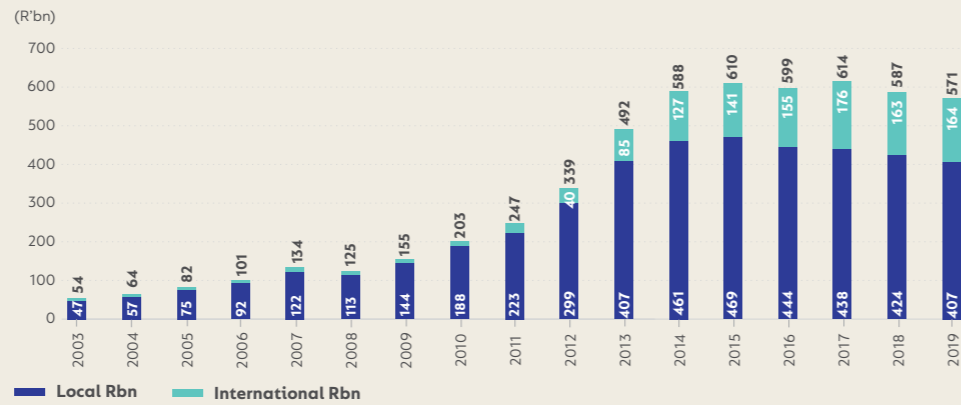


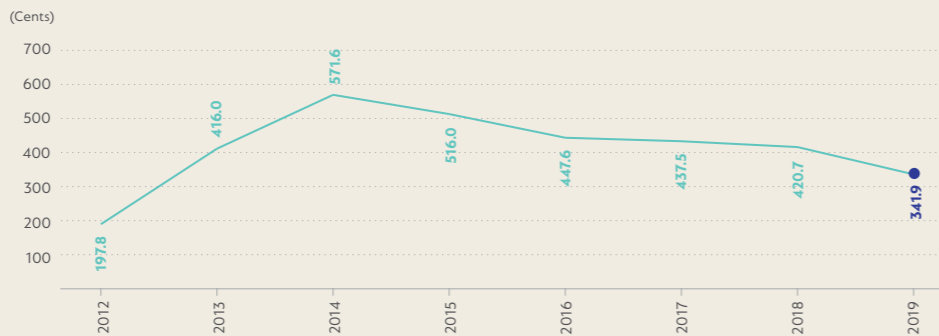


2019 at a glance

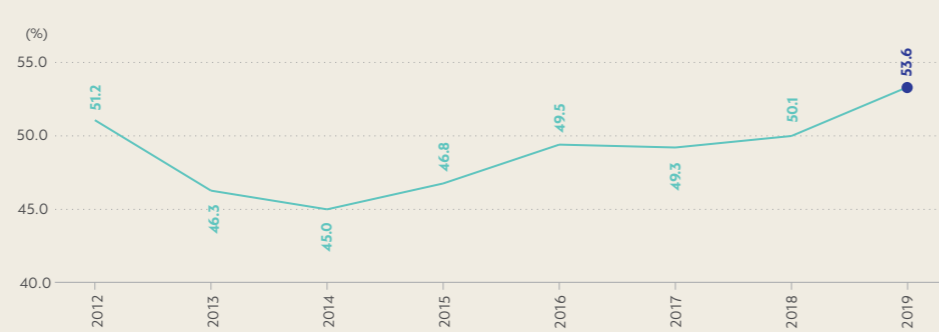
ASSETS UNDER MANAGEMENT



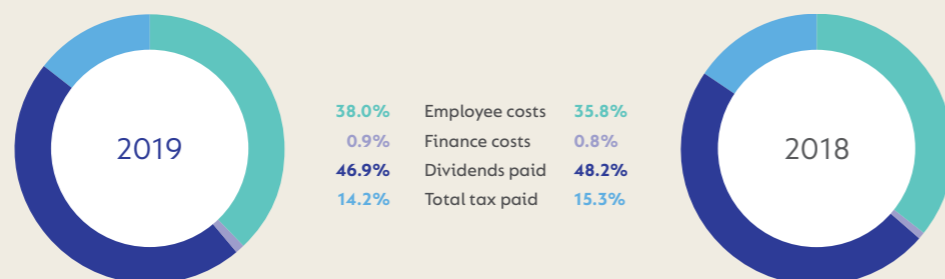
DILUTED HEADLINE EARNINGS PER SHARE



COST-TO-INCOME RATIO



ALLOCATION OF FINANCIAL VALUE TO STAKEHOLDERS



DILUTED HEADLINE EARNINGS PER SHARE

341.9

COST-TO-INCOME RATIO

53.6%

WE INVEST

R265bn

on behalf of South African institutional clients

WE INVEST

R66bn

on behalf of international retirement funds, endowments and family offices

WE INVEST

R240bn

on behalf of investors in unit trusts, retirement annuities, provident funds and tax-free investments

OUR SOUTH AFRICAN INSTITUTIONAL BUSINESS

Take outs

- ▶ Clients representing more than 50% of our total South African institutional assets have been invested with Coronation for more than 10 years.
- ▶ Of these client assets, 97.5% have outperformed their benchmarks since inception (on an asset-weighted basis).
- ▶ All our domestic institutional portfolios with a track record of more than 10 years have delivered enviable active returns since inception.
- ▶ We experienced net outflows of R23.9 billion in line with industry experience, mainly as a result of weak local economic conditions.

Challenges and outlook

- ▶ Negative conditions continue from 2018, as weak economic growth continues to depress the local formal savings market.
- ▶ The South African retirement fund industry continues to see net outflows.
- ▶ Policy inertia poses a threat to investor confidence.

OUR GLOBAL INSTITUTIONAL BUSINESS

Take outs

- ▶ All of our global strategies with a track record of more than a decade have delivered meaningful alpha since inception:
 - › Coronation Global Emerging Markets Equity Strategy has delivered an active return of 4.2% p.a. since inception.
 - › Coronation Africa Frontiers Strategy has delivered an active return of 6.4% p.a. since inception.
- ▶ Net outflows of R7.0 billion reflect the ongoing material shift from active to passive strategies.

Challenges and outlook

- ▶ Global growth has slowed and is expected to stabilise at weaker levels; geopolitics is impacting markets.
- ▶ Global solutions remain under pressure from passive products, fees and increased global competition.
- ▶ Increased demand for the integration of environmental, social and governance factors in the investment decision-making process and a tightening regulatory environment.
- ▶ Nonetheless, we are confident in the long-term outlook for our global strategies. (→ Refer to page 24).

OUR SOUTH AFRICAN PERSONAL INVESTMENT BUSINESS

Take outs

- ▶ Long-term performance remains compelling, with all our flagship unit trust funds ranking first or second in their respective ASISA categories since inception.
- ▶ We have seen a solid recovery in absolute and relative performance during 2019.
- ▶ Our retail asset base remained stable in the period under review.

Challenges and outlook

- ▶ The retail savings market remains under pressure due to a sluggish economy and weak historical market returns.
- ▶ De-risking of portfolios is evident across the industry, with net outflows from long-term funds offset by strong flows into income, bond and cash funds.
- ▶ In this negative environment, we remain strongly focused on delivering an excellent client experience.