246	186	456	66	<b>954</b>
Gross	305	233	552	78	<b>1 168</b>
Less cost of required capital	(59)	(47)	(96)	(12)	<b>(214)</b>
New business premiums	18 138	2 460	8 351	686	<b>29 635</b>
Recurring premiums	1 077	1 045	1 564	402	<b>4 088</b>
Single premiums	17 061	1 415	6 787	284	<b>25 547</b>
New business premiums (APE)	2 783	1 187	2 243	430	<b>6 643</b>
New business premiums (PVP)	22 924	5 117	20 191	2 164	<b>50 396</b>
Profitability of new business as a percentage of APE	8.8	15.7	20.3	15.3	<b>14.4</b>
Profitability of new business as a percentage of PVP	1.1	3.6	2.3	3.0	<b>1.9</b>
<b>Restated</b>					
<b>12 mths to 30.06.2014</b>					
Value of new business	240	236	254	49	<b>779</b>
Gross	312	276	299	61	<b>948</b>
Less cost of required capital	(72)	(40)	(45)	(12)	<b>(169)</b>
New business premiums	15 948	2 160	6 384	541	<b>25 033</b>
Recurring premiums	1 022	1 083	1 033	327	<b>3 465</b>
Single premiums	14 926	1 077	5 351	214	<b>21 568</b>
New business premiums (APE)	2 515	1 191	1 568	348	<b>5 622</b>
New business premiums (PVP)	20 434	4 948	14 491	1 866	<b>41 739</b>
Profitability of new business as a percentage of APE	9.5	19.8	16.2	14.1	<b>13.9</b>
Profitability of new business as a percentage of PVP	1.2	4.8	1.8	2.6	<b>1.9</b>

1. The Metropolitan Retail APE and PVP have been changed to only reflect the initial inflows on certain early retirement annuity business (comparatives have been restated). This reduced APE by R64 million (30.06.2014: R42 million) and PVP by R635 million (30.06.2014: R424 million). This had no impact on value of new business.
2. Value of new business and new business premiums are net of non-controlling interests.
3. The value of new business has been calculated on closing assumptions. Investment yields at the point of sale have been used for fixed annuity and guaranteed endowment business, for other business the investment yields at the end of the year have been used.

# MMI HOLDINGS GROUP – EMBEDDED VALUE INFORMATION

ANALYSIS OF NEW BUSINESS PREMIUMS	Momentum	Metropolitan	Momentum	International	Total
	Retail	Retail <sup>(1)</sup>	Employee		
	Rm	Rm	Benefits	Rm	Rm
			Rm		
<b>12 mths to 30.06.2015</b>					
New business premiums	18 138	2 460	8 351	686	<b>29 635</b>
Recurring premiums	1 077	1 045	1 564	402	<b>4 088</b>
Risk	509	668	843	-	<b>2 020</b>
Savings/Investments	568	377	721	-	<b>1 666</b>
International	-	-	-	402	<b>402</b>
Single premiums	17 061	1 415	6 787	284	<b>25 547</b>
Savings/Investments	16 418	277	4 652	-	<b>21 347</b>
Annuities	643	1 138	2 135	-	<b>3 916</b>
International	-	-	-	284	<b>284</b>
New business premiums (APE)	2 783	1 187	2 243	430	<b>6 643</b>
Risk	509	668	843	-	<b>2 020</b>
Savings/Investments	2 210	405	1 186	-	<b>3 801</b>
Annuities	64	114	214	-	<b>392</b>
International	-	-	-	430	<b>430</b>
<b>Restated</b>					
<b>12 mths to 30.06.2014</b>					
New business premiums	15 948	2 160	6 384	541	<b>25 033</b>
Recurring premiums	1 022	1 083	1 033	327	<b>3 465</b>
Risk	501	713	408	-	<b>1 622</b>
Savings/Investments	521	370	625	-	<b>1 516</b>
International	-	-	-	327	<b>327</b>
Single premiums	14 926	1 077	5 351	214	<b>21 568</b>
Savings/Investments	14 130	201	4 198	-	<b>18 529</b>
Annuities	796	876	1 153	-	<b>2 825</b>
International	-	-	-	214	<b>214</b>
New business premiums (APE)	2 515	1 191	1 568	348	<b>5 622</b>
Risk	501	713	408	-	<b>1 622</b>
Savings/Investments	1 934	390	1 045	-	<b>3 369</b>
Annuities	80	88	115	-	<b>283</b>
International	-	-	-	348	<b>348</b>

1. The Metropolitan Retail APE and PVP have been changed to only reflect the initial inflows on certain early retirement annuity business (comparatives have been restated). This reduced APE by R64 million (30.06.2014: R42 million) and PVP by R635 million (30.06.2014: R424 million). This had no impact on value of new business.



# MMI HOLDINGS GROUP – EMBEDDED VALUE INFORMATION

RECONCILIATION OF LUMP SUM INFLOWS	12 mths to 30.06.2015 Rm	Restated 12 mths to 30.06.2014 Rm
<b>Total lump sum inflows</b>	<b>33 023</b>	29 790
Inflows not included in value of new business	<b>(8 966)</b>	(8 670)
Term extensions on maturing policies	<b>558</b>	465
Retirement annuity proceeds invested in living annuities	<b>822</b>	-
Non-controlling interests and other adjustments	<b>110</b>	(17)
<b>Single premiums included in value of new business</b>	<b>25 547</b>	21 568

1. The Metropolitan Retail APE and PVP have been changed to only reflect the initial inflows on certain early retirement annuity business (comparatives have been restated). This reduced APE by R64 million (30.06.2014: R42 million) and PVP by R635 million (30.06.2014: R424 million). This had no impact on value of new business.

## B. EXPECTED RETURN

The expected return is determined by applying the risk discount rate applicable at the beginning of the reporting year to the present value of in-force covered business at the beginning of the reporting year and adding the expected return on new business, which is determined by applying the current risk discount rate to the value of new business from the point of sale to the end of the year.

## C. RELEASE FROM THE COST OF REQUIRED CAPITAL

The release from the cost of required capital represents the difference between the risk discount rate and the expected after tax investment return on the assets backing the required capital over the year.

## D. EXPECTED (OR ACTUAL) NET OF TAX PROFIT TRANSFER TO NET WORTH

The expected profit transfer for covered business from the present value of in-force to the adjusted net worth is calculated on the statutory valuation method.

# MMI HOLDINGS GROUP – EMBEDDED VALUE INFORMATION

## E. OPERATING EXPERIENCE VARIANCES

OPERATING EXPERIENCE VARIANCES	Notes	12 mths to 30.06.2015			12 mths to
		ANW Rm	Net VIF Rm	EV Rm	30.06.2014 EV Rm
<b>Momentum Retail</b>		76	153	<b>229</b>	170
Mortality and morbidity	1	296	12	<b>308</b>	235
Terminations, premium cessations and policy alterations	2	(211)	129	<b>(82)</b>	5
Expense variance		(35)	-	<b>(35)</b>	43
Other		26	12	<b>38</b>	(113)
<b>Metropolitan Retail</b>		144	3	<b>147</b>	39
Mortality and morbidity	1	82	10	<b>92</b>	108
Terminations, premium cessations and policy alterations		2	(24)	<b>(22)</b>	(60)
Expense variance		28	-	<b>28</b>	45
FNB Life – share of profits		38	-	<b>38</b>	30
Other		(6)	17	<b>11</b>	(84)
<b>Momentum Employee Benefits</b>		65	7	<b>72</b>	218
Mortality and morbidity	1	69	6	<b>75</b>	60
Terminations		4	14	<b>18</b>	138
Expense variance		(2)	-	<b>(2)</b>	21
Other		(6)	(13)	<b>(19)</b>	(1)
<b>International</b>		58	61	<b>119</b>	102
Mortality and morbidity	1	88	21	<b>109</b>	86
Terminations, premium cessations and policy alterations		(14)	3	<b>(11)</b>	17
Expense variance		(30)	2	<b>(28)</b>	6
Other	3	14	35	<b>49</b>	(7)
<b>Shareholder Capital</b>	4	131	24	<b>155</b>	86
<b>Opportunity cost of required capital</b>		-	(21)	<b>(21)</b>	(71)
<b>Total operating experience variances</b>		<b>474</b>	<b>227</b>	<b>701</b>	<b>544</b>

### Notes

- Overall, mortality and morbidity experience for the 12 months were better compared to what was allowed for in the valuation basis.
- Better than expected termination experience on whole life insurance contracts as well as negative persistency on investment contracts contributed to the negative termination experience.
- Mainly contributions from Health operations.
- Shareholder Capital includes mainly earnings from activities in respect of the management of MMI's capital and shareholder balance sheet risks. Other sources of earnings such as variations in actual tax payments and corporate expenses not allocated to underlying business units are also included here.

## F. DEVELOPMENT EXPENSES

Business development expenses, comprising mainly middle market and other initiatives within Momentum Retail.

# MMI HOLDINGS GROUP – EMBEDDED VALUE INFORMATION

## G. OPERATING ASSUMPTION CHANGES

OPERATING ASSUMPTION CHANGES	Notes	12 mths to 30.06.2015			12 mths to
		ANW Rm	Net VIF Rm	EV Rm	30.06.2014 EV Rm
<b>Momentum Retail</b>		(164)	147	(17)	12
Mortality and morbidity assumptions	1	169	57	226	80
Termination assumptions		-	(37)	(37)	(51)
Renewal expense assumptions	2	(138)	59	(79)	(30)
Modelling, methodology and other changes	3	(195)	68	(127)	13
<b>Metropolitan Retail</b>		97	(37)	60	(129)
Mortality and morbidity assumptions	1	75	23	98	101
Termination assumptions		43	(64)	(21)	(85)
Renewal expense assumptions	2	34	(7)	27	87
FNB Life		-	-	-	(91)
Modelling, methodology and other changes	3	(55)	11	(44)	(141)
<b>Momentum Employee Benefits</b>		(63)	37	(26)	461
Mortality and morbidity assumptions	4	(3)	(72)	(75)	(23)
Termination assumptions	5	-	81	81	144
Renewal expense assumptions	2	-	(101)	(101)	366
Modelling, methodology and other changes	3	(60)	129	69	(26)
<b>International</b>		91	(5)	86	15
Mortality and morbidity assumptions	1	26	22	48	(7)
Termination assumptions		5	(9)	(4)	10
Renewal expense assumptions		28	(6)	22	17
Modelling, methodology and other changes	3	32	(12)	20	(5)
<b>Shareholder Capital</b>	6	(195)	86	(109)	(7)
<b>Methodology change: cost of required capital</b>		-	(11)	(11)	139
<b>Total operating assumption changes</b>		(234)	217	(17)	491

### Notes

1. Allowance for better than assumed mortality experience on risk business.
2. Allowance for unit costs in line with budgeted renewal expenses and expected business volumes.
3. Various modelling and methodology changes, including more explicit allowances for reinsurance modelling at Momentum Retail.
4. Allowance for lower future profitability on income disability and group life business.
5. Allowance for better than assumed termination experience on FundsAtWork business.
6. More explicit allowance for Balance Sheet Management future expenses and enhancements to shareholder investment assets in the cost of required capital.

# MMI HOLDINGS GROUP – EMBEDDED VALUE INFORMATION

## H. INVESTMENT RETURN ON ADJUSTED NET WORTH

INVESTMENT RETURN ON ADJUSTED NET WORTH	12 mths to 30.06.2015 Rm	12 mths to 30.06.2014 Rm
Investment income	618	722
Capital appreciation and other	77	368
Preference share dividends paid and change in fair value of preference shares	(31)	(27)
<b>Investment return on adjusted net worth</b>	<b>664</b>	<b>1 063</b>

## I. INVESTMENT VARIANCES

Investment variances represent the impact of higher/lower than assumed investment returns on current and expected future after tax profits from in-force business.

## J. ECONOMIC ASSUMPTION CHANGES

The economic assumption changes include the effect of the change in assumed rate of investment return, expense inflation rate and risk discount rate in respect of local and offshore business.

## K. TRANSFER OF BUSINESS (TO)/FROM NON-COVERED BUSINESS

This transfer includes the transfer of Guardrisk Life Ltd to covered business (ie adjusted net asset value of R44 million and net value of in-force of R324 million at 1 July 2014) as well as the alignment of net assets and value of in-force of mainly international subsidiaries between covered and non-covered business.

## L. CHANGES IN SHARE CAPITAL

Changes in share capital include the purchase of the non-controlling interest shareholding in Metropolitan Botswana and recapitalisation of some of the health entities.

## MMI HOLDINGS GROUP – EMBEDDED VALUE INFORMATION

COVERED BUSINESS: SENSITIVITIES – 30.06.2015	Adjusted net worth	In-force business			New business written		
		Net value	Gross value	Cost of CAR <sup>(3)</sup>	Net value	Gross value	Cost of CAR <sup>(3)</sup>
	Rm	Rm	Rm	Rm	Rm	Rm	Rm
<b>Base value</b>	<b>14 304</b>	<b>21 696</b>	<b>24 789</b>	<b>(3 093)</b>	<b>954</b>	<b>1 168</b>	<b>(214)</b>
1% increase in risk discount rate % change		19 891 (8)	23 399 (6)	(3 508) 13	796 (17)	1 031 (12)	(235) 10
1% reduction in risk discount rate % change		23 737 9	26 365 6	(2 628) (15)	1 141 20	1 331 14	(190) (11)
10% decrease in future expenses % change <sup>(1)</sup>		22 805 5	25 898 4	(3 093) -	1 066 12	1 280 10	(214) -
10% decrease in lapse, paid-up and surrender rates % change		22 505 4	25 622 3	(3 117) 1	1 107 16	1 337 14	(230) 7
5% decrease in mortality and morbidity for assurance business % change		23 217 7	26 310 6	(3 093) -	1 124 18	1 338 15	(214) -
5% decrease in mortality for annuity business % change		21 310 (2)	24 438 (1)	(3 128) 1	945 (1)	1 159 (1)	(214) -
1% reduction in gross investment return, inflation rate and risk discount rate % change <sup>(2)</sup>	14 247 -	22 260 3	25 349 2	(3 089) -	1 023 7	1 237 6	(214) -
1% reduction in inflation rate % change		22 421 3	25 514 3	(3 093) -	1 043 9	1 257 8	(214) -
10% fall in market value of equities and properties % change	13 987 (2)	20 626 (5)	23 624 (5)	(2 998) (3)			
10% reduction in premium indexation take-up rate % change		21 423 (1)	24 480 (1)	(3 057) (1)	924 (3)	1 139 (2)	(215) -
10% decrease in non-commission related acquisition expenses % change					1 056 11	1 270 9	(214) -
1% increase in equity/property risk premium % change		22 135 2	25 206 2	(3 071) (1)	991 4	1 205 3	(214) -

1. No corresponding changes in variable policy charges are assumed, although in practice it is likely that these will be modified according to circumstances.
2. Bonus rates are assumed to change commensurately.
3. The change in the value of cost of required capital is disclosed as nil where the sensitivity test results in an insignificant change in the value.

# MMI HOLDINGS GROUP – STOCK EXCHANGE PERFORMANCE

STOCK EXCHANGE PERFORMANCE	30.06.2015	30.06.2014
<b>12 months</b>		
Value of listed shares traded (rand million)	19 153	15 362
Volume of listed shares traded (million)	642	637
Shares traded (% of average listed shares in issue)	41	41
Value of shares traded – life insurance (J857 – Rbn)	230	165
Value of shares traded – top 40 index (J200 – Rbn)	3 464	3 069
Trade prices		
Highest (cents per share)	3 475	2 783
Lowest (cents per share)	2 502	2 039
Last sale of period (cents per share)	3 015	2 625
Annualised percentage (%) change during year	15	18
Annualised percentage (%) change – life insurance sector (J857)	11	28
Annualised percentage (%) change – top 40 index (J200)	-	31
<b>30 June</b>		
Price/diluted core headline earnings (segmental) ratio	12.6	11.6
Dividend yield % (dividend on listed shares)	5.1	5.4
Dividend yield % – top 40 index (J200)	3.0	2.6
<b>Total shares issued (million)</b>		
Ordinary shares listed on JSE	1 572	1 570
Treasury shares held on behalf of contract holders	(14)	(14)
<b>Basic number of shares in issue</b>	<b>1 558</b>	<b>1 556</b>
Treasury shares held on behalf of contract holders	14	14
Convertible redeemable preference shares	32	34
<b>Diluted number of shares in issue</b> <sup>(1)</sup>	<b>1 604</b>	<b>1 604</b>
Market capitalisation at end (Rbn) <sup>(2)</sup>	48	42
Percentage (%) of life insurance sector	13	12

1. The diluted number of shares in issue takes into account all issued shares, assuming conversion of the convertible redeemable preference shares, and includes the treasury shares held on behalf of contract holders.
2. The market capitalisation is calculated on the fully diluted number of shares in issue.