

HOW CORONATION CREATES VALUE FOR SHAREHOLDERS

We aim to create sustainable value for shareholders by:

- › delivering consistent operational and financial performance;
- › adhering to the highest corporate governance requirements;
- › maintaining significant distributions of free cash flow; and
- › continual engagement with shareholders.

It is important for shareholders to understand that Coronation is not a growth business. We always put the needs of clients first, and we are not asset gatherers. Our business is cyclical, and revenue is geared to market returns and the level of performance we generate on behalf of clients. Fundamentally, we are a cash-generative business, with regular and significant distributions of free cash flow generated paid out to shareholders. This is unlikely to result in a smooth earnings stream. Short-term volatility is intrinsic in our business model, and shareholders should assess the business by looking at the long-term value it has delivered over a meaningful time period.

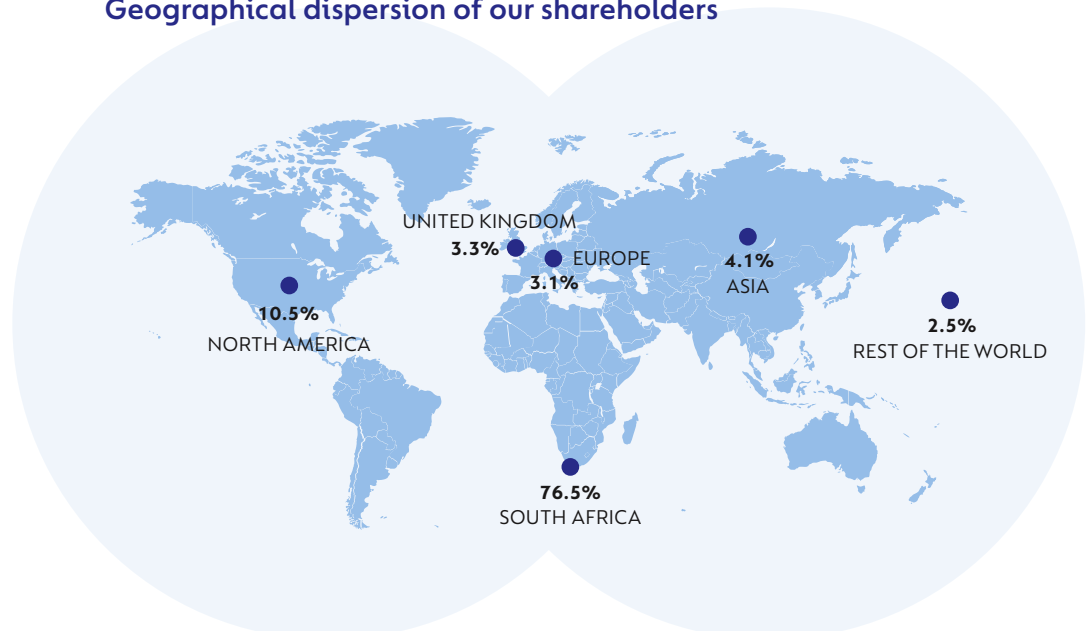
Shareholder engagement

Coronation's CEO and CFO, as well as other Board members, engage with shareholders to garner their views and maintain strong relationships.

We distribute information on financial results and other company updates through various channels (including our website). Great care is taken to ensure that critical updates reach shareholders simultaneously. Following the release of our interim and annual results, the CEO and CFO host conference calls with analysts and shareholders, as well as one-on-one meetings.

Coronation enjoys high levels of shareholder participation. At our 2018 AGM, shareholders and proxies representing 75% of our authorised shares in issue took part in the shareholder vote. Shareholders are encouraged to engage with management and Board members at the AGM.

Geographical dispersion of our shareholders



Shareholder analysis

DISTRIBUTION OF SHAREHOLDERS	NUMBER OF SHAREHOLDERS	%	NUMBER OF SHARES '000	%
1 – 1 000 shares	10 255	53.94	4 693	1.34
1 001 – 10 000 shares	7 212	37.94	22 599	6.46
10 001 – 100 000 shares	1 208	6.35	36 554	10.45
100 001 – 1 000 000 shares	272	1.43	81 071	23.18
1 000 001 shares and over	65	0.34	204 882	58.57
	19 012	100.00	349 799	100.00

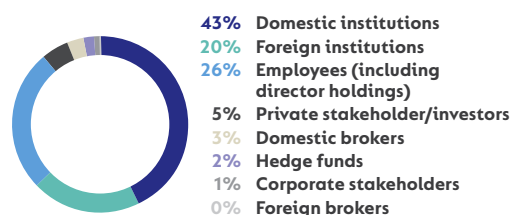
DISTRIBUTION OF SHAREHOLDERS	NUMBER OF SHAREHOLDERS	%	NUMBER OF SHARES '000	%
Banks	64	0.33	6 464	1.85
Brokers	52	0.27	14 368	4.11
Close corporations	104	0.55	540	0.16
Endowment funds	34	0.18	1 083	0.31
Individuals	14 886	78.30	32 392	9.25
Insurance companies	138	0.73	11 113	3.18
Medical aid schemes	36	0.19	1 175	0.34
Mutual funds	742	3.90	97 506	27.87
Nominees and trusts	1 928	10.14	9 928	2.84
Other corporations	22	0.12	770	0.22
Pension funds	418	2.20	60 958	17.43
Private companies	365	1.92	5 018	1.43
Staff holdings	174	0.91	85 334	24.39
Sovereign wealth funds	49	0.26	23 150	6.62
	19 012	100.00	349 799	100.00

PUBLIC/NON-PUBLIC SHAREHOLDERS	NUMBER OF SHAREHOLDERS	%	NUMBER OF SHARES '000	%
Non-public shareholders	175	0.92	91 661	26.20
Directors*	6	0.03	12 491	3.57
Shares held by staff	169	0.89	79 170	22.63
Public shareholders	18 837	99.08	258 138	73.80
	19 012	100.00	349 799	100.00

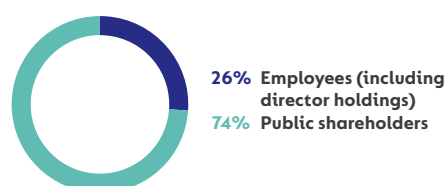
* Includes directors of subsidiary companies

GEOGRAPHICAL OWNERSHIP	NUMBER OF SHAREHOLDERS	%	NUMBER OF SHARES '000	%
South Africa	18 528	97.45	267 539	76.48
International	484	2.55	82 260	23.52
	19 012	100.00	349 799	100.00

INVESTOR TYPE



EMPLOYEE VS PUBLIC SHAREHOLDERS



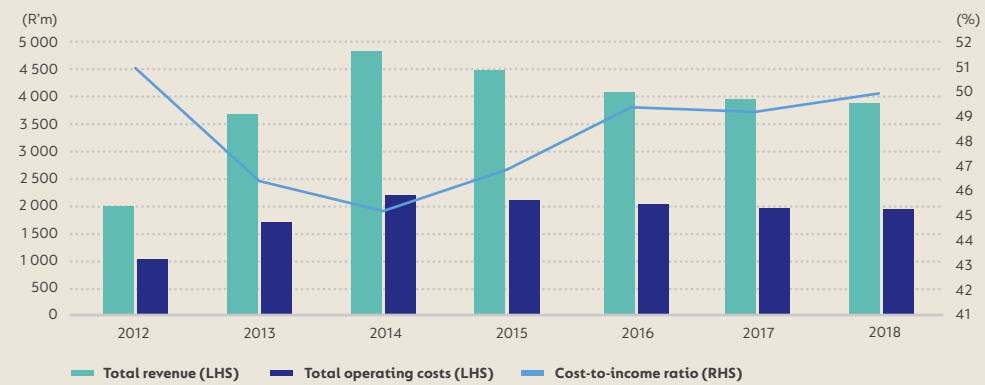
2018 outcomes for shareholders

Financial and operational performance

Coronation delivered a respectable financial performance in a tough environment. While our revenue declined by 1.8% to R3.8 billion, our variable cost model again protected shareholders. A large part of Coronation's variable costs track profit and assets under management.

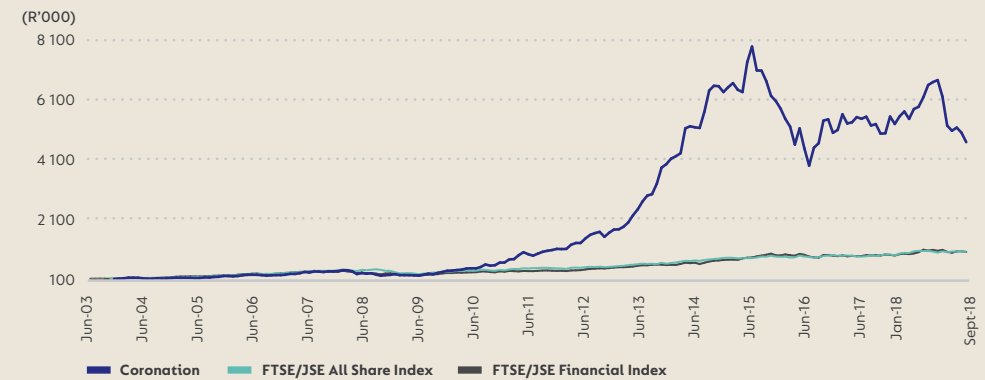
VARIABLE COST MODEL CONTINUES TO CONTRIBUTE TO EFFECTIVE MANAGEMENT OF TOTAL COSTS

Protects shareholders in down years



SHARE PERFORMANCE VS FTSE/JSE ALL SHARE AND FTSE/JSE FINANCIAL

Growth of R100 000 invested since Coronation's listing in 2003



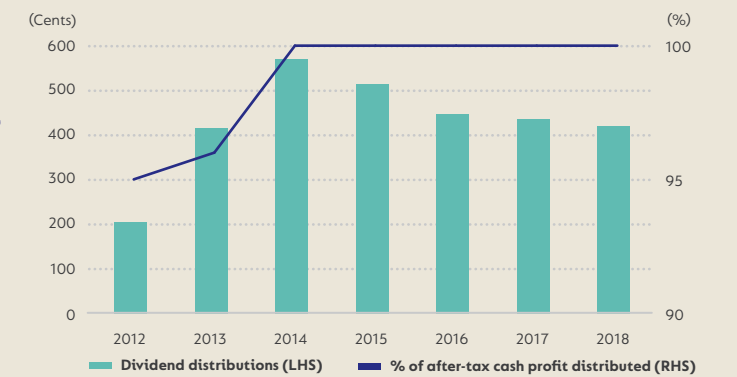
DIVIDEND POLICY MAINTAINED

We continue to reward shareholders through regular and significant distributions of free cash flow generated. We endeavour to distribute at least 75% of after-tax cash profit. Assessing projected future cash requirements, we paid out almost 100% of after-tax cash profit in the past year.

DIVIDEND DISTRIBUTIONS PER SHARE

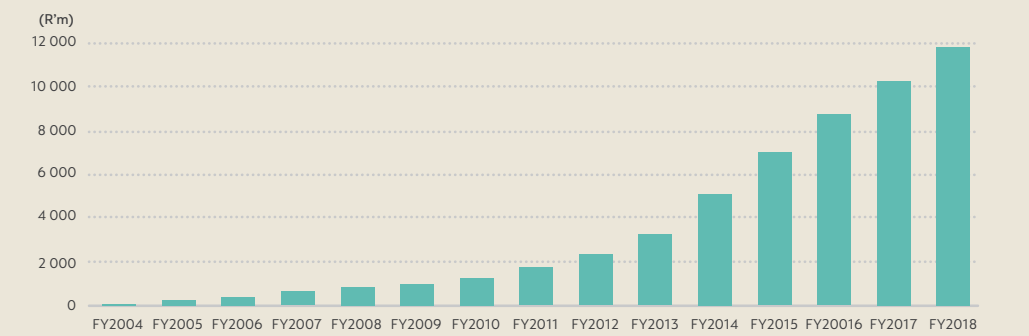
420 cents

437 cents in 2017



TRACK RECORD OF CASH GENERATION*

Almost R12 billion paid out in dividends to shareholders since listing in 2003.



Source: Coronation

* Includes return of share premium