

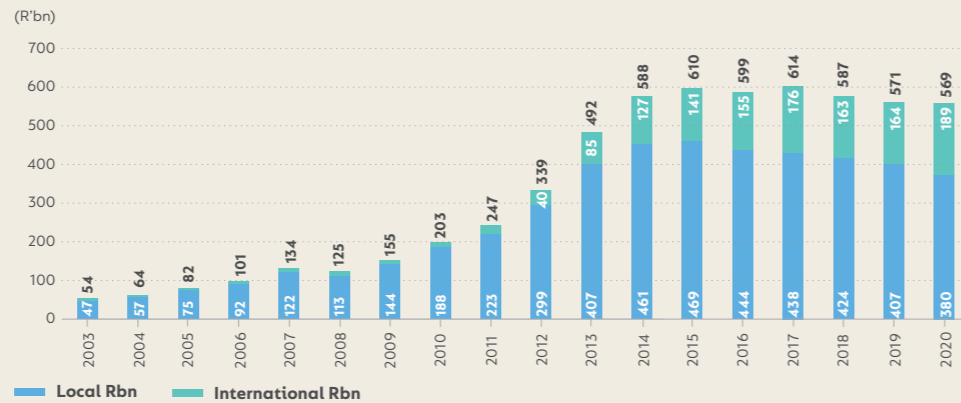


2020 at a glance

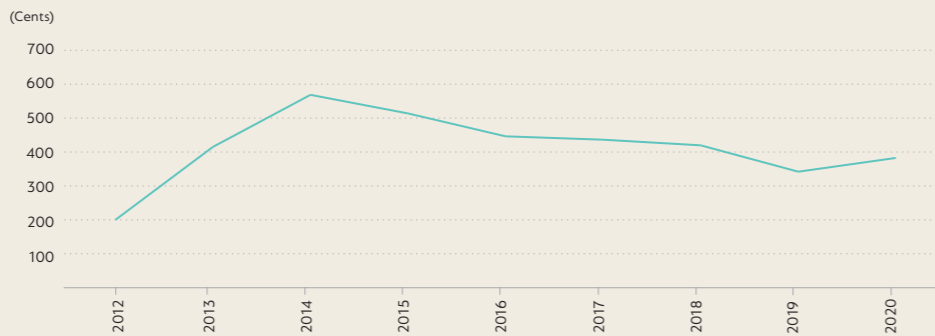
DILUTED HEADLINE EARNINGS PER SHARE
398.5c

COST-TO-INCOME RATIO
53.7%

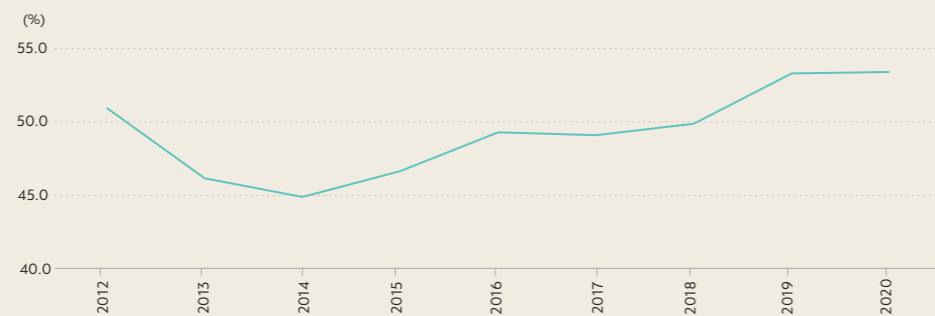
ASSETS UNDER MANAGEMENT



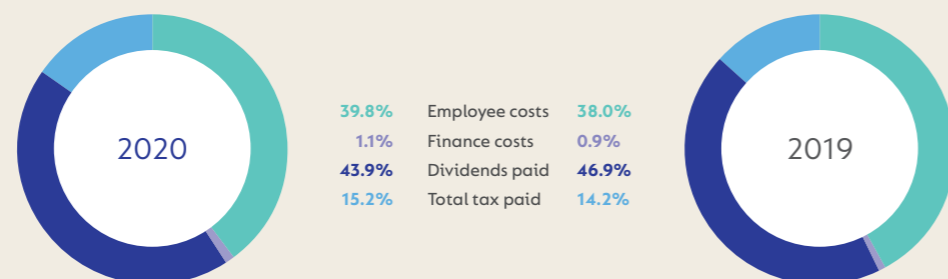
DILUTED HEADLINE EARNINGS PER SHARE



COST-TO-INCOME RATIO



VALUE ALLOCATION TO STAKEHOLDERS



WE INVEST

R251bn
on behalf of South African institutional clients

WE INVEST

R79bn
on behalf of international retirement funds, endowments and family offices

WE INVEST

R239bn
on behalf of investors in unit trusts, retirement annuities, provident funds and tax-free investments

INSTITUTIONAL BUSINESS

Our institutional business manages R330 billion of assets (September 2019: R331 billion) on behalf of South African and global institutions.

South African Institutional Business

We continue to manage a meaningful share of assets in the local retirement fund industry, representing a total AUM of R251 billion (September 2019: R265 billion), making us one of the largest independent managers of retirement assets in the country. Net outflows were in line with our estimate of those experienced by the South African asset management industry, which we believe is a good outcome given the current economic challenges facing the savings industry. We expect outflows to continue to be impacted by ongoing shrinkage in the local savings pool, which is exacerbated by financially distressed employers having to retrench employees or reduce their remuneration. Over the short term, contributions will also be affected by the reprieve from retirement fund contributions. From a performance perspective, we are pleased to see strong long-term returns generated across all our client portfolios and our ability to add value via active management is evident in:

- ▶ Clients representing more than 50% of our total institutional assets have been invested with Coronation for more than 10 years.
 - Of these client assets, 95% have outperformed their benchmarks since inception.¹
- ▶ 97% of our institutional portfolios with 15-year and 20-year track records have delivered positive active returns over that period.

¹ On an asset-weighted basis.

Global Institutional Business

We manage a total of R79 billion (September 2019: R66 billion) in our global strategies on behalf of several leading international retirement funds, endowments and family offices. For the reporting period, net outflows were marginal. Following very strong performance in the 2019 calendar year, we have experienced inflows into the Global Emerging Markets Strategy, as clients seek to take advantage of the potential upside inherent in the current market volatility.

- ▶ Coronation Global Emerging Markets Strategy has delivered an active return of 4.4% p.a. since its inception in 2008.
- ▶ Coronation Africa Frontiers Strategy has delivered an active return of 4.4% p.a. since its inception in 2008.

All institutional performance returns are stated gross of fees.

RETAIL BUSINESS

With retail assets totalling R239 billion (September 2019: R240 billion), we are a leading independent manager of South Africa's household savings and investments. AUM recovered strongly in the second half of the financial year and our retail fund range delivered good relative performance over this period. We experienced net outflows of 5.6% of our opening balance (September 2019: 5.4%). Net client cash flows from longer-term funds were broadly in line with the retail investment industry experience, but while we achieved net inflows into our managed income and near-cash solutions, the level of inflows in this category lagged the overall industry experience. We expect net client cash flows to remain under pressure given the growth constraints faced by the South African economy, coupled with household financial stress and a general lack of domestic investor confidence. Despite a challenging environment, the long-term track records of our fund range remain compelling. Of our rand-denominated unit trust funds, 16 out of 23 rank first in their respective ASISA categories since their inception dates. This includes:

- ▶ Coronation Balanced Plus, a leading traditional balanced fund in South Africa, outperforming peers, inflation and the FTSE/JSE All Share Index since its inception in 1996;
- ▶ Coronation Top 20, our concentrated domestic equity fund, delivering an annualised return of 16.2% since inception in 2000. This resulted in a total period return of double the domestic index for an investment made at inception;
- ▶ Coronation Optimum Growth, the top-performing fund in the worldwide flexible category, returning 14.8% p.a. since its inception in 1999; and
- ▶ 86% of our unit trust funds, on an asset-weighted basis, producing first quintile performance in their respective ASISA categories over the past 10 years.