

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
- continuous engagement with shareholders.

It is important for shareholders to understand that Coronation always places the needs of clients first. 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, proactively engage with shareholders to garner their views and maintain strong relationships.

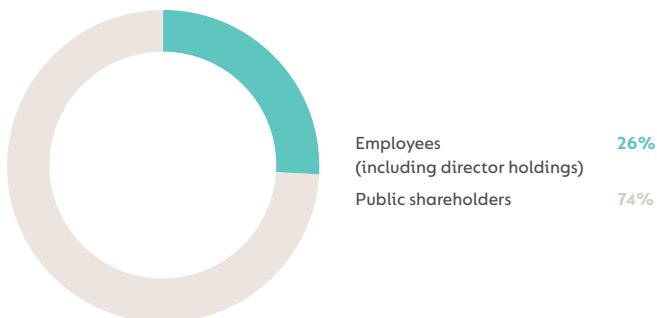
We distribute information on financial results and other Company updates through both owned and public media platforms. Great care is taken to ensure that critical updates reach shareholders simultaneously. Following the release of our interim and annual results, the CEO and CFO host conference calls with analysts and shareholders, as well as one-on-one meetings.

Coronation enjoys high levels of shareholder participation. At our 2019 AGM, shareholders and proxies representing 72% 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 and all directors make themselves available to attend the AGM, either in person or by telephone.

INVESTOR TYPE



EMPLOYEE VS PUBLIC SHAREHOLDERS



Analysis of shareholders

DISTRIBUTION OF SHAREHOLDERS	NUMBER OF SHAREHOLDERS	%	NUMBER OF SHARES '000	%
1 – 1 000 shares	11 762	52.79	5 484 639	1.57
1 001 – 10 000 shares	8 829	39.62	27 480 261	7.86
10 001 – 100 000 shares	1 357	6.09	40 096 053	11.46
100 001 – 1 000 000 shares	277	1.24	81 720 251	23.36
1 000 001 shares and over	57	0.26	195 017 898	55.75
	22 282	100.00	349 799 102	100.00

DISTRIBUTION OF SHAREHOLDERS	NUMBER OF SHAREHOLDERS	%	NUMBER OF SHARES '000	%
Banks	27	0.12	5 803 928	1.66
Brokers	26	0.12	11 445 857	3.27
Close corporations	115	0.52	535 812	0.15
Endowment funds	40	0.18	853 922	0.24
Individuals	17 953	80.57	48 870 097	13.97
Insurance companies	225	1.01	10 343 876	2.96
Medical aid schemes	30	0.13	1 636 598	0.47
Mutual funds	504	2.26	98 337 598	28.11
Nominees and trusts	2 211	9.92	9 562 528	2.73
Other corporations	17	0.08	1 489 404	0.43
Pension funds	370	1.66	62 529 923	17.88
Private companies	571	2.56	6 529 568	1.87
Staff holdings	184	0.83	86 286 078	24.67
Sovereign wealth funds	9	0.04	5 573 913	1.59
	22 282	100.00	349 799 102	100.00

PUBLIC/NON-PUBLIC SHAREHOLDERS	NUMBER OF SHAREHOLDERS	%	NUMBER OF SHARES '000	%
Non-public shareholders	185	0.83	92 613 494	26.48
Directors (direct and indirect holdings)	6	0.03	12 490 577	3.57
Shares held by staff	179	0.80	80 122 917	22.91
Public shareholders	22 097	99.17	257 185 608	73.52
	22 282	100.00	349 799 102	100.00

GEOGRAPHICAL OWNERSHIP	NUMBER OF SHAREHOLDERS	%	NUMBER OF SHARES '000	%
South Africa	21 913	98.34	296 649 963	84.81
International	369	1.66	53 149 139	15.19
	22 282	100.00	349 799 102	100.00

SHAREHOLDERS WITH DIRECT OR INDIRECT BENEFICIAL INTEREST OF 5% OR MORE IN SHARES	NUMBER OF SHARES '000	%
Government Employees Pension Fund	40 935 082	11.70
The Imvula Trust	28 196 176	8.06
Allan Gray	26 412 196	7.55
Louis Stassen	18 094 676	5.17

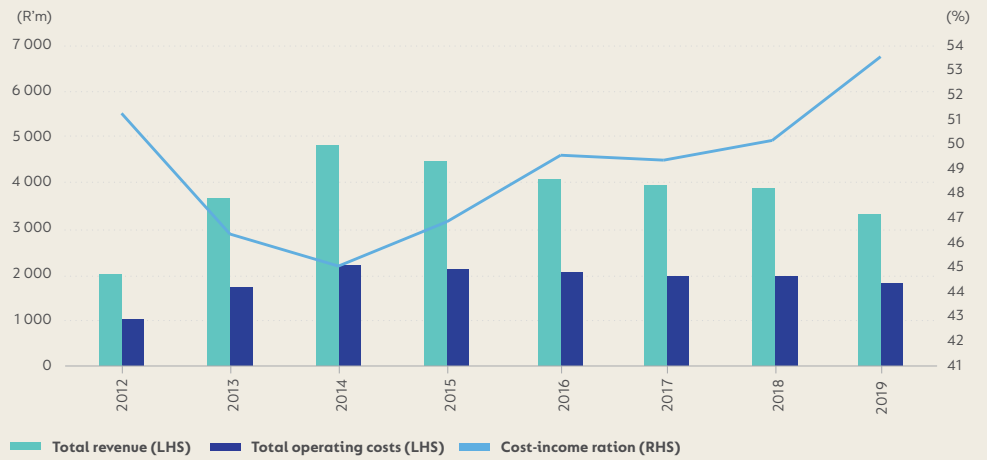
2019 outcomes for shareholders

Financial and operational performance

Coronation delivered a respectable financial performance in a tough environment. While our revenue declined by 14% to R3.3 billion, our variable cost model again protected shareholders from negative operating leverage. 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

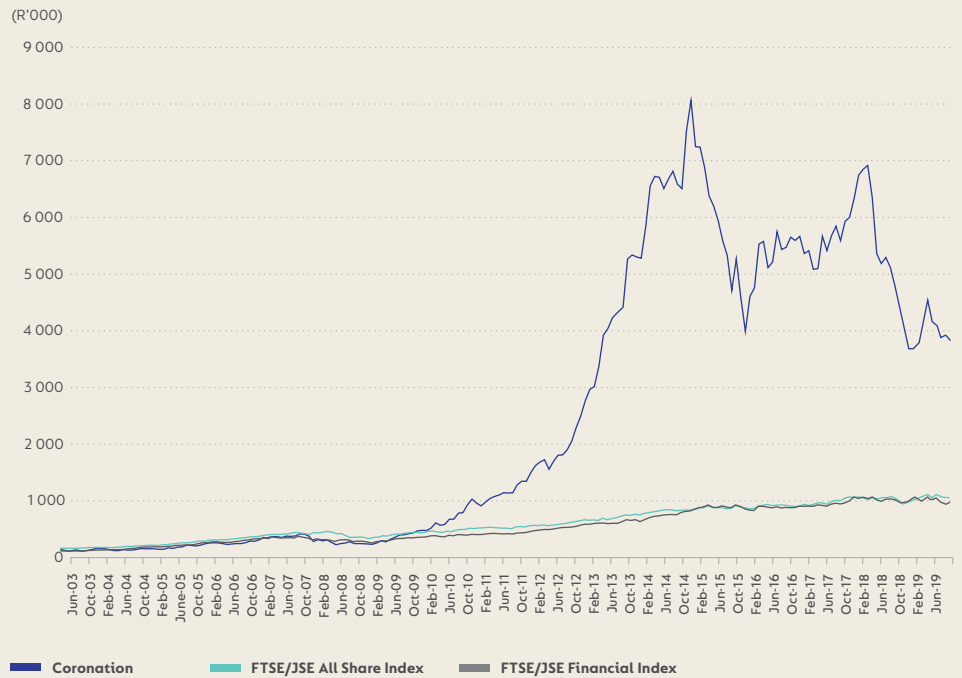
Protects shareholders in down years



Source: Coronation

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

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



Source: Coronation

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

341 cents

420 cents in 2018

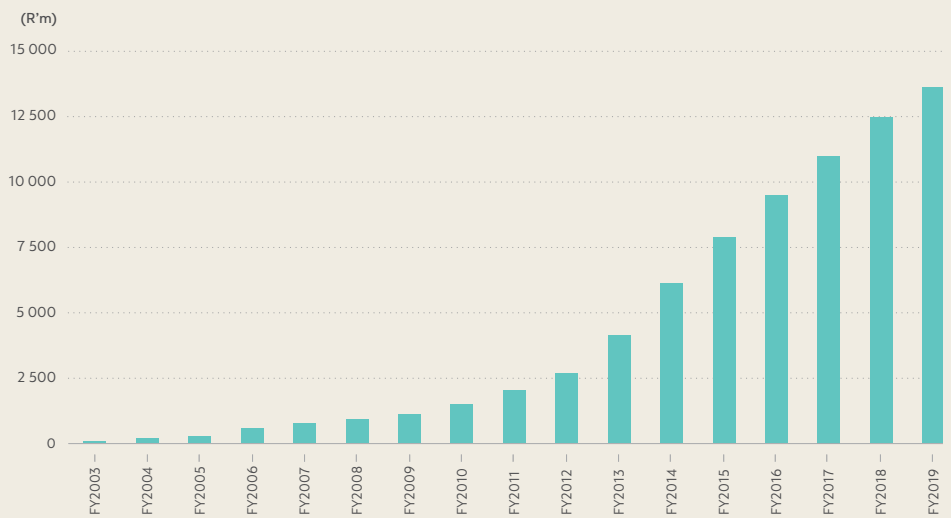


Source: Coronation

TRACK RECORD OF CASH GENERATION*

More than R13.6 billion paid out in dividends to shareholders since listing in 2003

Dividend Generation History (since listing)*



Source: Coronation
* Includes return of share premium