



Results and cash dividend declaration

for the year ended 30 June 2017



Core new business

+16%

to R 16 993m

+11% incl. DH take-on of new closed schemes and gross revenue for the Vitality Group of R18 250m

Normalised operating profit

+10%

to R 7 048m

Normalised headline earnings

+8%

to R 4 656m



Core new business

+16%

to R 16 993m

+11% incl. DH take-on of new closed schemes and gross revenue in respect of the Vitality Group to R18 250m

Normalised operating profit

+10%

to R 7 048m

Normalised headline earnings

+8%

to R 4 656m

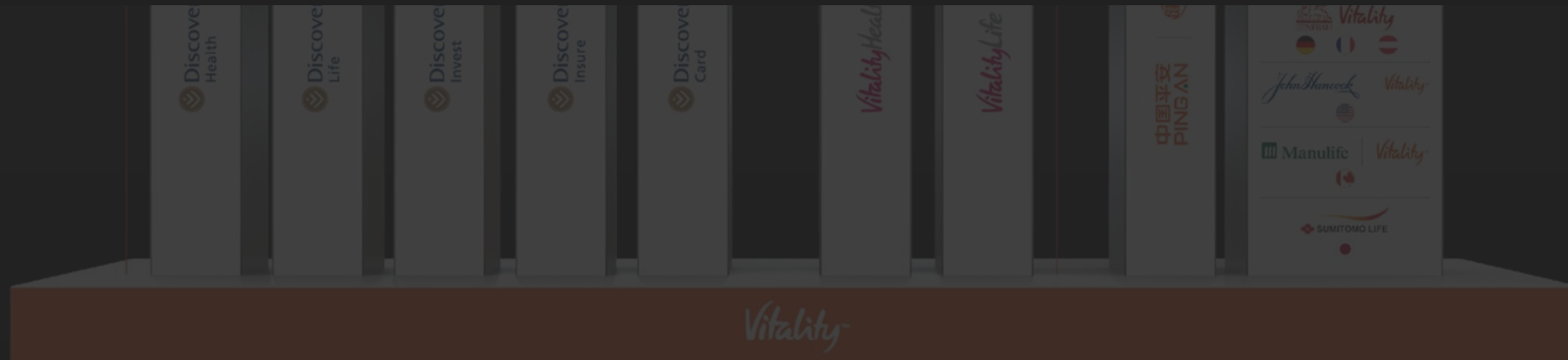
Constant currency terms

Core new business

+22%

Normalised operating profit

+12%



		New business	Operating profit	
1	Financial impact	+16%	+10%	Earnings growth of 12% and new business growth of 22% in constant currency terms; 10.2% return on EV, robust capital philosophy and cash management
2	Established businesses			
	Discovery Health	+18%*	+11%	>43 000 new lives; 254% ROI on risk interventions; 7.9% DHMS contribution increase in high claims inflation environment
	Discovery Life	+17%	+10%	Market share of 29.7% in the retail affluent segment; short-term claims volatility impacted profitability; 17% growth in VNB
	Discovery Invest	+3%	+12%	AuA growth of 14%; shared valued manifesting in 49% growth in market share of new business RAs and preservers
	VitalityHealth	+4%	+89%	7% improvement in claims ratio; continued growth in profitable individual market; strong cash generation from existing book
	VitalityLife	-1%	-11%	Performance impacted by persistent low interest rates; fundamentals strong; annualised VNB margin improvement to 5.2%
3	Emerging businesses			
	Discovery Insure	+19%	+86%	Profitable in H2; significant value with new business IRR of 25.6%; expansion of the model through a partnership with Avis
	Vitality GROUP	+24%	+39%	Expansion into four new markets; Vitality-integrated insurance premiums grew 226%
	中国平安 PINGAN	+80%	+66%	428% growth in members; experience dynamics remain favourable; focus on accelerated IP share and continued growth
4	New initiatives	Investment:	8% of earnings	

Intent to enter banking

UK Invest initiative

Commercial insurance

Umbrella funds

Authorisation received from the Registrar of Banks to establish banking presence

Launch of long-term investment products in the UK market, launching in 2018

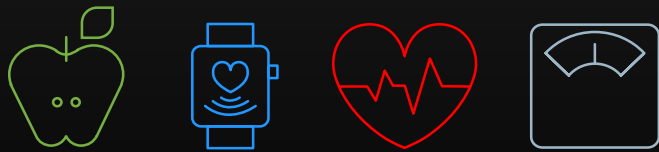
Use of the Vitalitydrive model to disrupt the commercial insurance industry, launching in 2018

Building a platform to extend the Discovery Invest retirement offering, launching 2018

* Excludes new scheme take-ons

WHY

Make people healthier and enhance and protect their lives



HOW



WHAT

- Health insurance
- Life insurance
- Long-term savings
- Short-term insurance
- Intent to enter banking

Deconstructing the 2018 Ambition

BUSINESSES

- 1 Insurgent
- 2 Significant engagement
- 3 Superior actuarial dynamics
- 4 Meeting complex consumer needs
- 5 Exceptional service



IMPACT

- 1 CPI + 10% profit growth
- 2 Risk free + 10% return on capital
- 3 10m Vitality members

FOUNDATION

- 1 Global platform, science and data
- 2 Powerful brand
- 3 Employer of choice for critical skills
- 4 Values-based culture

BUSINESSES

Financial results

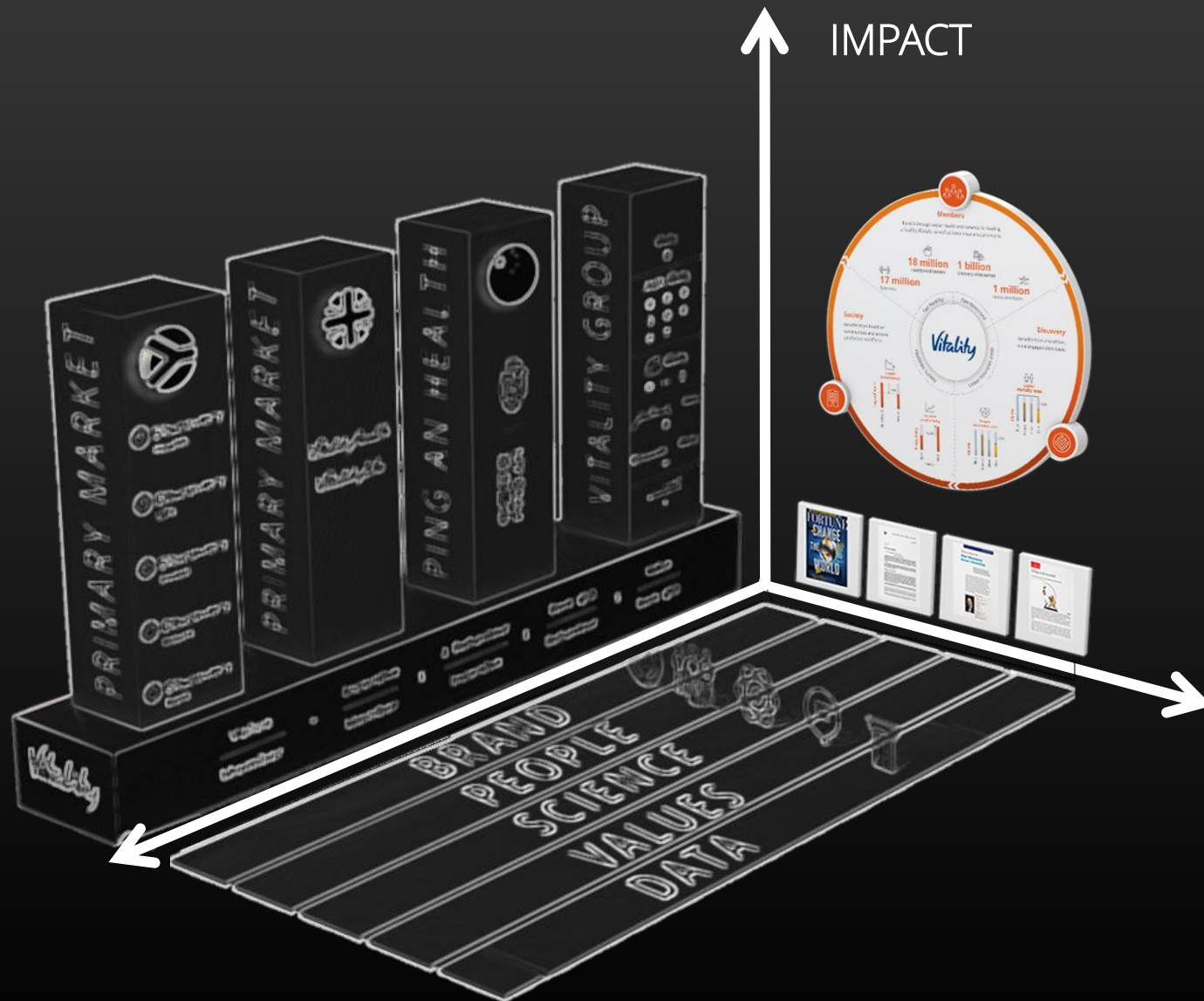
New business

Earnings

Embedded Value

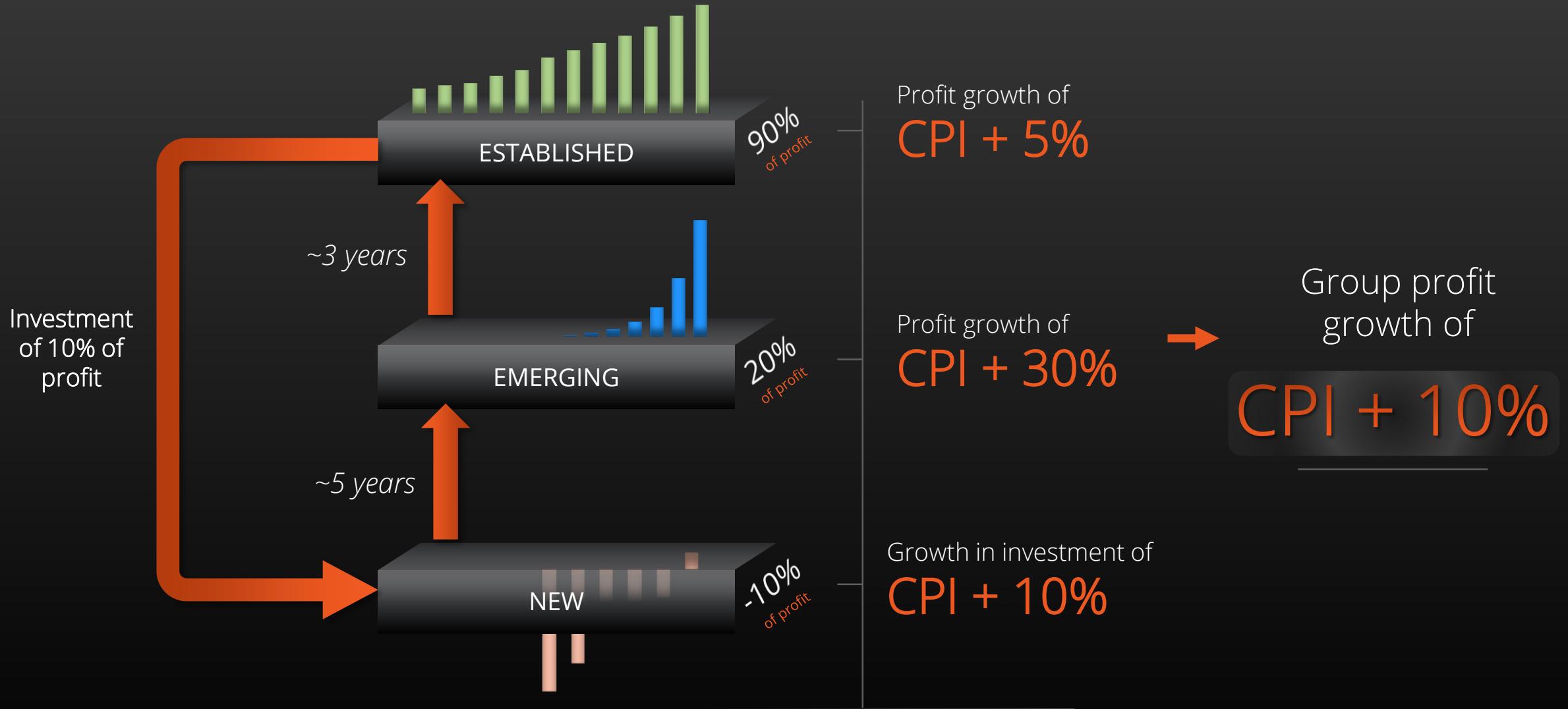
Return on capital

Cash



- 1 Operating profit growth of CPI + 10%
- 2 Risk free + 10% return on capital/equity
- 3 10m Vitality members

Organic growth methodology



Mathematical derivation

$$CPI + 10\% = X(CPI + 5\%) + Y(CPI + 30\%) + Z(CPI + 10\%)$$

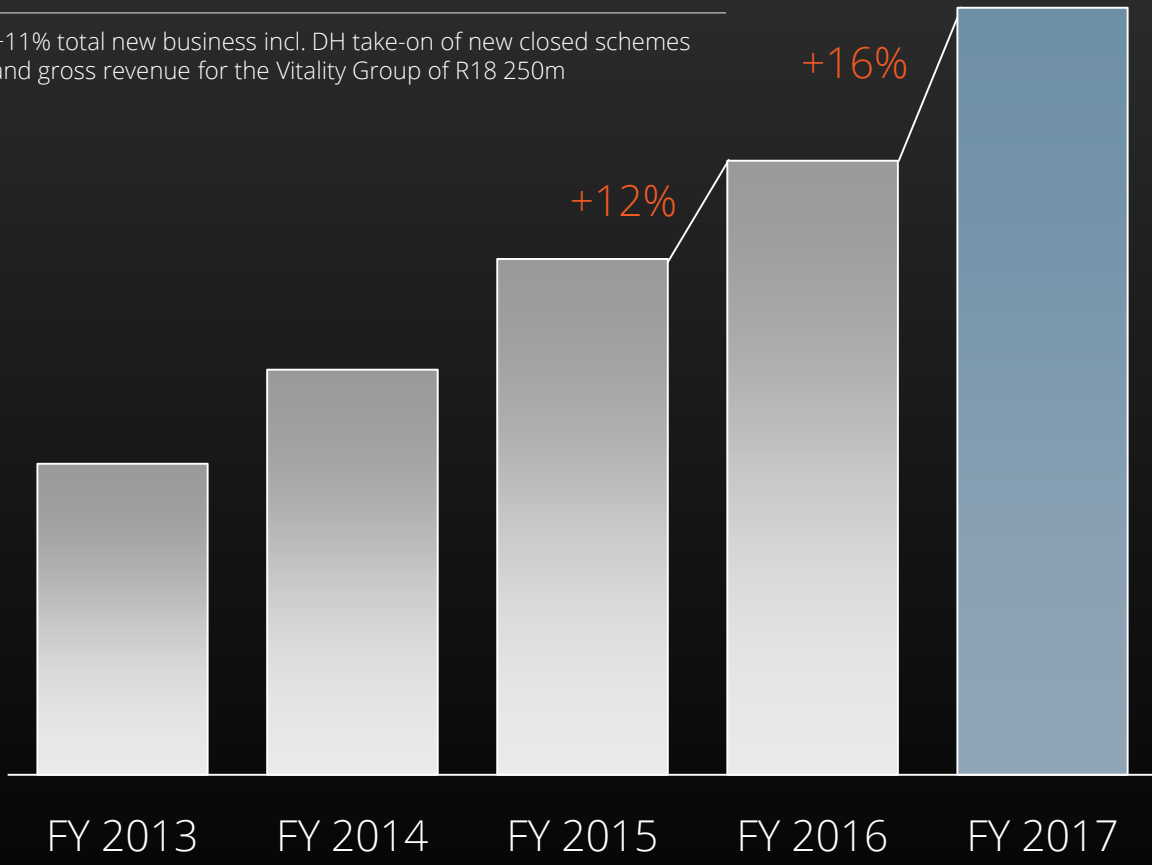
$$X + Y + Z = 1; Z < 0$$

Strong core new business growth

+16%

to R 16 993m

+11% total new business incl. DH take-on of new closed schemes and gross revenue for the Vitality Group of R18 250m



	Rm	12 months to 30 Jun 2017	12 months to 30 Jun 2016	% change
Established	Discovery Health	6 109 ¹	5 187 ¹	+18%
	Discovery Life	2 175	1 866	+17%
	Discovery Invest	2 496	2 413	+3%
	Vitality HEALTH INSURANCE	972	1 161	-16%
	Vitality LIFE INSURANCE	1 068	1 332	-20%
Emerging	Discovery Insure	895	749	+19%
	Vitality GROUP	634 ²	512 ²	+24%
	中国平安 PING AN HEALTH	3 111	1 732	+80%

¹ Excludes new scheme take-ons
² Includes gross revenue in respect of the Vitality Group

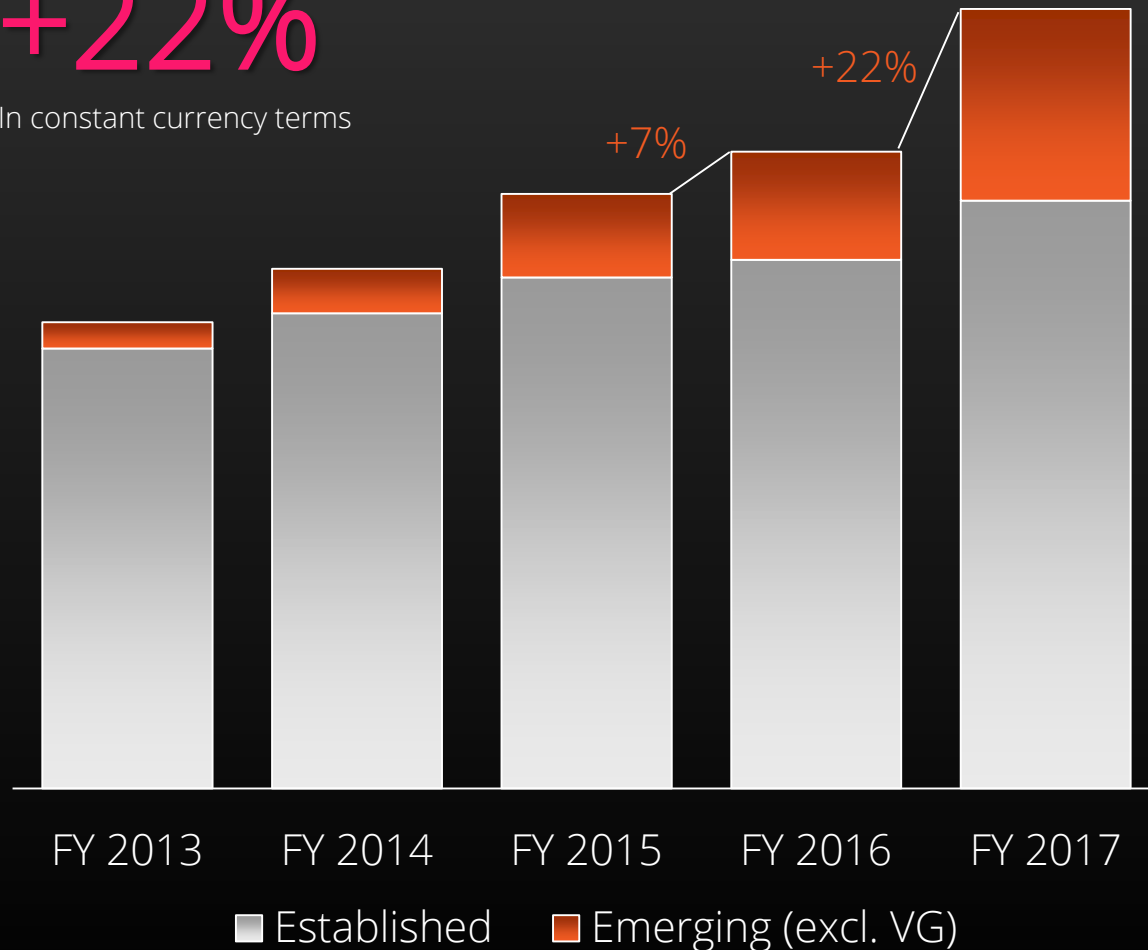
Core new business growth in constant currency terms



+16%

+22%

In constant currency terms



	Rm	12 months to 30 Jun 2017	12 months to 30 Jun 2016	% change
Established	Discovery Health	6 109 ¹	5 187 ¹	+18%
	Discovery Life	2 175	1 866	+17%
	Discovery Invest	2 496	2 413	+3%
	Vitality HEALTH INSURANCE	56 ²	54 ²	+4%
	Vitality LIFE INSURANCE	62 ²	62	-1%
Emerging	Discovery Insure	895	749	+19%
	Vitality GROUP	634 ³	512 ³	+24%
	中国平安 PING AN HEALTH	3 111	1 732	+80%

Constant currency terms: Using 2016 average exchange rates

¹ Excludes new scheme take-ons

² In GBP terms

³ Includes gross revenue in respect of the Vitality Group

Robust operating profit growth

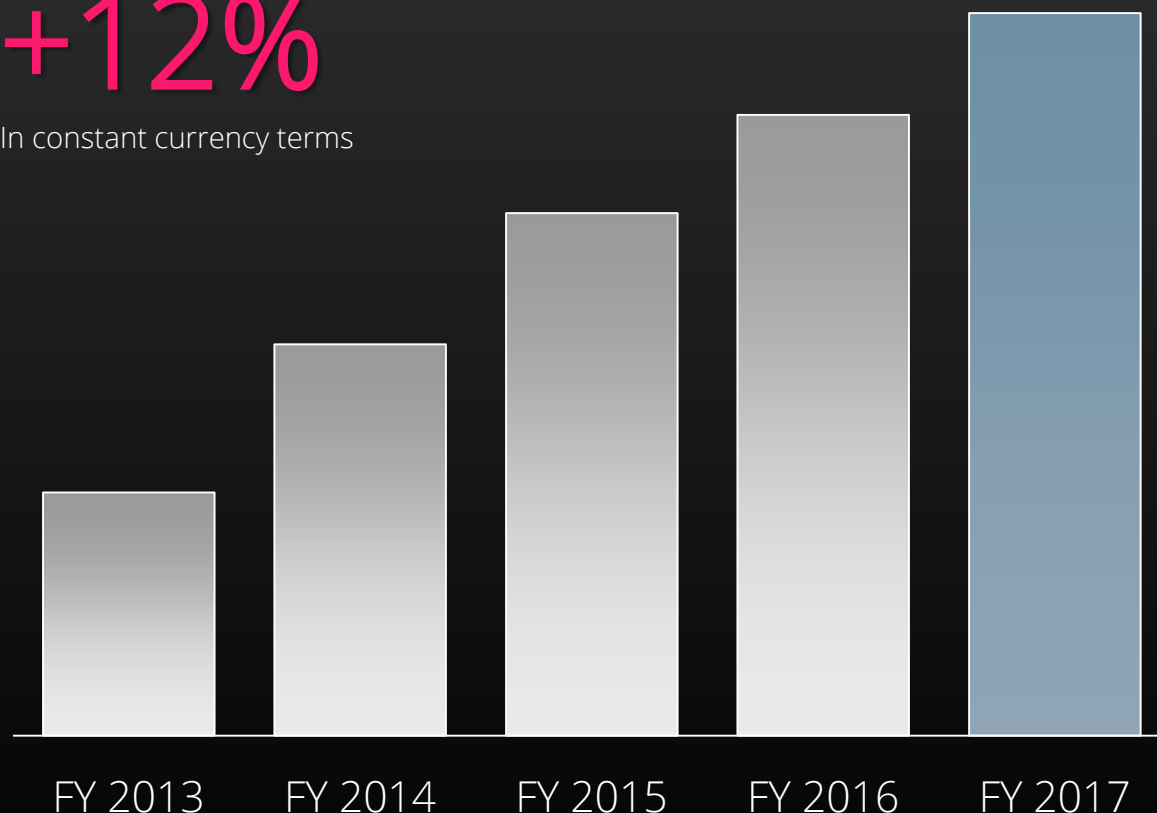


+10%

to R 7 048m

+12%

In constant currency terms



	Rm	12 months to 30 Jun 2017	12 months to 30 Jun 2016	% change
Established	Discovery Health	2 505	2 265	+11%
	Discovery Life	3 588	3 271	+10%
	Discovery Invest	744	665	+12%
	Discovery Card	140 ¹	121	+16%
	Vitality HEALTH INSURANCE	16.4 ²	8.7 ²	+89%
	Vitality LIFE INSURANCE	28.1 ²	31.6 ²	-11%
Emerging	Discovery Insure	(21)	(151)	+86%
	Vitality GROUP	(116)	(189)	+39%
	中国平安 PINGAN HEALTH	(33)	(99)	+66%
New	OTHER	(577)	(384)	-50%
				+10% in constant currency terms
				+60% in constant currency terms
				8%

¹ 54.99% share of DiscoveryCard profits

² In GBP terms

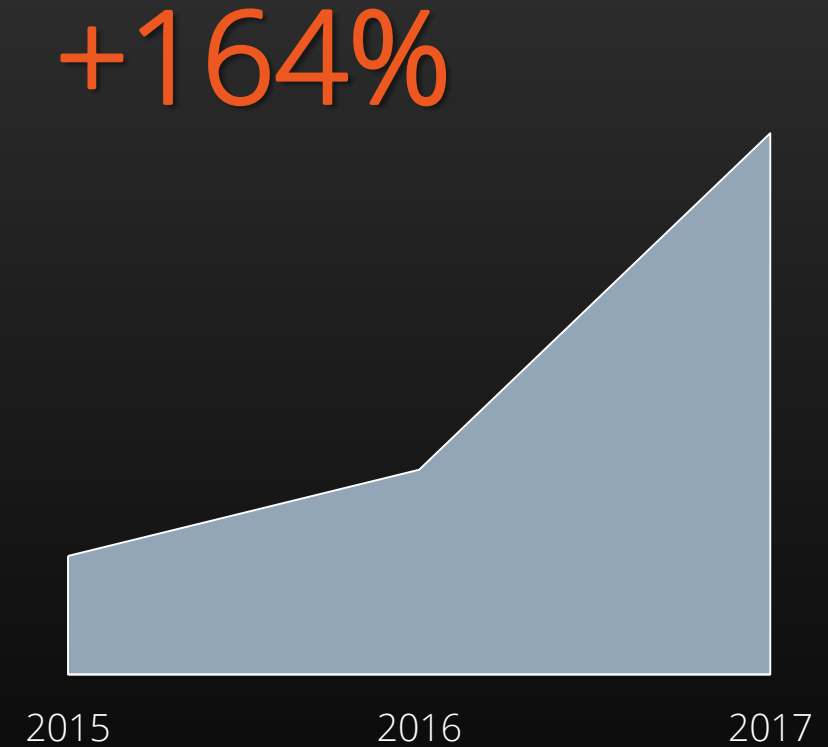
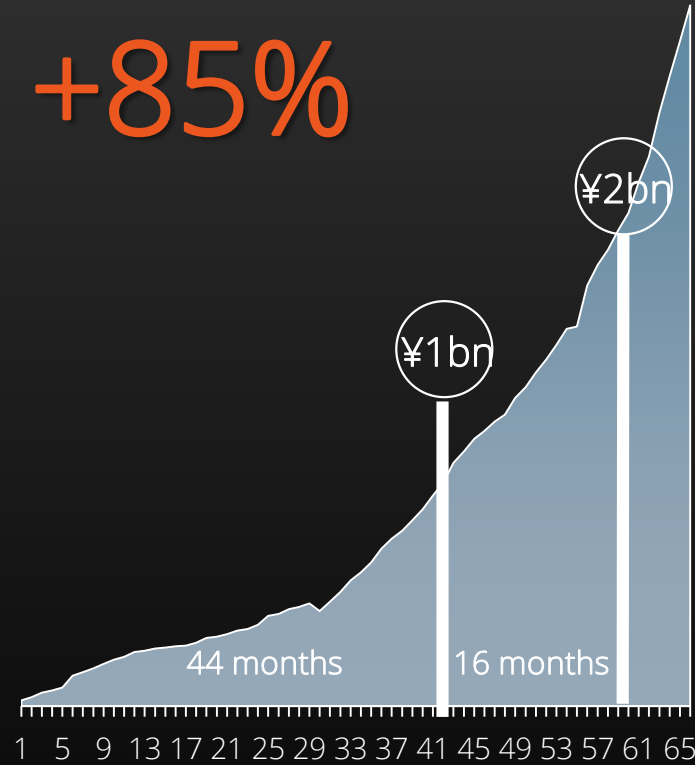
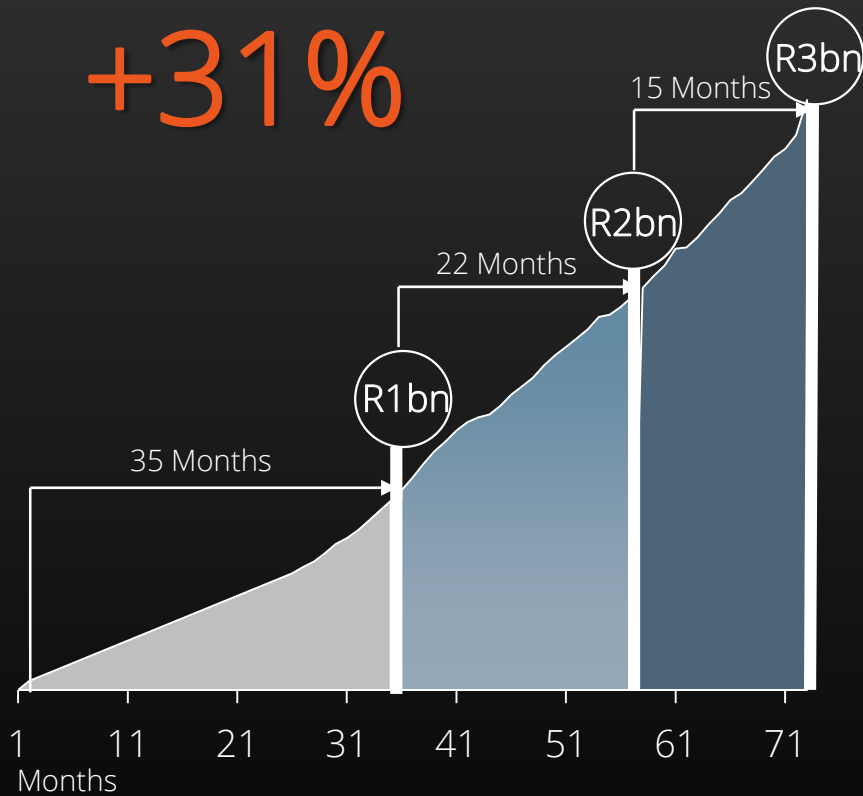
Emerging businesses are growing at a rapid rate



Discovery Insure in-force premium

Ping An Health written premium RMBbn

Vitality Group integrated insurance premiums \$m



Durational strain

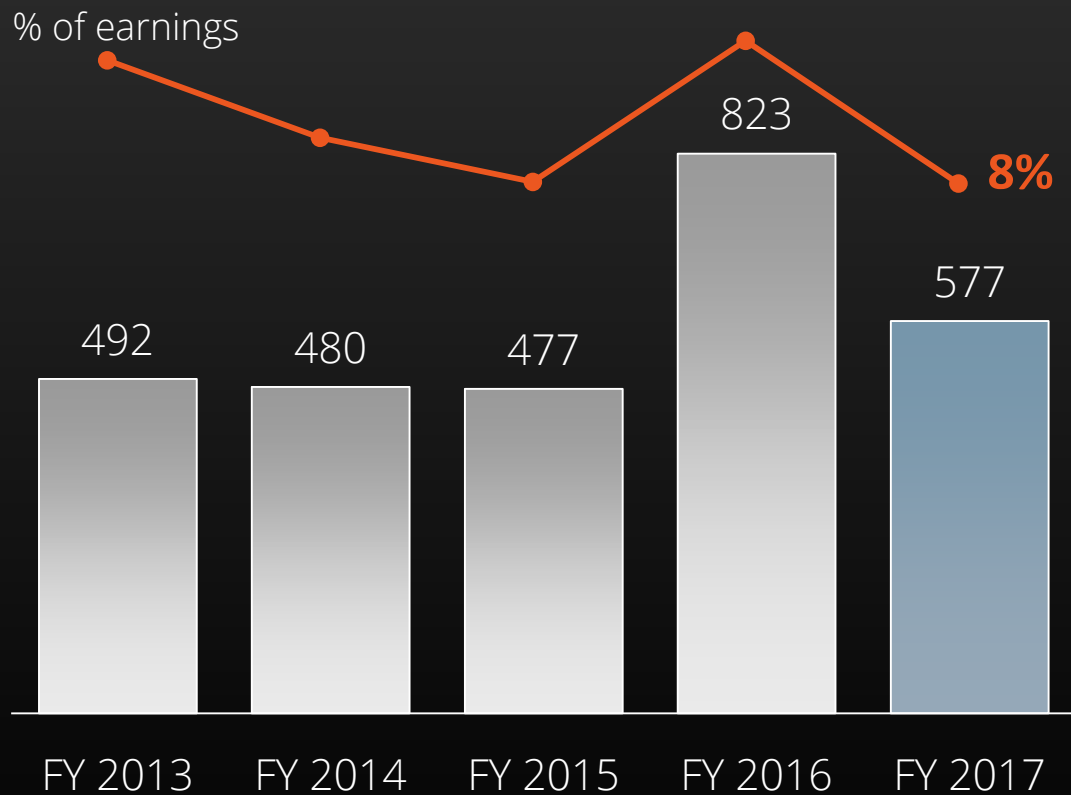
New business acquisition strain






Rapid scaling

Continued investment in new initiatives



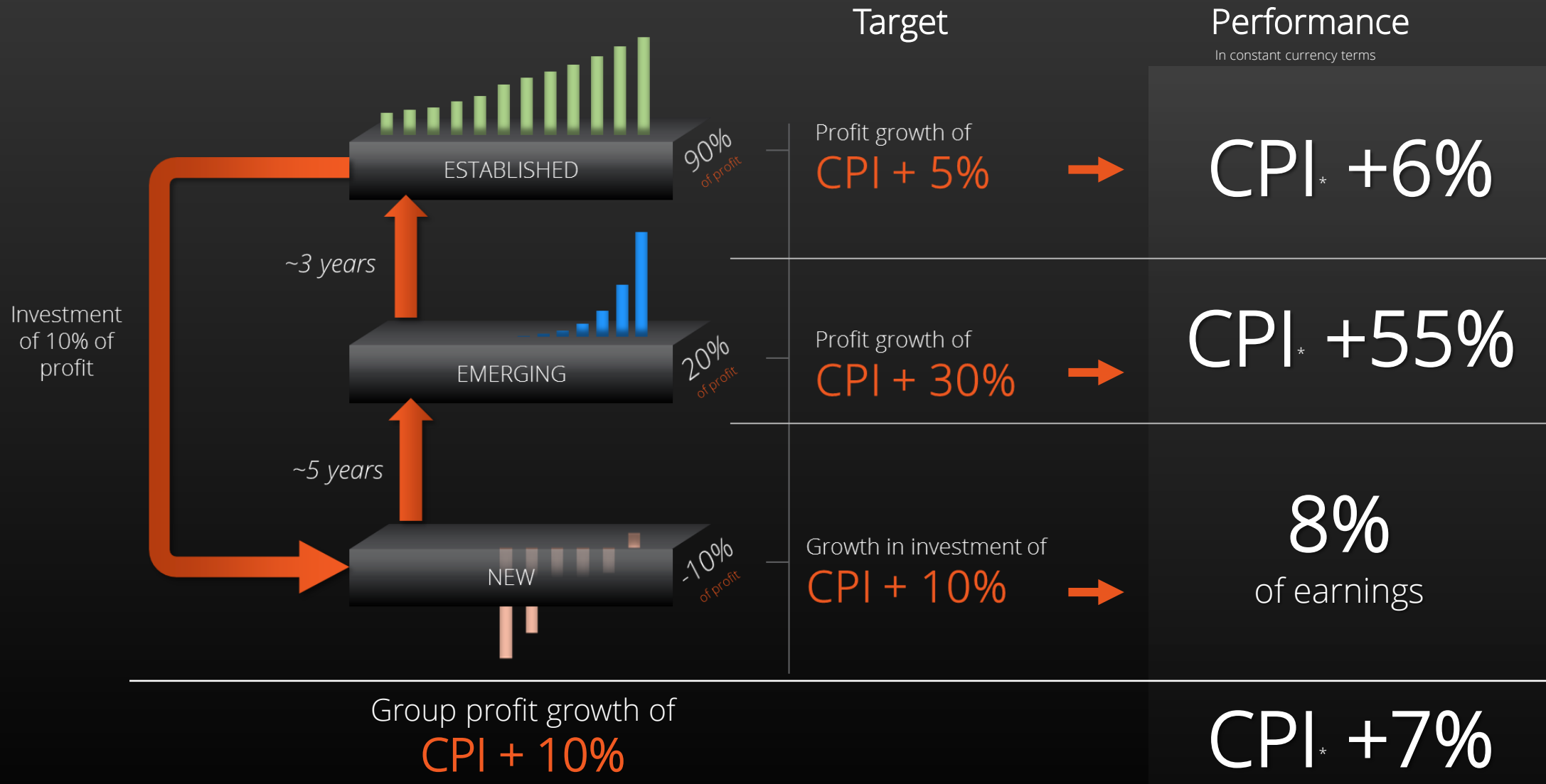
8% of earnings
of R 577m



Initiatives in the pipeline	Launch date
 Vitality	Intent to enter banking Intention to launch by end Q2 2018*
 Vitality Invest	Q1* 2018
 Commercial insurance	Q2 2018
 Umbrella funds	Q2 2018
 Global Vitality Network	Active

* Subject to regulatory approvals

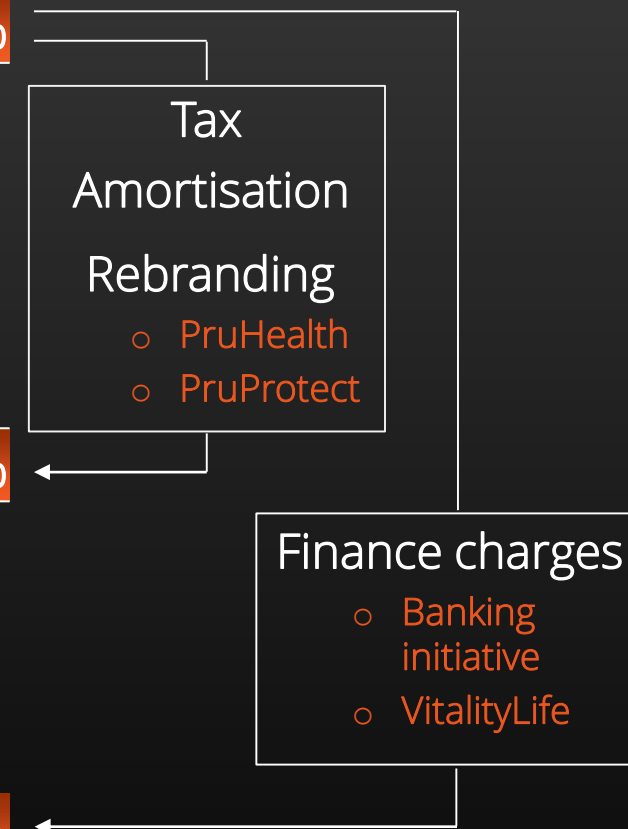
Performance against the organic growth methodology



* Weighted average CPI rate of 4.8% based on CPI rates in markets

Reconciliation to normalised headline earnings

	2017	2016	% change
Normalised profit from operations	7,048	6,407	10%
Investment income	150	265	
Finance costs	-478	-293	
Other	-104	-57	
Income tax	-1,959	-2,006	
Adjustments from normalised profit ¹	-253	-675	
Headline earnings	4,404	3,641	21%
Rebranding and acquisition costs ¹	99	365	
Amortisation of intangibles net of tax ¹	154	224	
Additional 54.99% share of DiscoveryCard profits ¹		86	
Accrual of dividends to preference shareholders	-1	-4	
Normalised headline earnings	4,656	4,312	8%



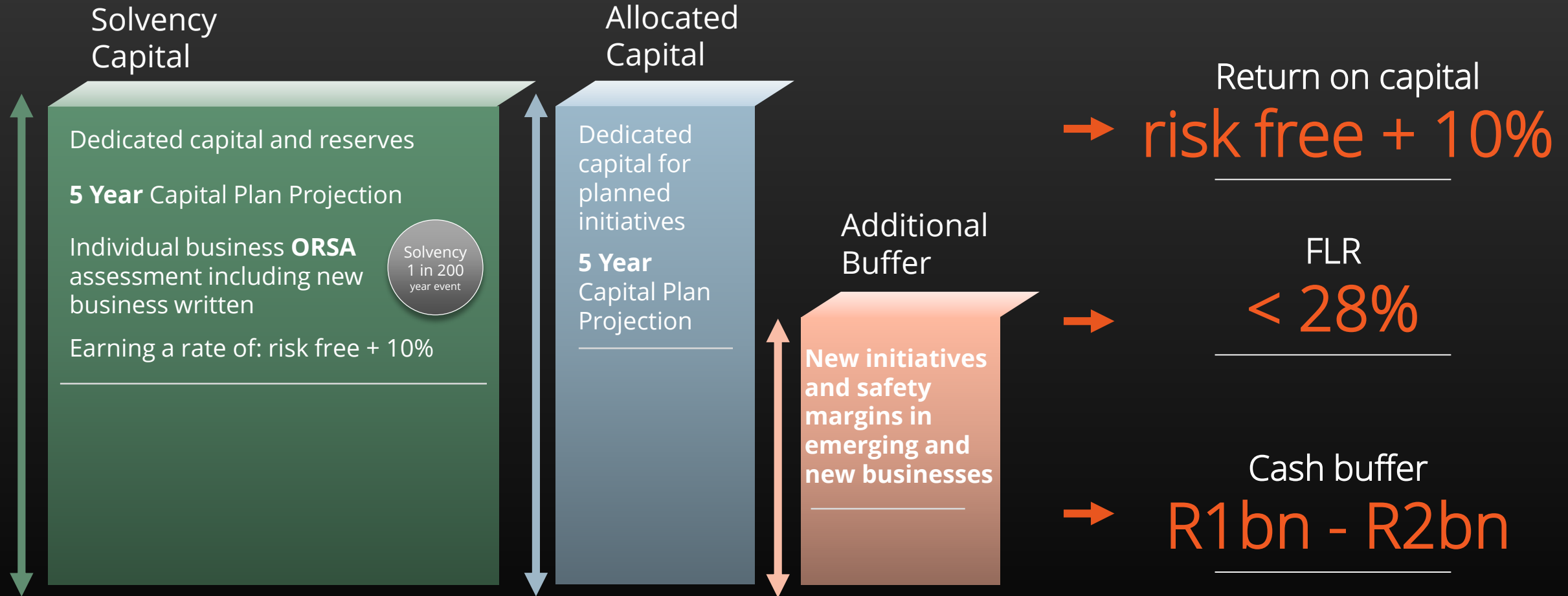
Normalised headline earnings per share (diluted): **721.5c (+8%)**

Dividend declaration of: **98cps (+11%; +6% FY)**

¹ Adjustments from normalised profit includes rebranding and acquisition costs, amortisation of intangibles and additional 54.99% share of DiscoveryCard profit

Capital management philosophy

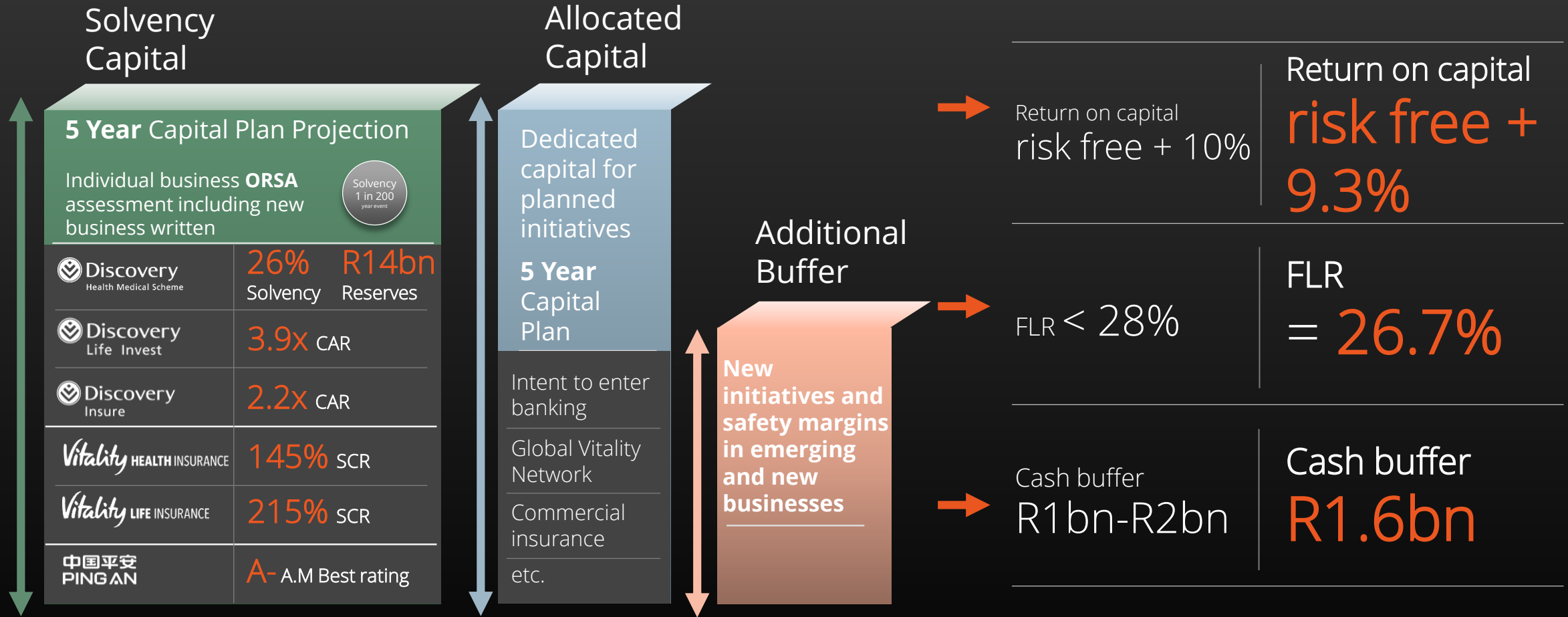
Three pillars of capital



Performance against the capital management philosophy



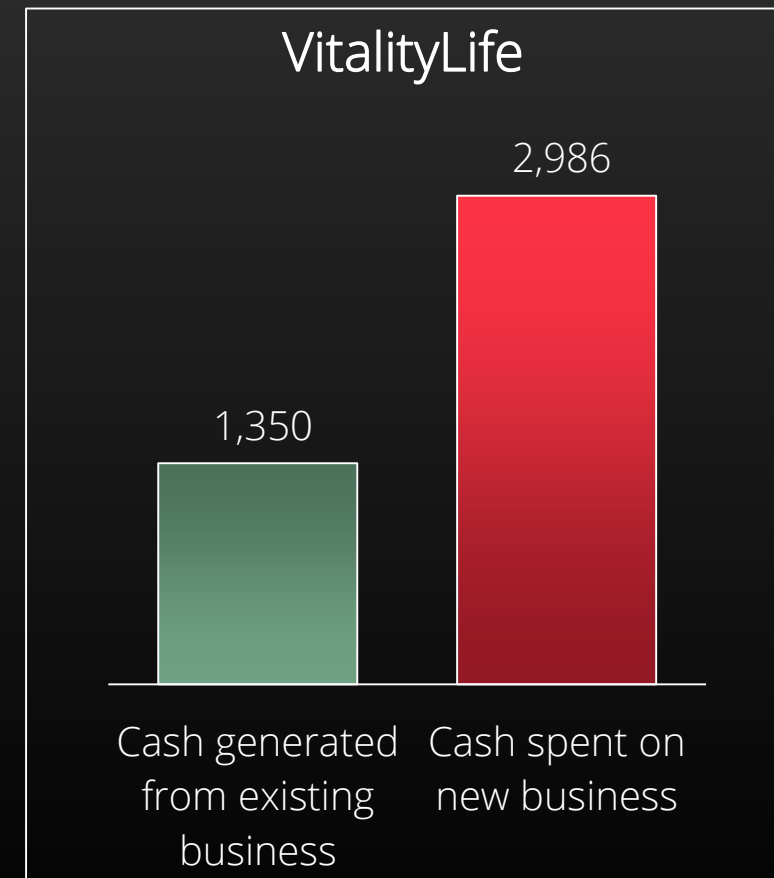
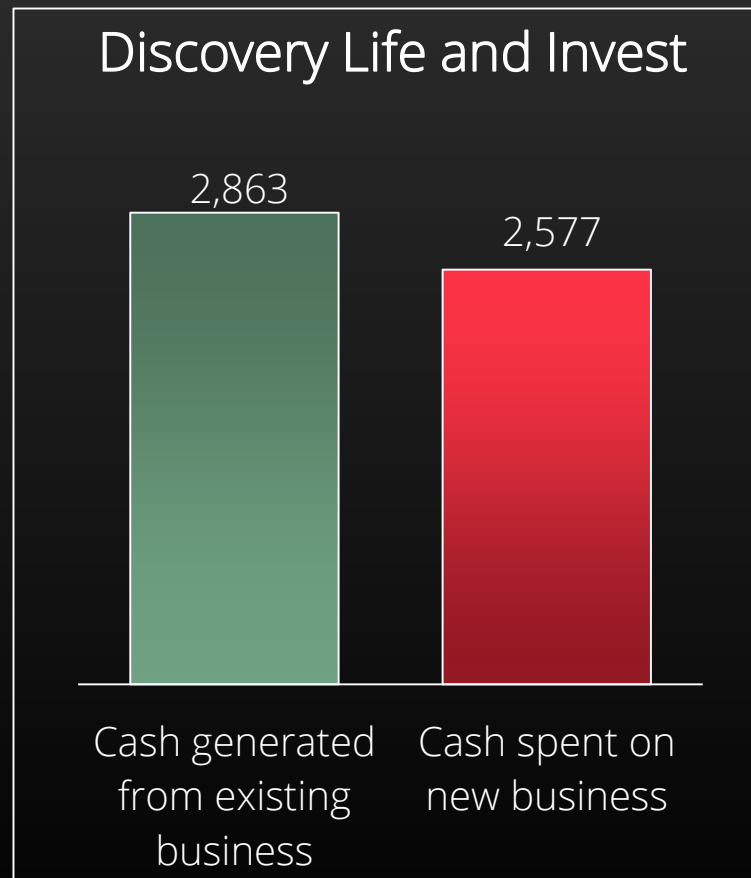
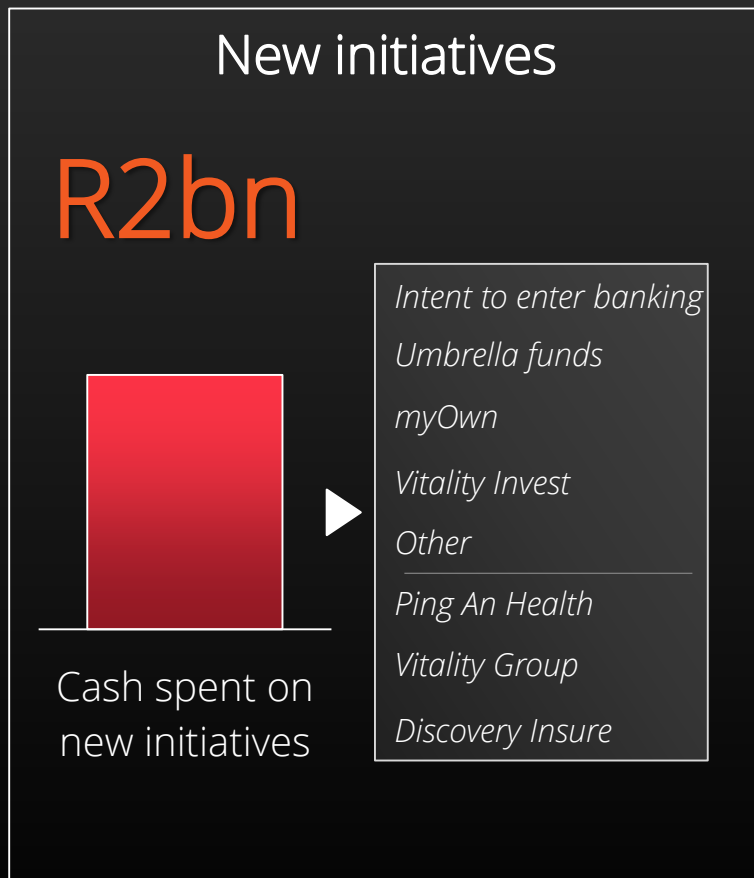
Three pillars of capital



Cash management supports aggressive growth

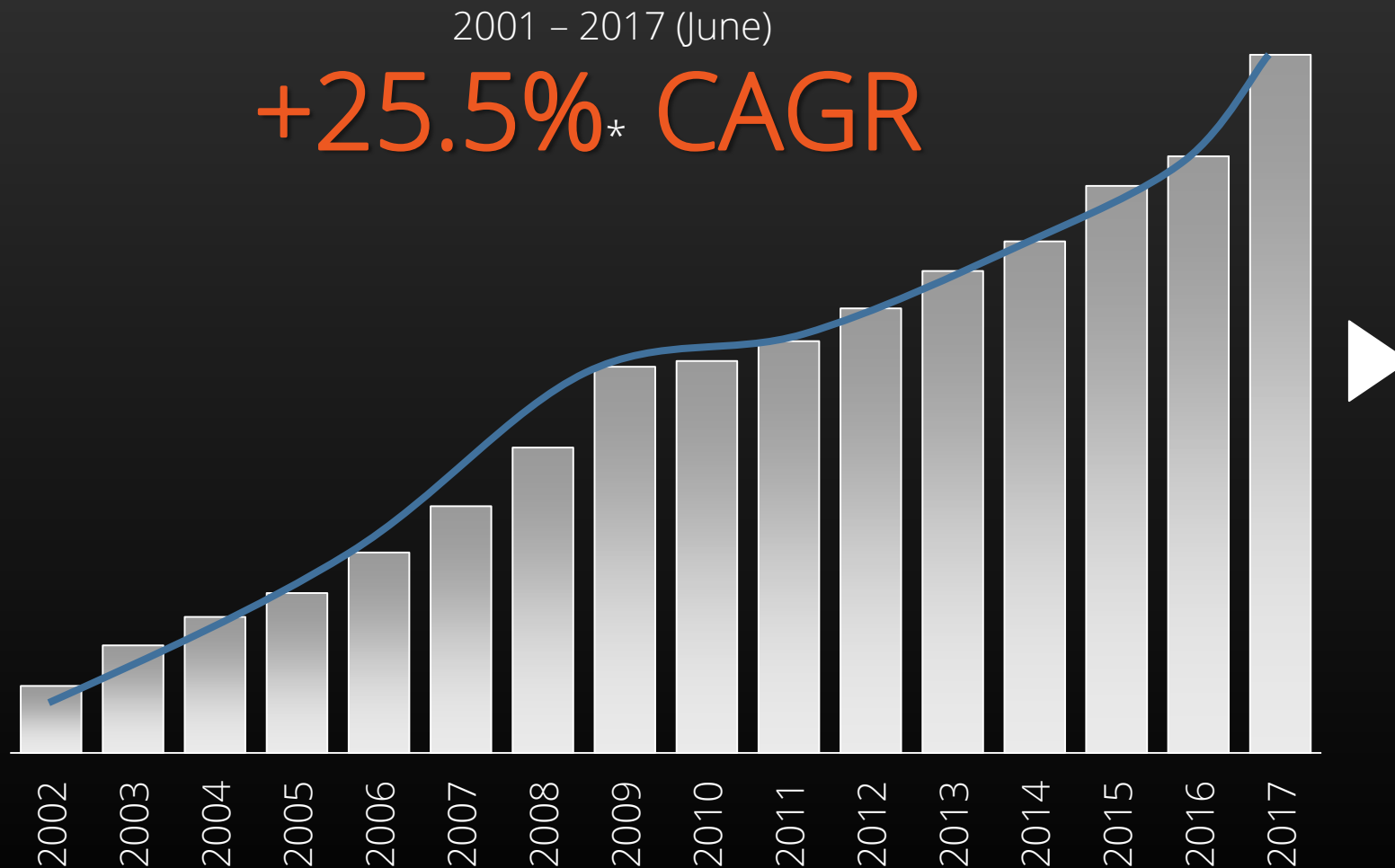
R7.2bn

cash generated by the group



Strong Discovery Life IRR favours investment in new business

Discovery Life new business growth



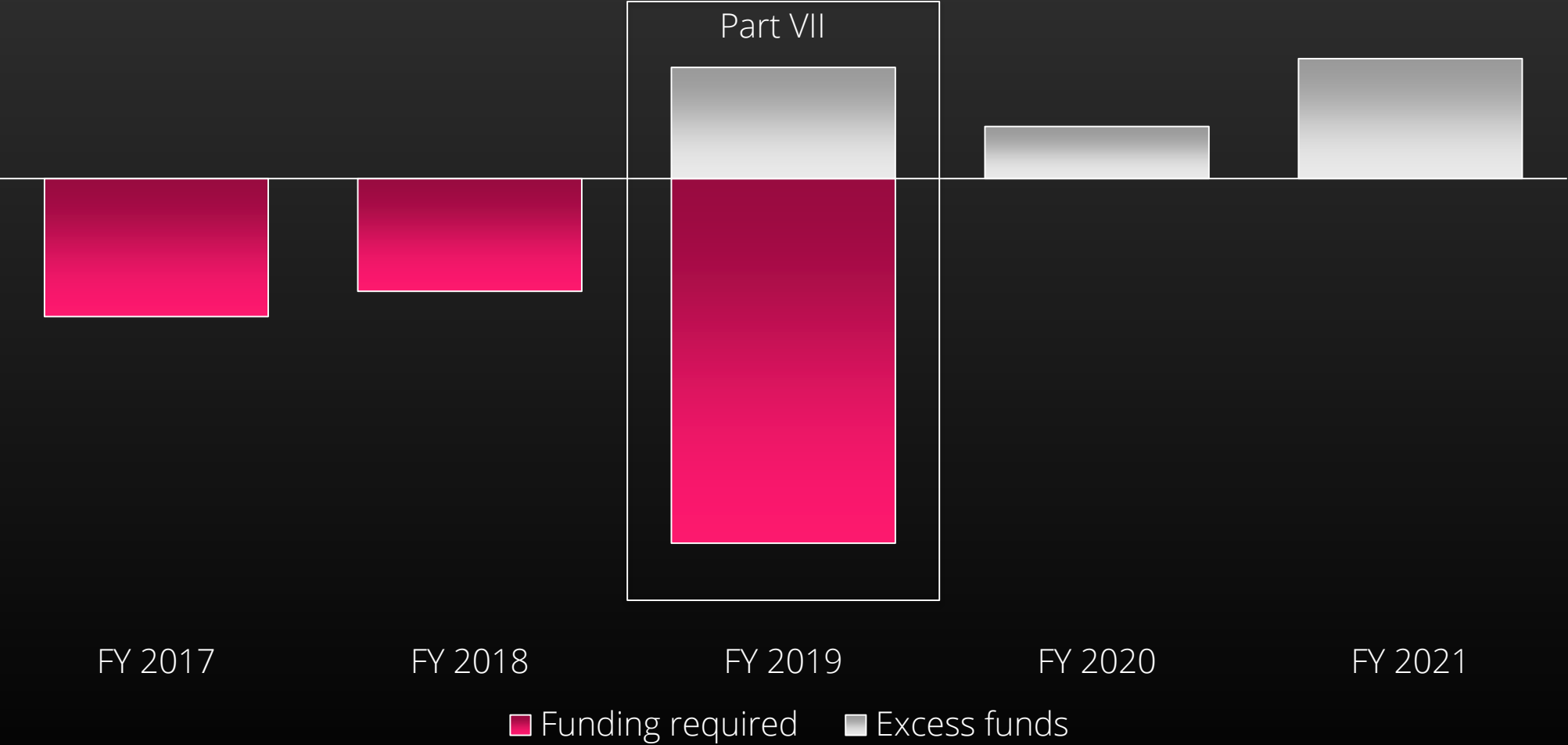
IRR = 21.5%

* New Business API including Servicing and Contractual Premium Increases

VitalityLife presents a short-term cash strain with net cash buffer achieved post Part VII transfer

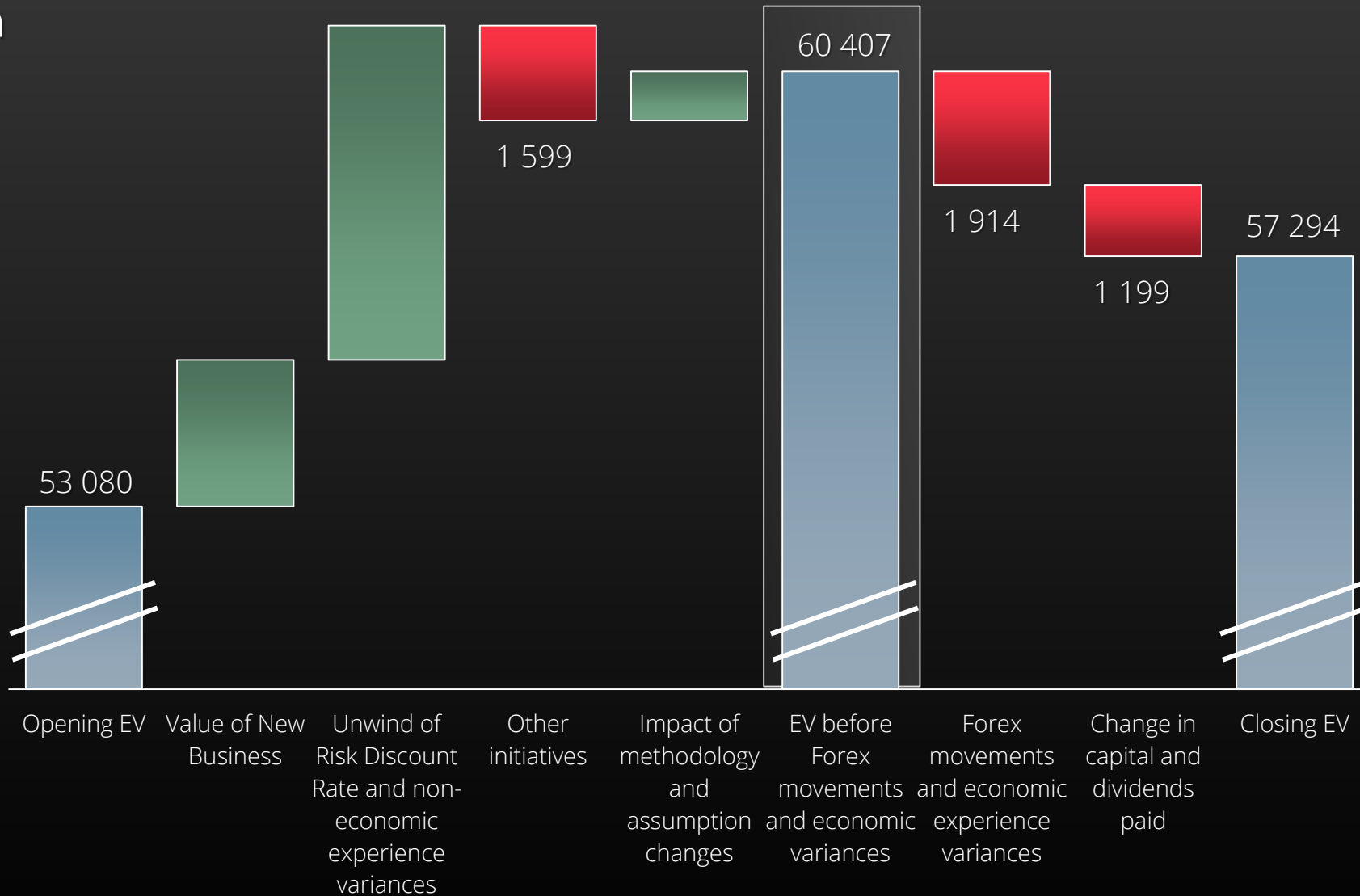


VitalityLife funding (GBPm)



Return on embedded value (EV)

Rm



+7.9%
Increase in EV

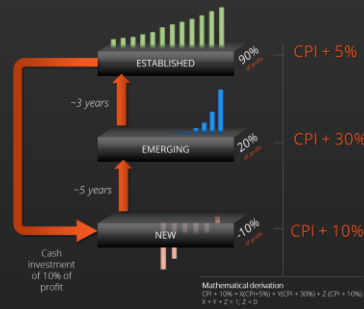
Forex movement → **-3%**
decrease in EV

Other initiatives → **-3%**
decrease in EV

+10.2%
Return on EV

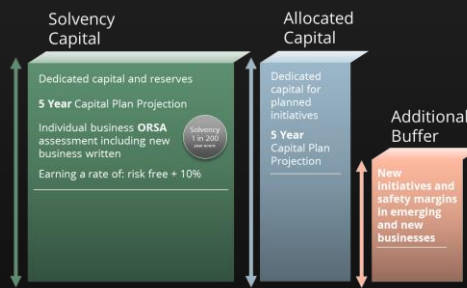
Performance

Earnings growth



- New business growth **+22%** core new business growth
- Group profit growth **CPI + 7%**
- Established businesses **CPI + 6%**
- Emerging businesses **CPI + 55%**

Capital philosophy

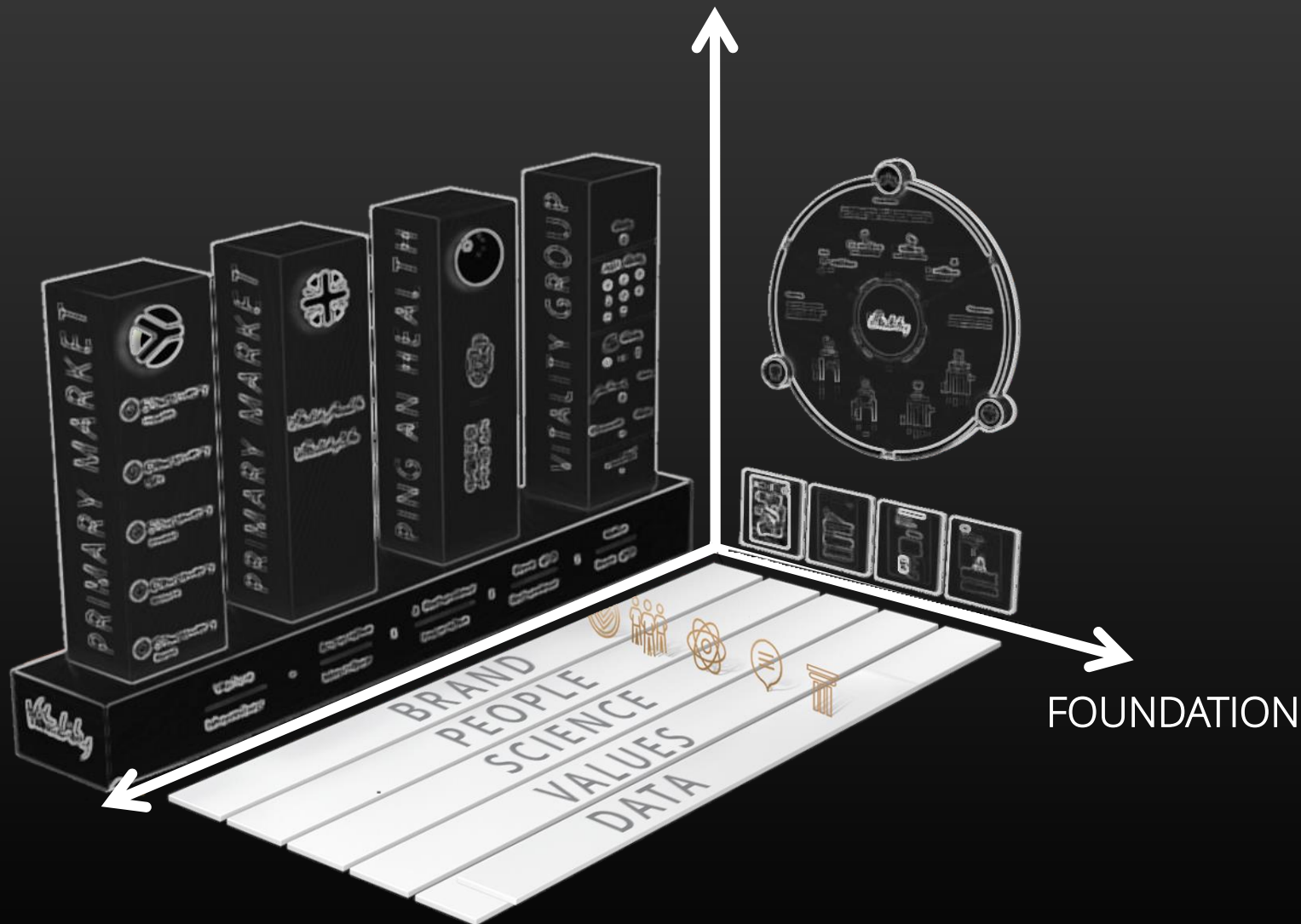


- Return on capital **risk free +9.3%**
- Financial leverage ratio **26.7%**
- Cash buffer **R1.6bn**

Cash management

- Robust cash management **R7.2bn** cash generated **>R5.5bn** invested in long-term insurance business

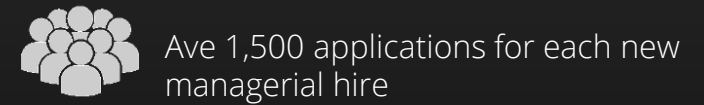
Foundation



1 Powerful, distinctive and aspirational brand



2 Employer of choice for all critical skills



3 Value-based culture

- | | |
|-------------------------------|----------------------------------|
| Great people | Innovation and optimism |
| Liberating the best in people | Business astuteness and prudence |
| Intellectual leadership | Dazzle clients |
| Drive, tenacity and urgency | Integrity, honesty and fairness |

4 Unique business model and evolving science



Mathematics of Vitality Shared-Value Insurance

$$\frac{\text{Value Member}}{\text{Member}} = \frac{\text{Incentive Member}}{\text{Member}} \times \frac{\Delta \text{ Behaviour}}{\text{Incentive}} \times \frac{\text{Bent (qx)}}{\Delta \text{ Behaviour}} \times \frac{\text{Value}}{\text{Bent (qx)}}$$

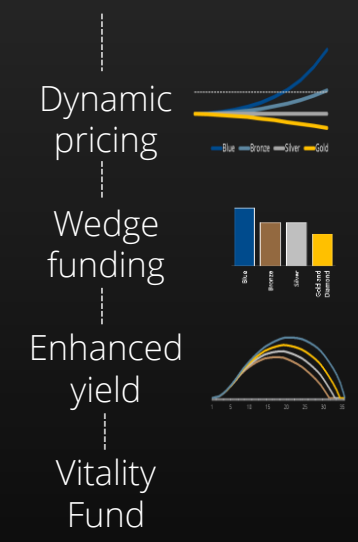
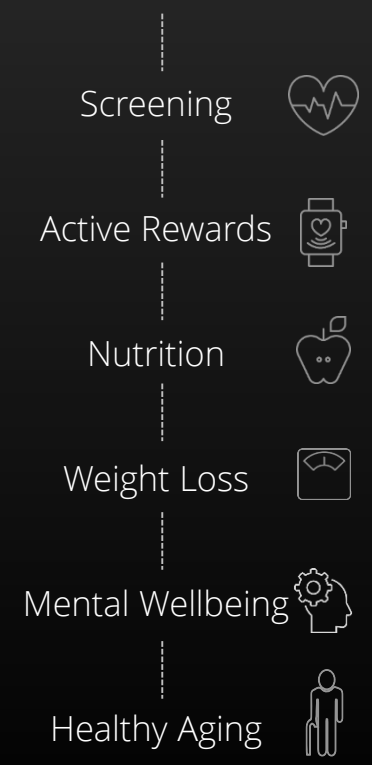
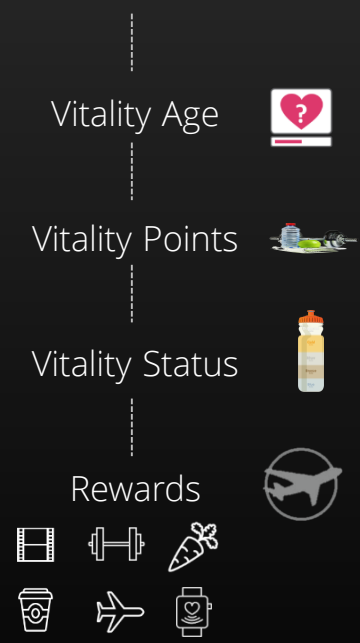
Shared value

Vitality chassis

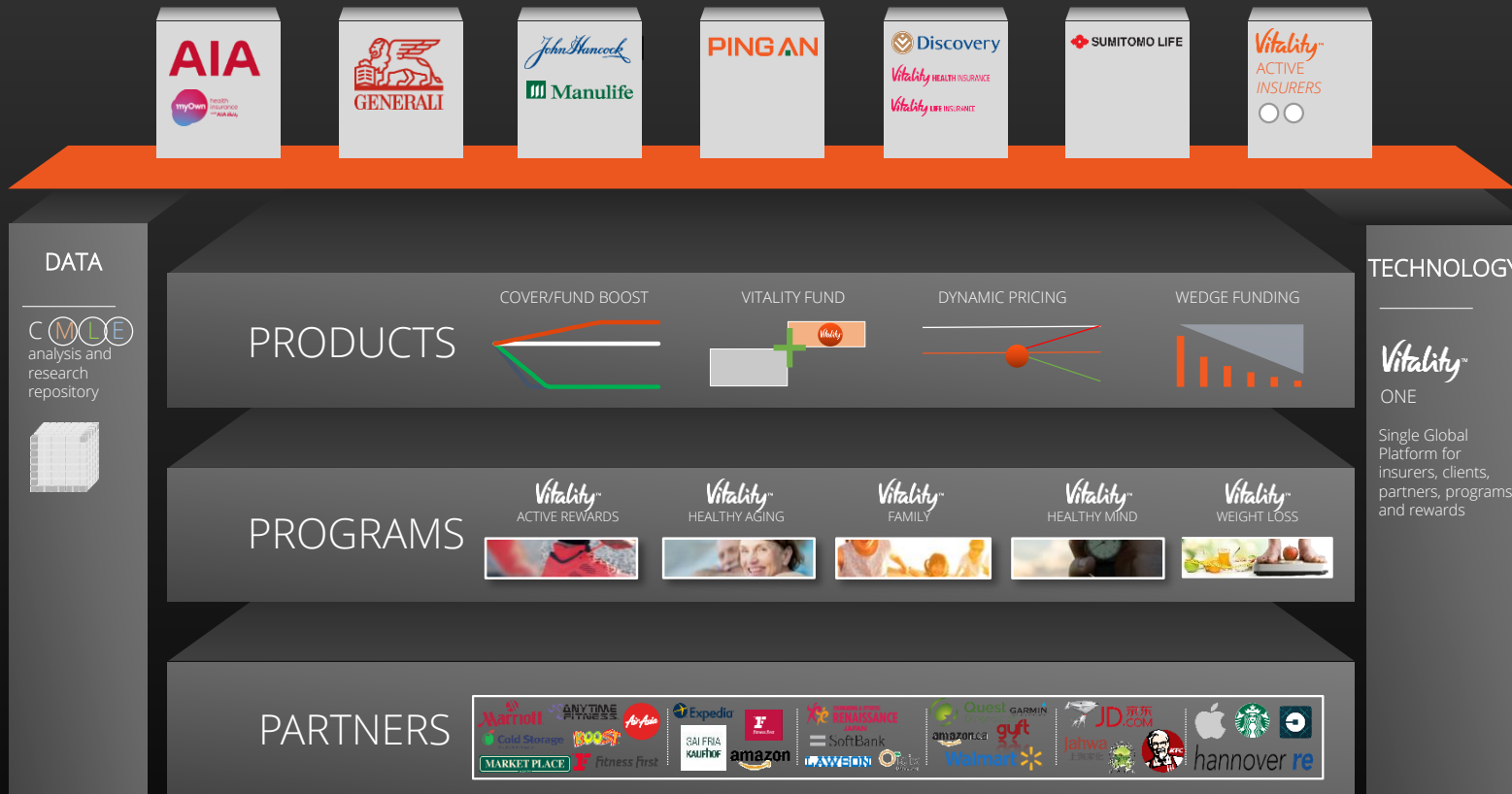
Programmes

Make people healthier

Product



Global Vitality Network



16 countries

>7m Vitality members

+150,000 new members per month

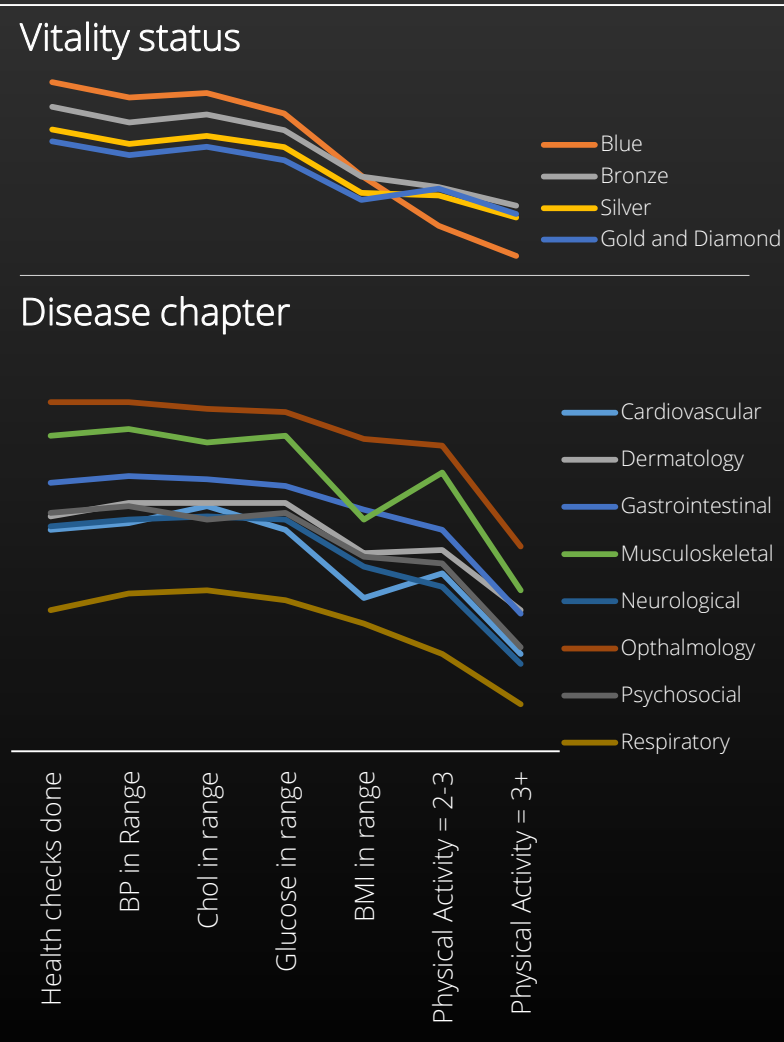
200m+ exercise activities tracked every year

40m+ life years of behaviour-linked mortality and morbidity data

Data is substantial

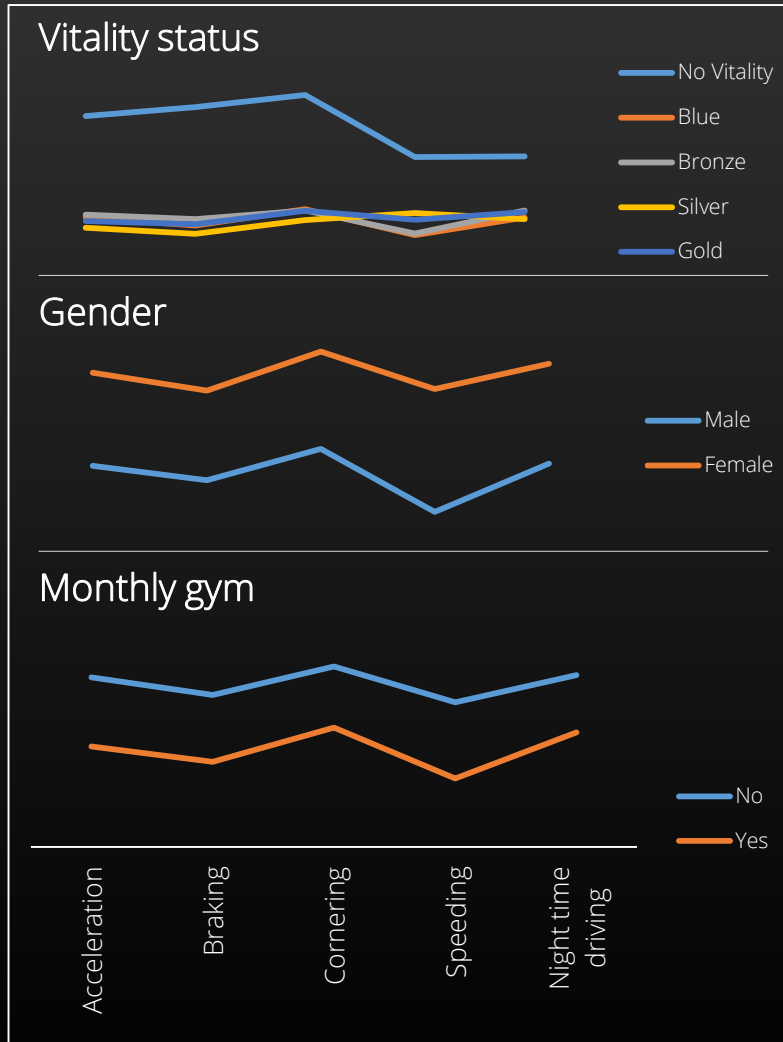
Mortality and morbidity data

Overall health claims costs



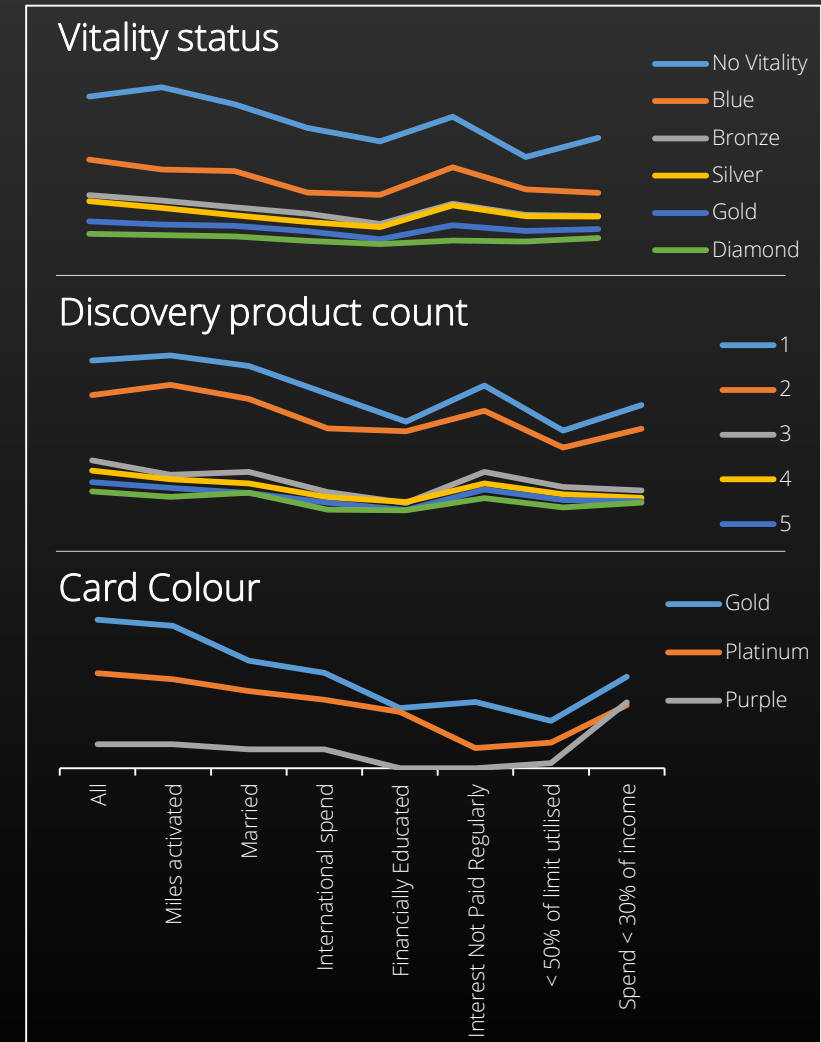
Driving data

Proportion of drivers with higher-than-average scores



Financial data

% of clients going into arrears in 2016



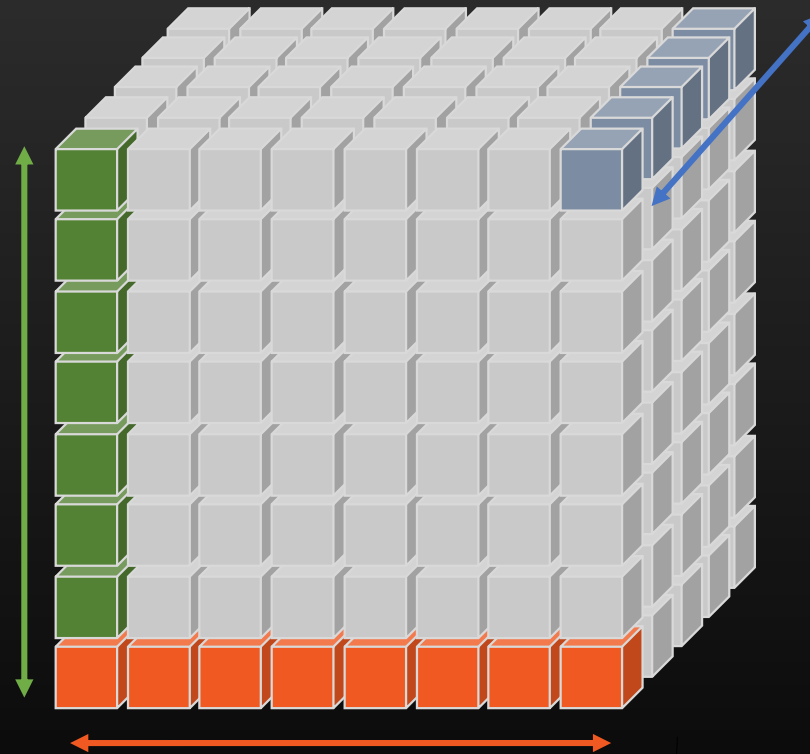
Data is substantial

>2 petabytes

of behaviour-linked insurance data

Driving data

- Demographic information
- Kilometers driven
- Driver behaviour
- Accident impact
- Driver routes
- Harsh braking
- Acceleration
- Cornering
- Mobile phone usage
- Time and distance of trips



Health data

- Demographic information
- Cost of claims
- Provider visits
- Hospital admissions
- Condition management
- Health outcomes
- Out of hospital spend
- Chronic condition history
- Physical activity
- Biometrics and screenings
- Nutrition
- Smoker status
- Vitality status

Financial data

- Customer loyalty
- Customer spend behaviour
- Price sensitivity
- Credit riskiness

Causes of mortality vary substantially by age

Top 10 causes of death
Region of the Americas, males

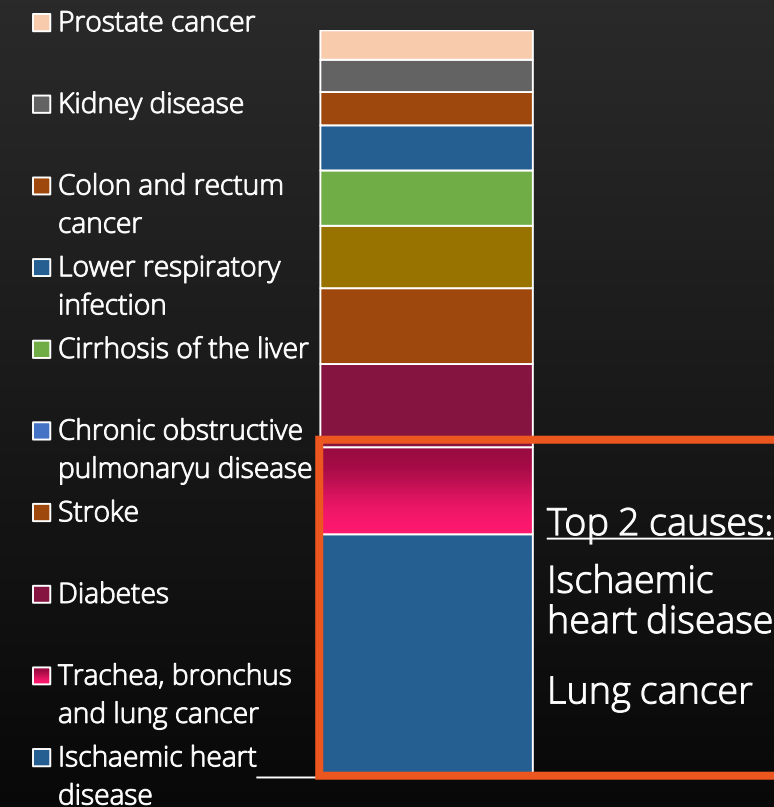
15-29



30-49

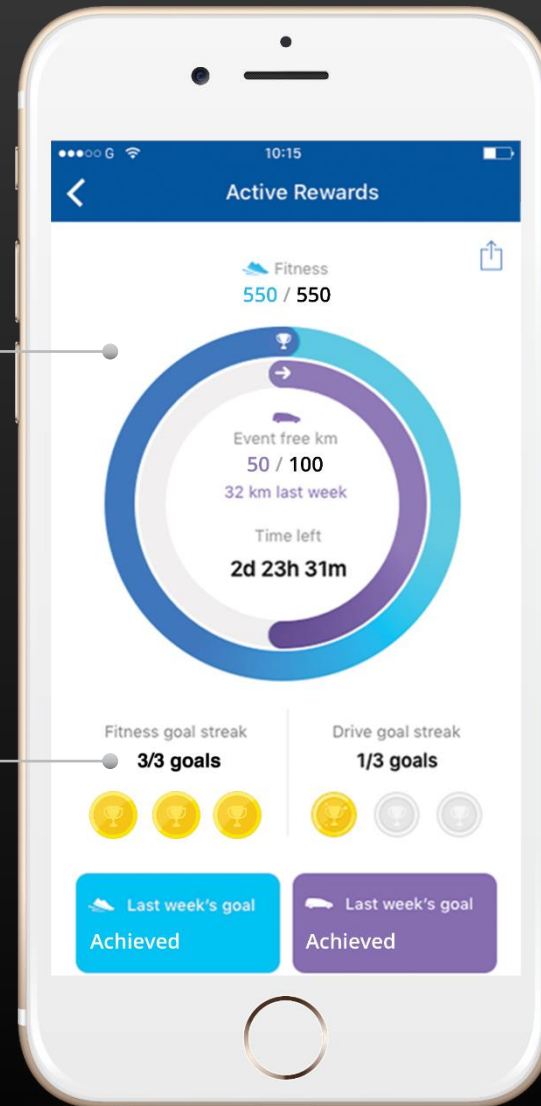


60-69



Rewards for weekly fitness and driving goals

Goal streaks



Get **25%** off gym membership



Supports the Discovery product range aimed at young adults

Businesses



VitalityHealth

VitalityLife

中国平安
PINGAN

Vitality
GROUP



- 1 Insurgent
- 2 Significant client engagement
- 3 Superior actuarial dynamics
- 4 Products meeting complex consumer needs
- 5 Exceptional service ecosystem

5 criteria for brilliant businesses



Insurgency

- Top 3 market share
- Growth/target market growth > 1



Engagement

- > 30% of clients engaged



Superior actuarial dynamics

- Actual < Target market expected;
Vitality engagement-based correlations



Ability to meet complex consumer needs

- Market Share x Retention x Engagement x Loss ratio



Exceptional service ecosystem

- Actual member rating scores > expected;
trending upwards

Business portfolio



	Discovery Health	Discovery Life	Established Discovery Invest	VitalityHealth	VitalityLife	Emerging 中国平安 PING AN	Discovery Insure	Vitality GROUP
Market share	1st	1st	Top 10	Top 4	Top 4	1st	Top 3	Top 3
Growth/Target market growth	>1	>1	>1	~1	~1	>1	>1	Varies by market
Insurgency								
Engagement								
Lapse rates			Sales effect 					
Superior actuarial dynamics	Loss ratio 		Drawdown effect 					
Exceptional service ecosystem	Client rating score 8.84	Client rating score 9.85	Client rating score 8.8	Net promoter score 50.67	Client rating score 7.1	Net promoter score 73	Client rating score 8.8	Global recognition

Business portfolio



	Established					Emerging		
	Discovery Health	Discovery Life	Discovery Invest	VitalityHealth	VitalityLife	中国平安 PING AN	Discovery Insure	Vitality GROUP
Insurgency (market share)	●	●	●	●	●	●	●	●
Engagement	●	●	●	●	●	●	●	●
Superior actuarial dynamics	●	●	●	●	●	●	●	●
Ability to meet complex consumer needs	●	●	●	●	●	●	●	●
Exceptional service ecosystem	●	●	●	●	●	●	●	●
Earnings (>0)	●	●	●	●	●	●	●	●

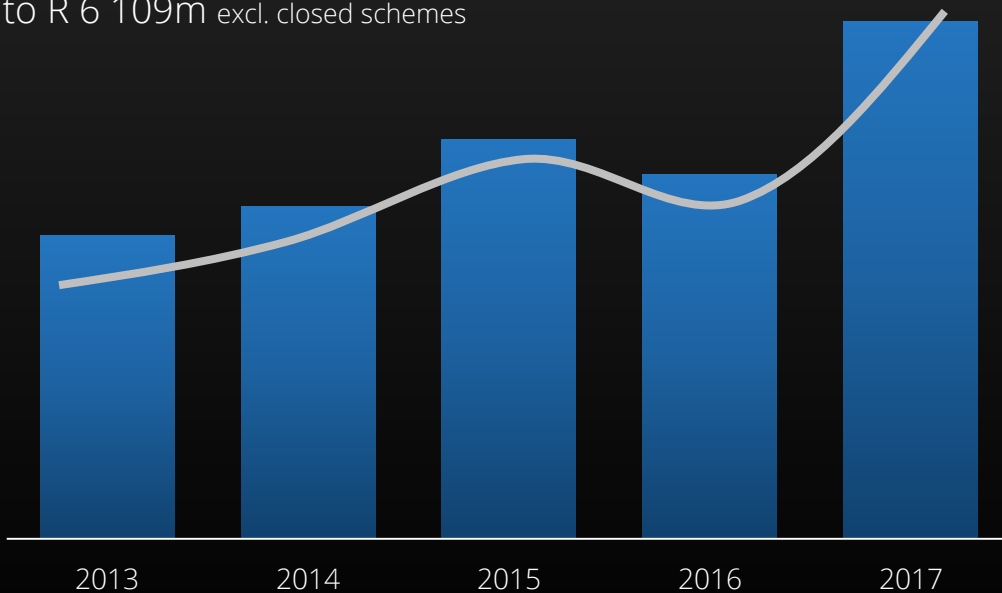


Discovery Health

New business

+18%

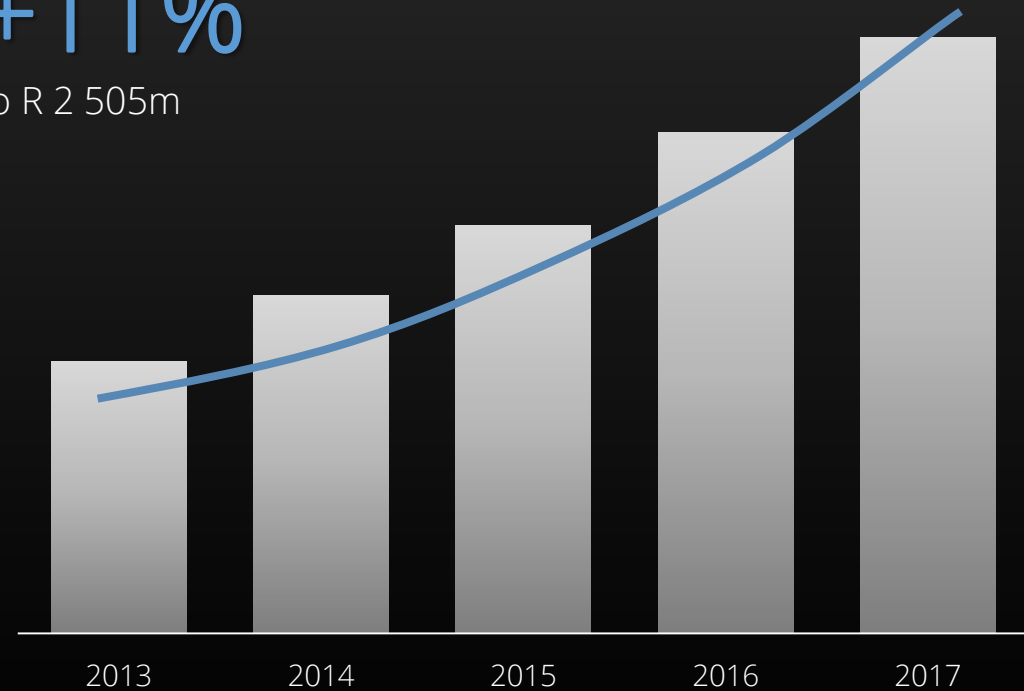
to R 6 109m excl. closed schemes



Operating profit

+11%

to R 2 505m

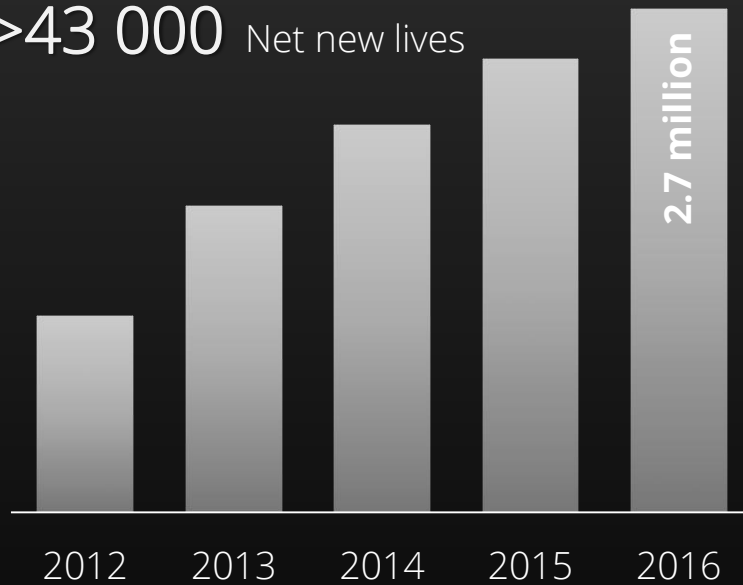


Discovery Health Medical Scheme performance

Growth

55% Market share

>43 000 Net new lives



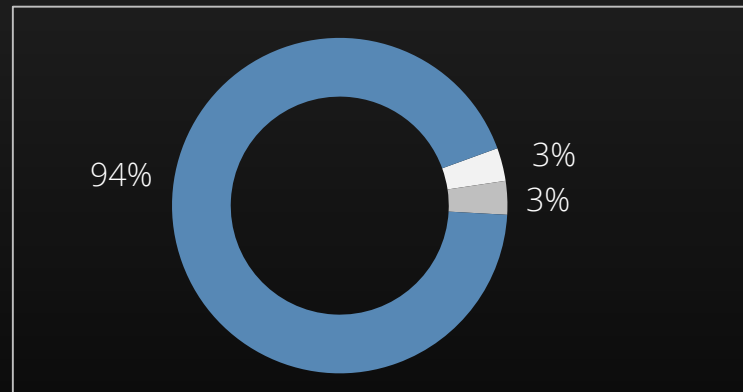
Next 10 largest open schemes' membership decreased by **13 045** lives

Stability

94% → No movement

3% ↑ Upgrade

3% ↓ Downgrade



5% Annualised lapse rate

Security

26.3%
Solvency

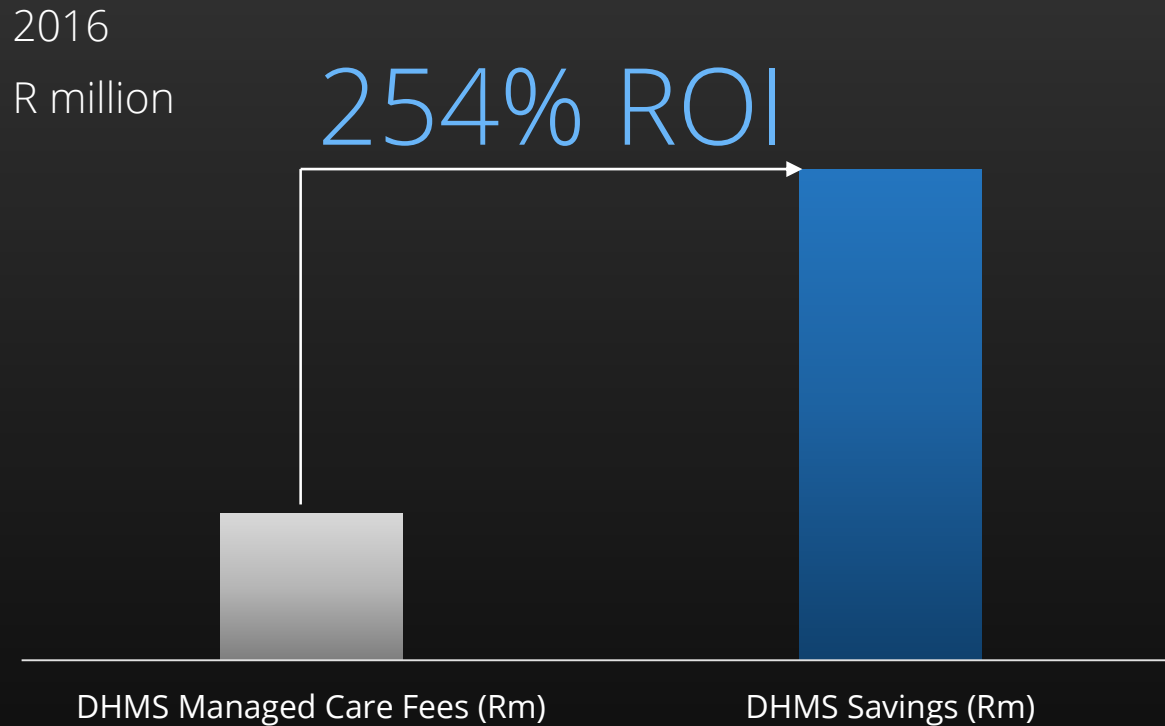
R14.2bn
Reserves

R1.3bn
Total surplus

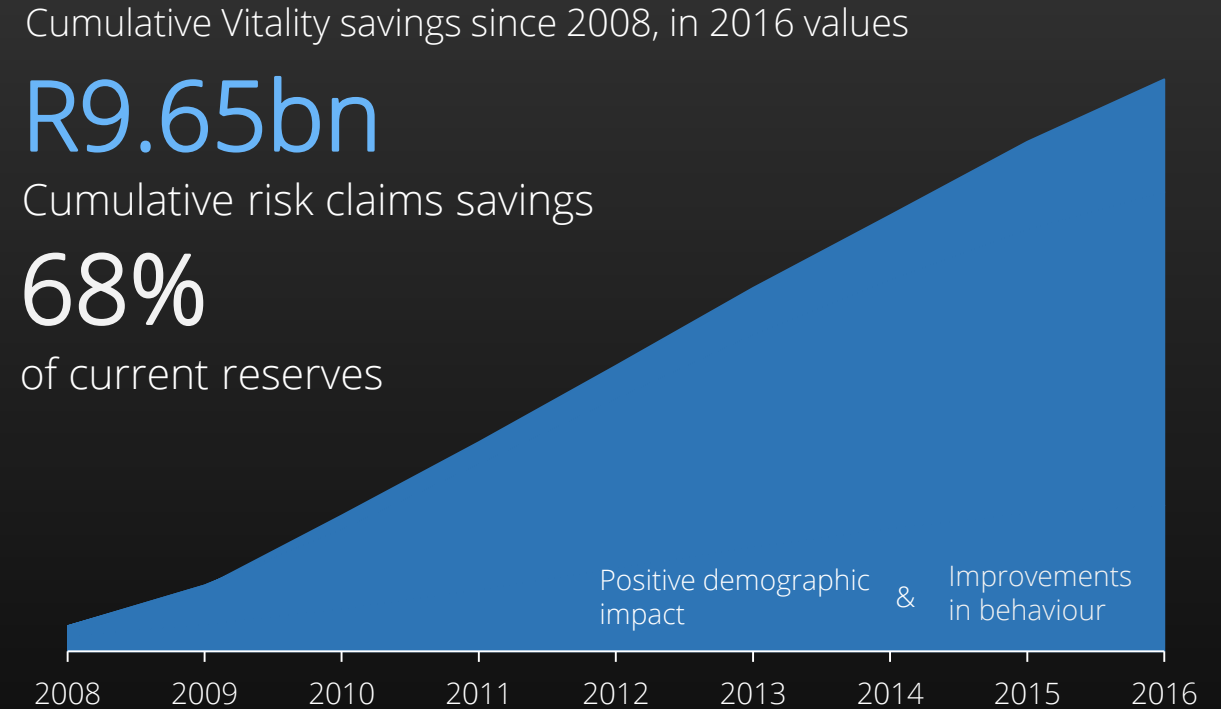
Next 10 largest open schemes' solvency decreased by **0.5%**

Social mandate to bring down the cost of healthcare

Utilisation and risk management interventions



Making people healthier through Vitality



Impact
2016

R6.2bn
saving in 2016 from risk claims

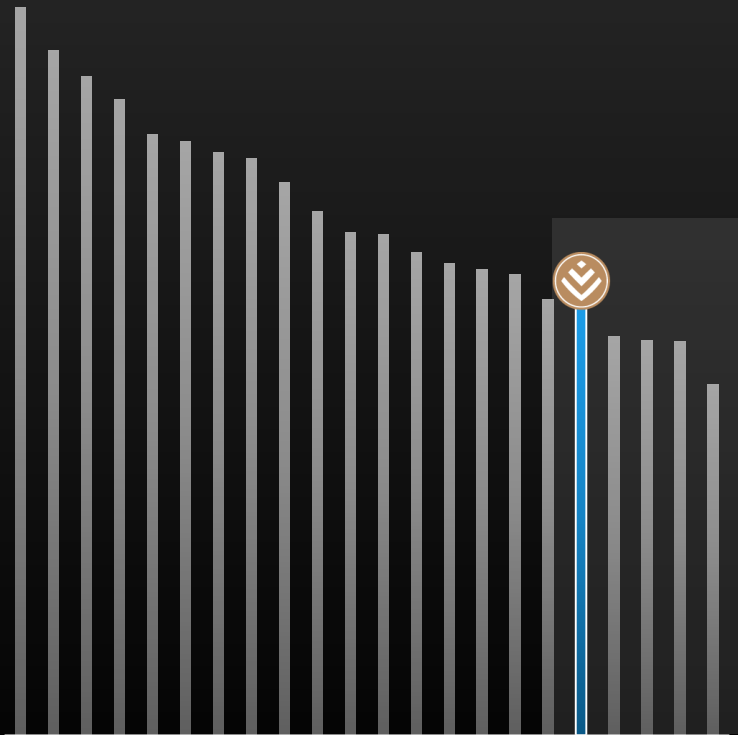
14.4%
of claims for DHMS

Value for money

Lowest quartile admin fees

7.7%

Administration fees of Gross Contribution Income



Expenditure includes administration and marketing costs

Low contribution increases

7.9%

CPI + 2%

For 2018

DHMS weighted average contribution increase

VS

9% - 11%

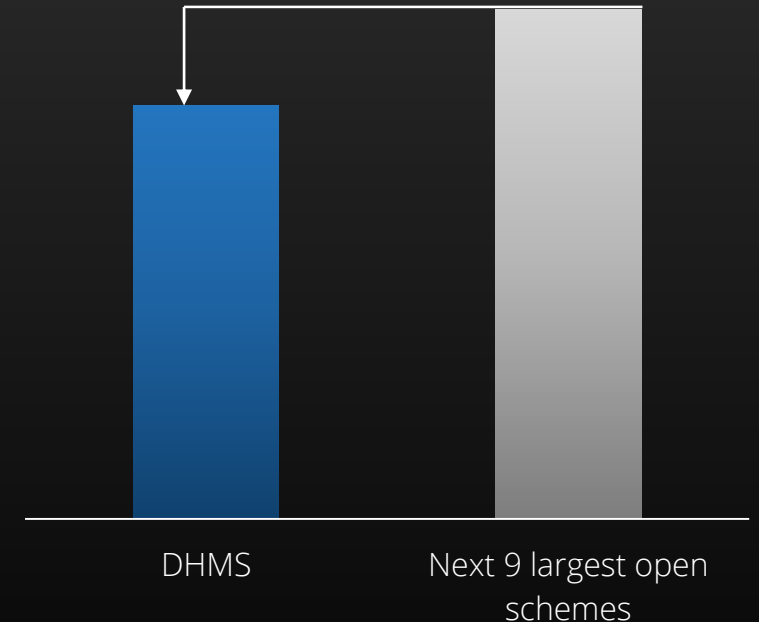
CPI + 4% to 6%

For 2018

Expected healthcare claims inflation

Lowest contributions

-15%

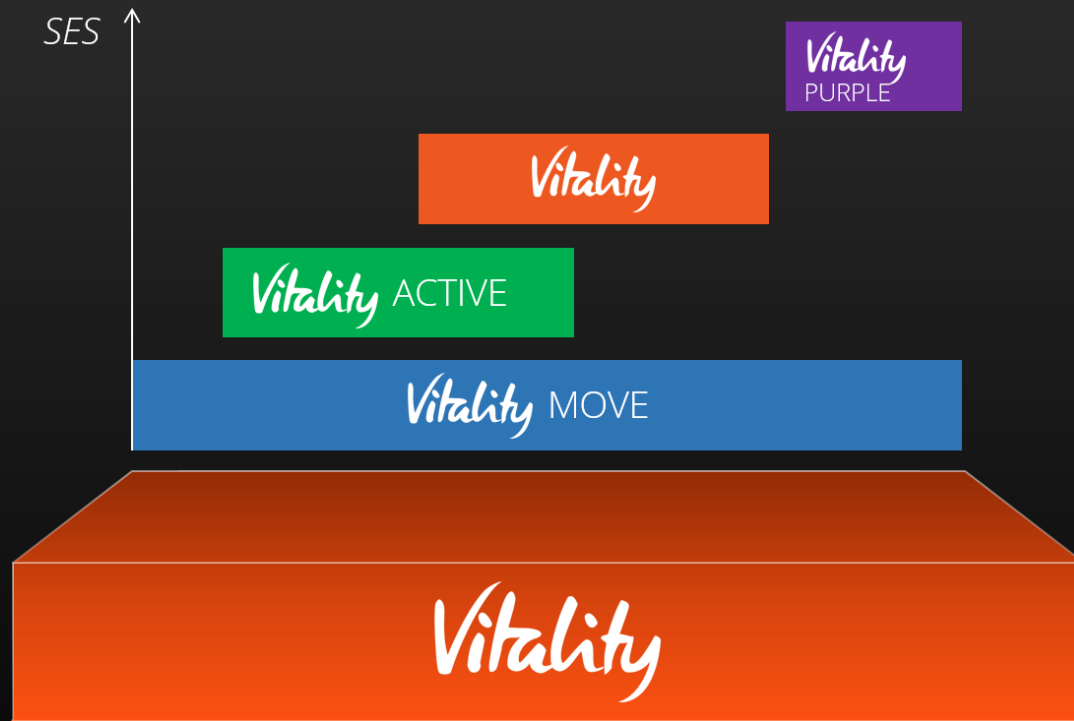
Lower premiums compared to market average (weighted)

~ every 6th year free

Focus and strategy

Extending the Vitality Model

Technology



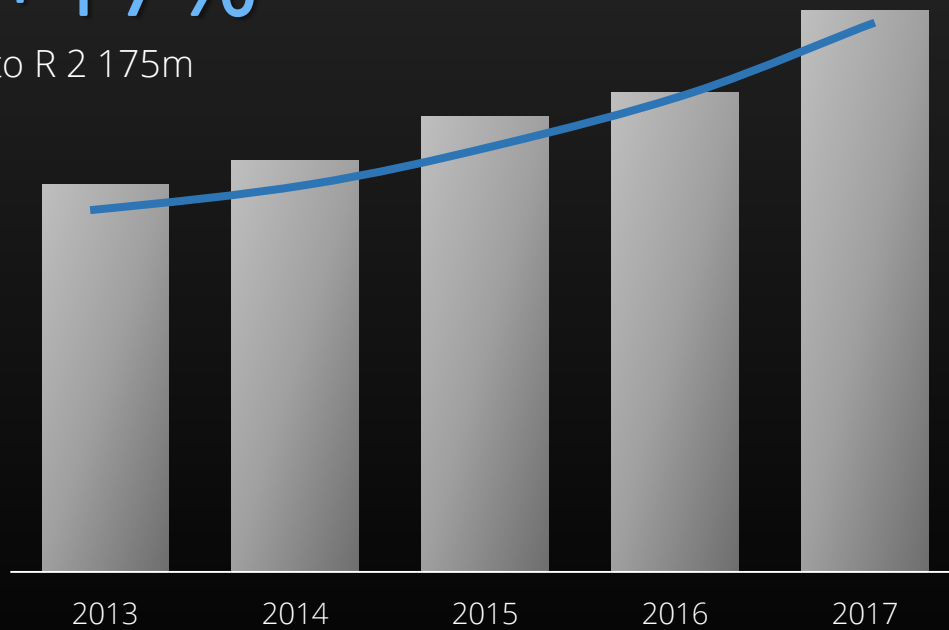
Comprehensive, doctor reviewed health content, interactive doctor chat, video consults



Discovery Life

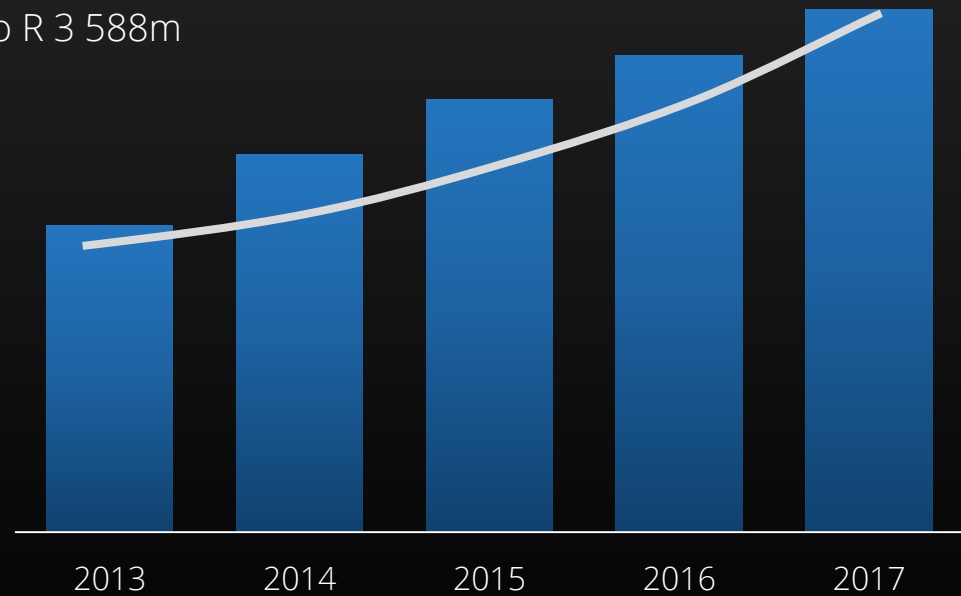
New business

+17%
to R 2 175m



Operating profit

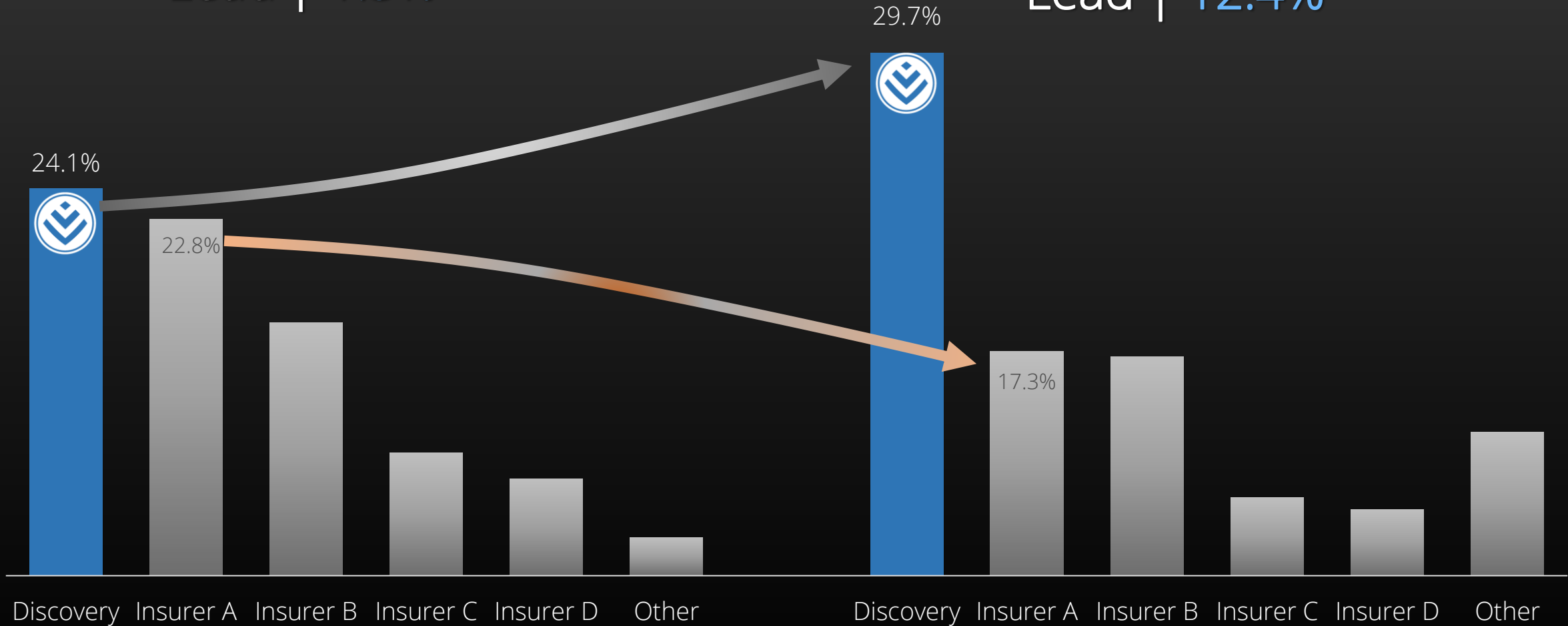
+10%
to R 3 588m



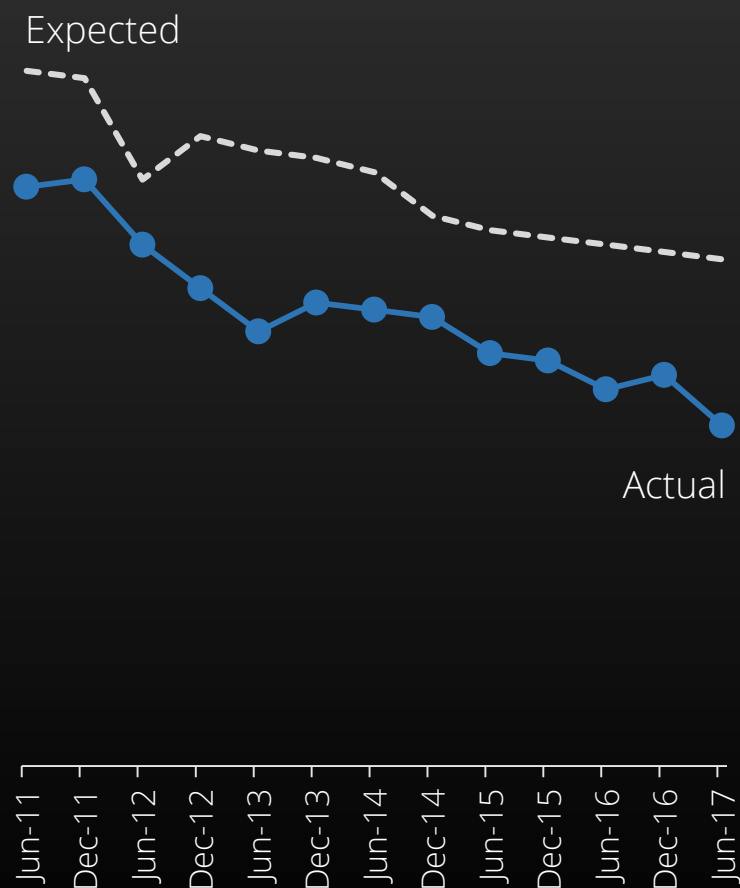
Strong growth in market share

2012 | 1 in 4 new policies
Lead | 1.3%

2016 | 1 in 3 new policies
Lead | 12.4%

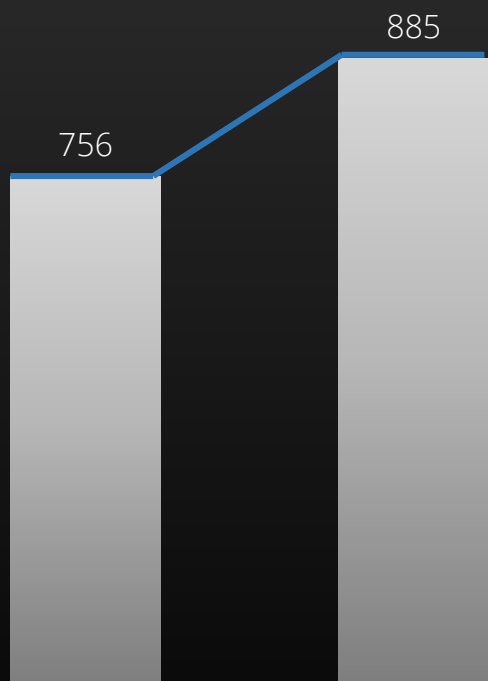


Lapses vs. expectation



VNB growth

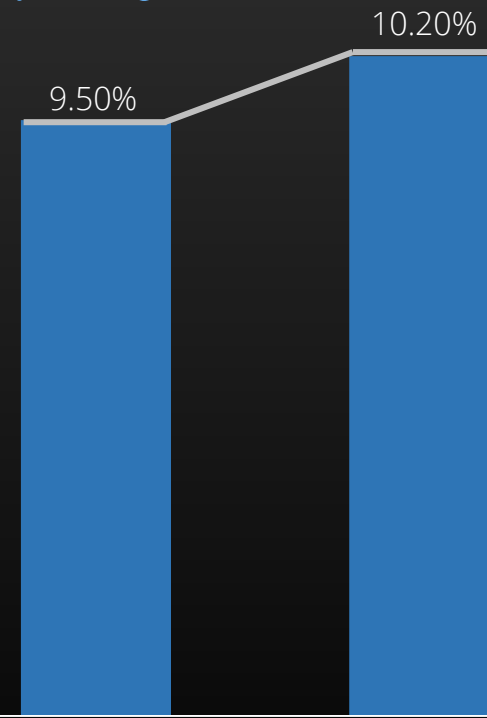
+17.1%



R million

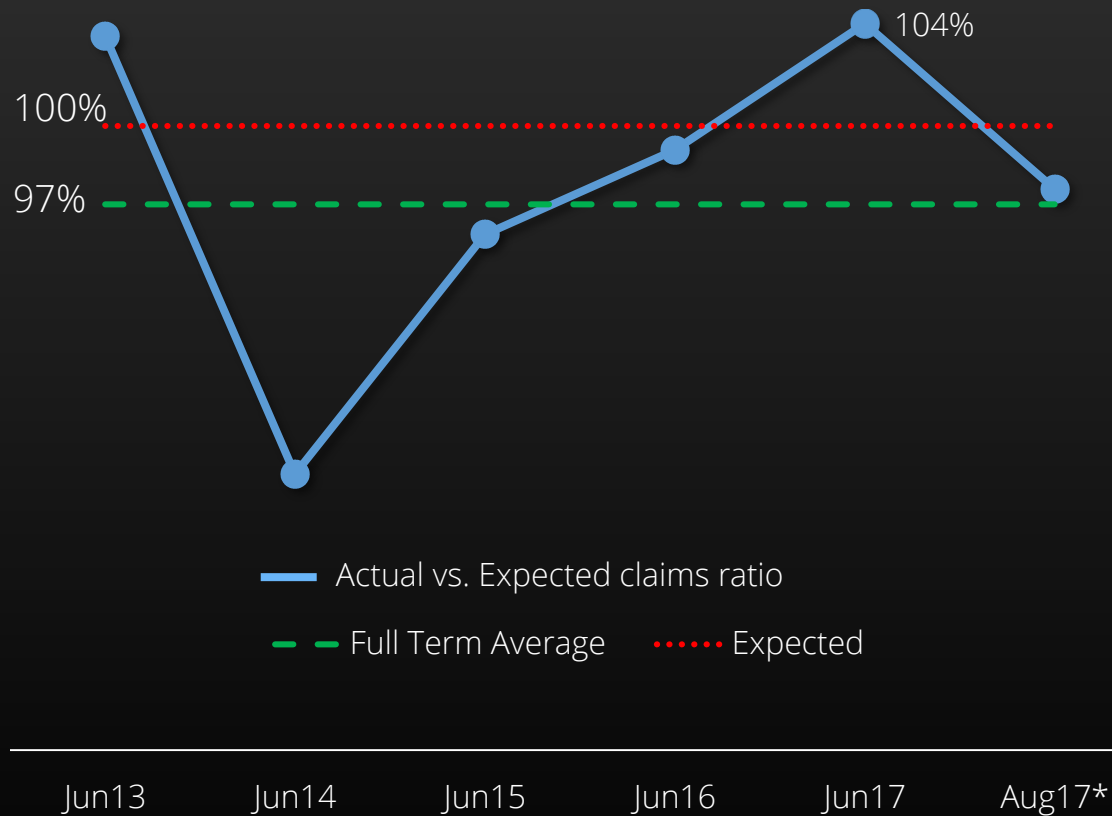
VNB margin growth

+7.4%



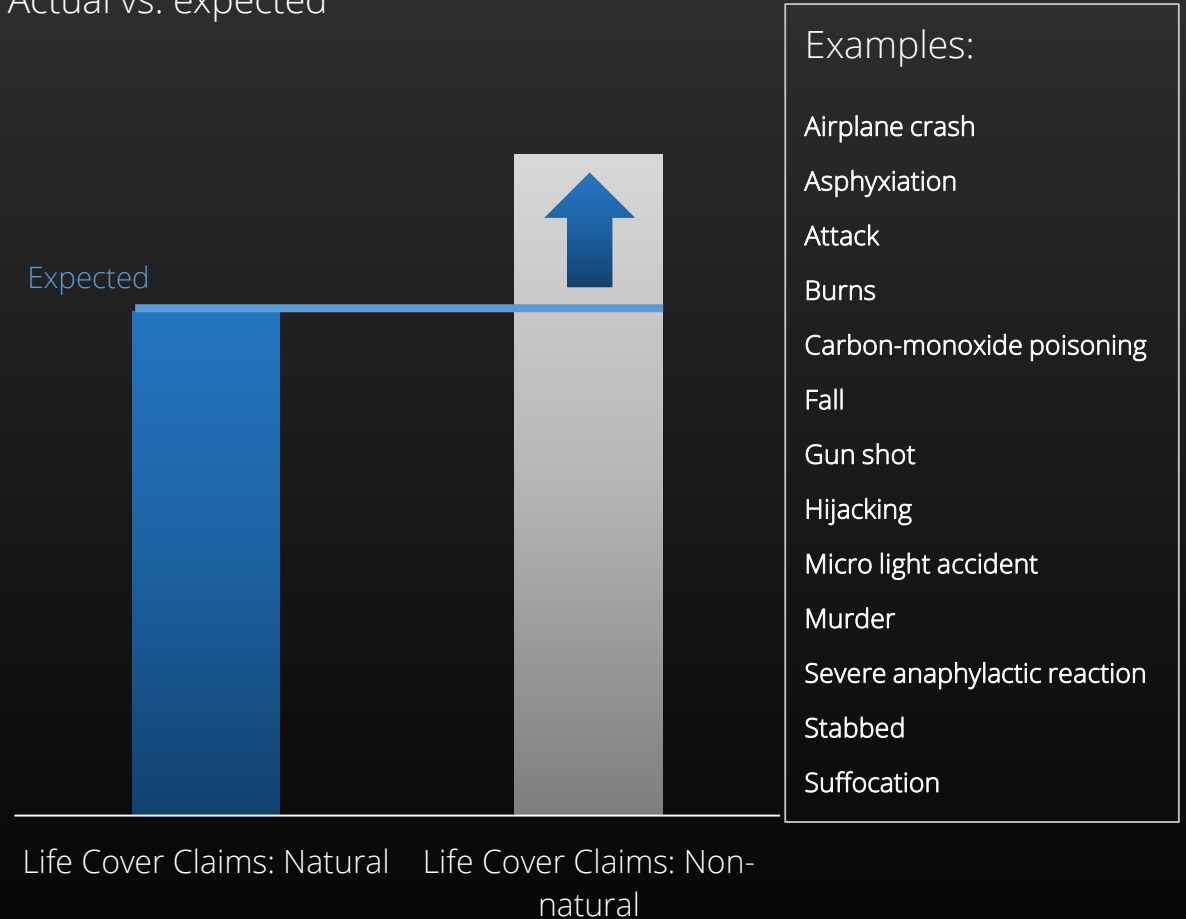
Robust performance despite claims volatility

Individual life claims vs. expected



Spike caused by an increase in non-natural deaths

Actual vs. expected



- Examples:
- Airplane crash
 - Asphyxiation
 - Attack
 - Burns
 - Carbon-monoxide poisoning
 - Fall
 - Gun shot
 - Hijacking
 - Micro light accident
 - Murder
 - Severe anaphylactic reaction
 - Stabbed
 - Suffocation

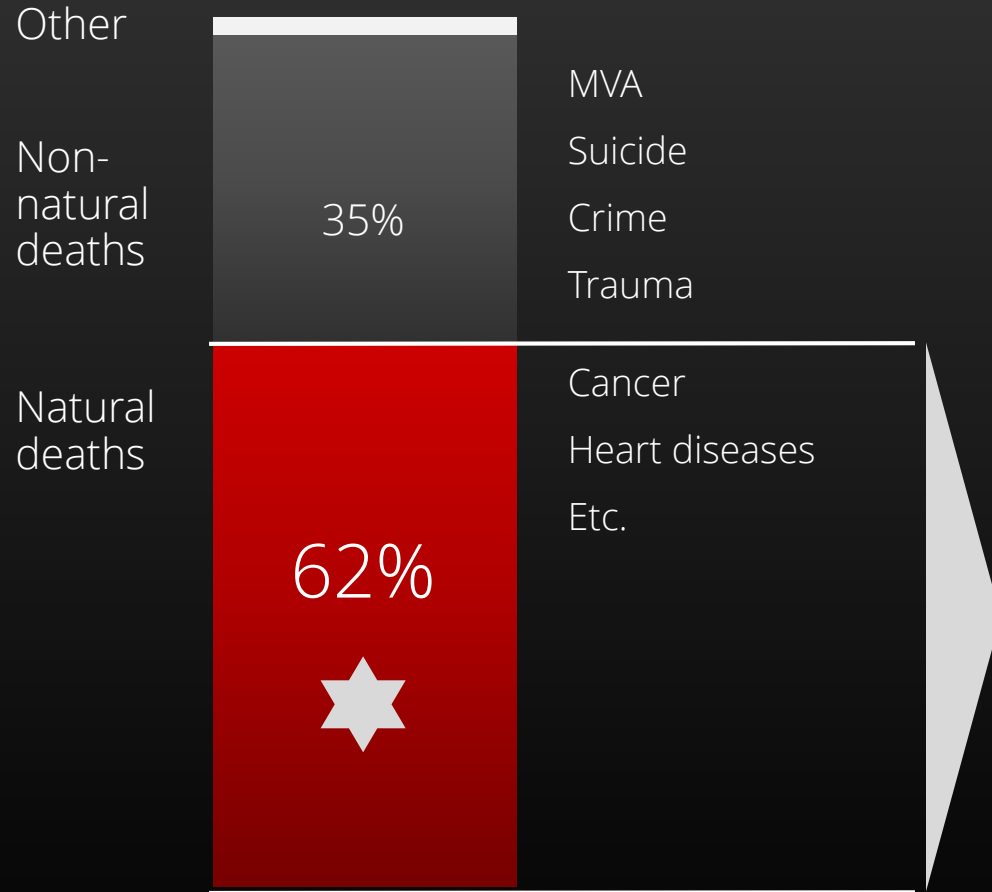
*Experience for the two months to Aug17 is in line with long term experience at 97% of expected

Individual life
Premium growth vs growth in Life cover claims

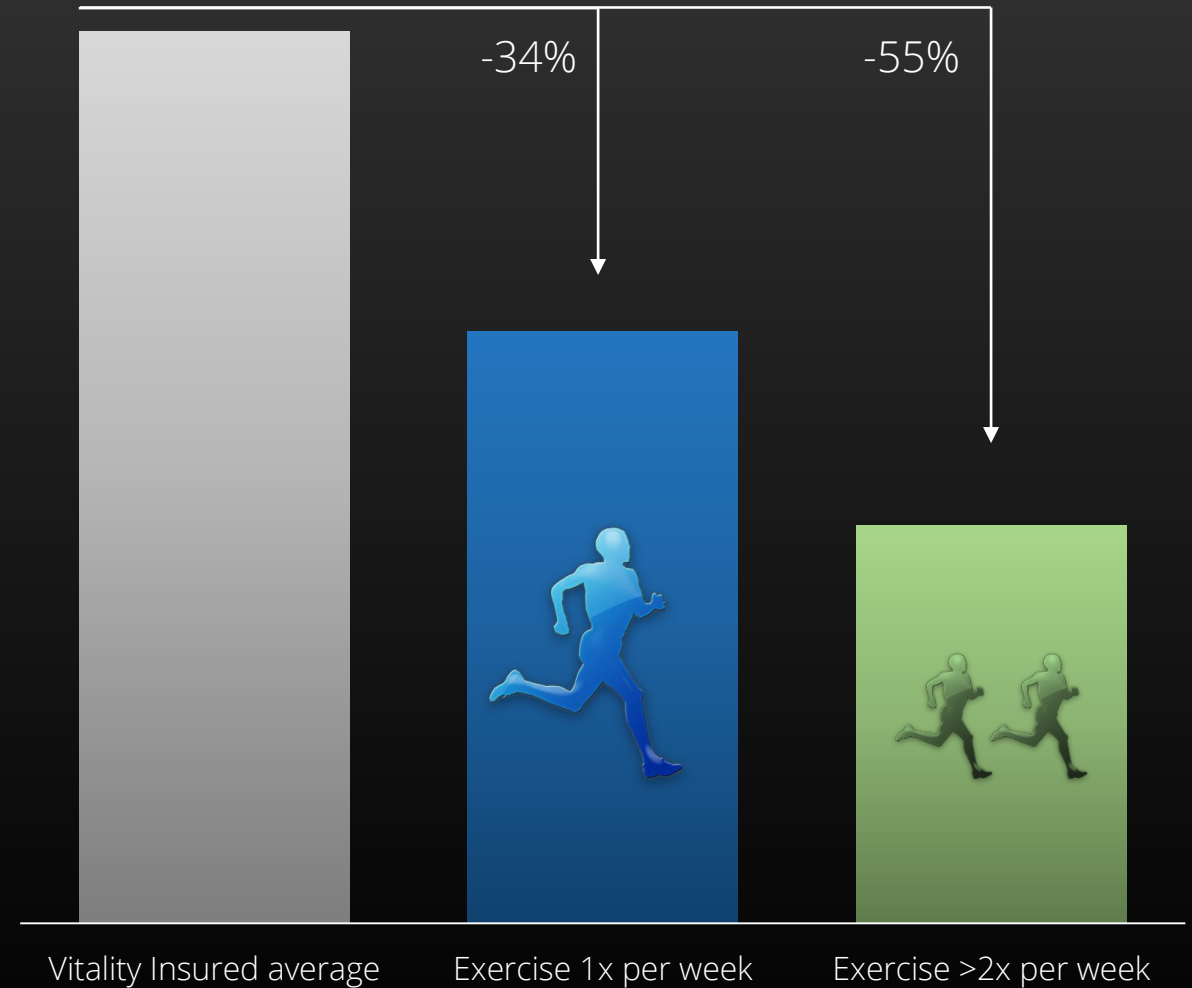
Insurance risk is primarily from natural causes

Breakdown of death claims

2011 - 2016



Mortality by physical activity





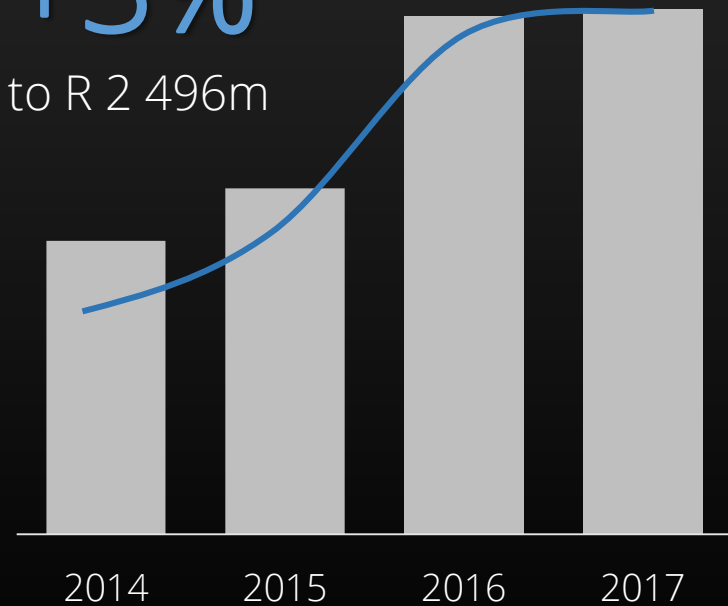
Discovery Invest

New business

R million

+3%

to R 2 496m

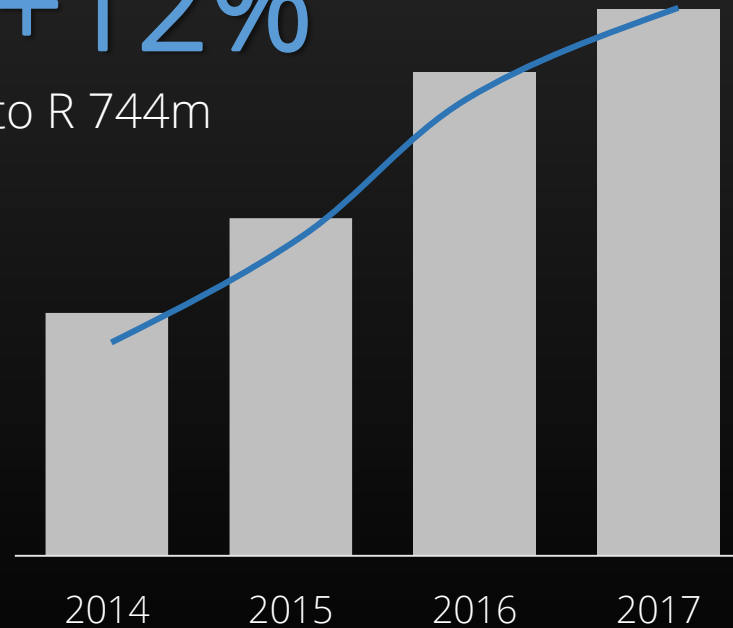


Operating profit

R million

+12%

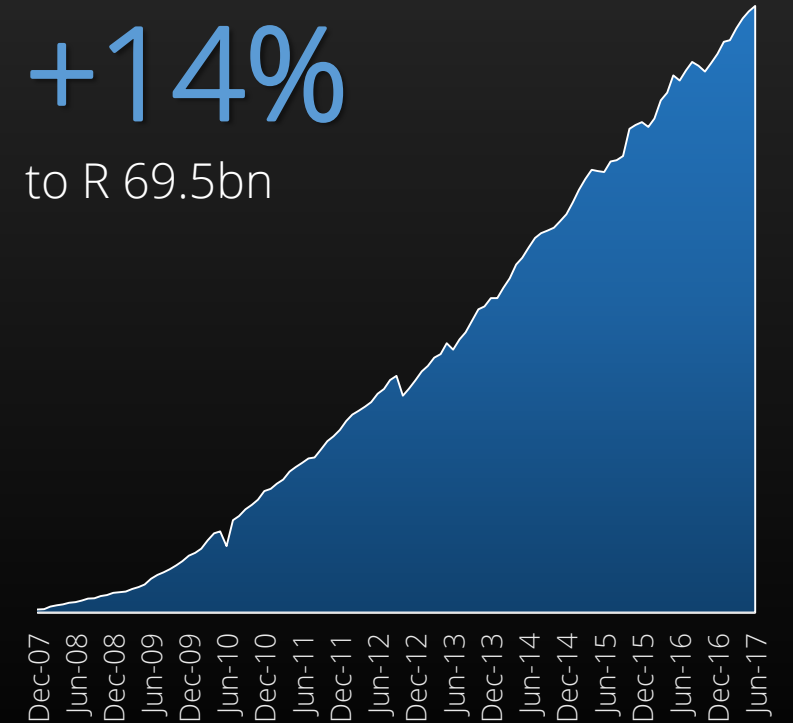
to R 744m



Assets under Administration

+14%

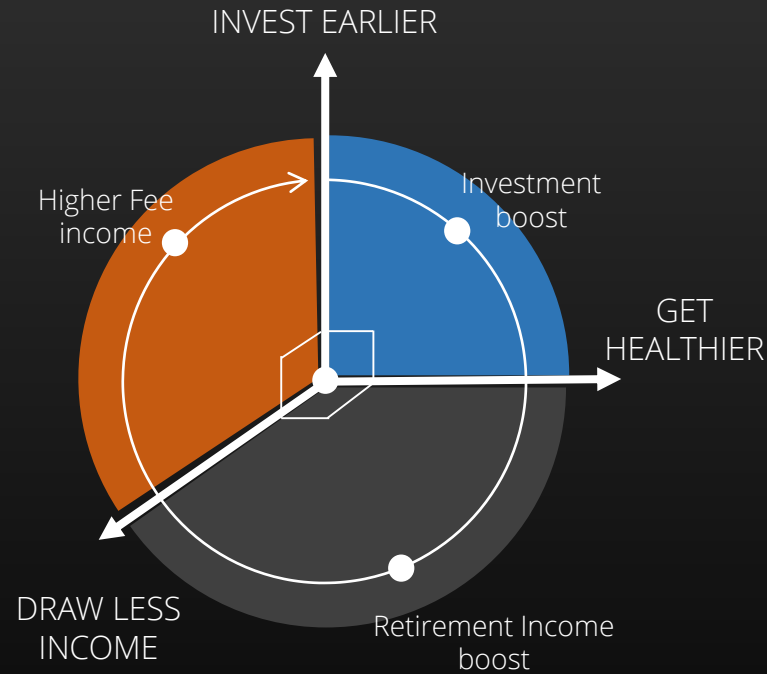
to R 69.5bn



Vitality Shared-Value Insurance (SVI) in retirement products

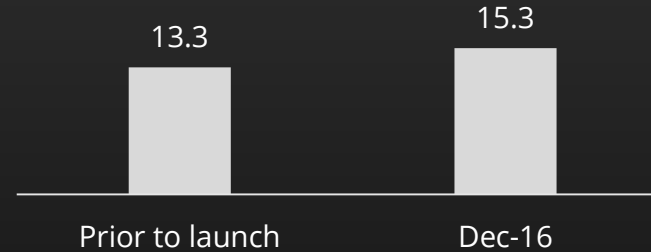


Vitality SVI model

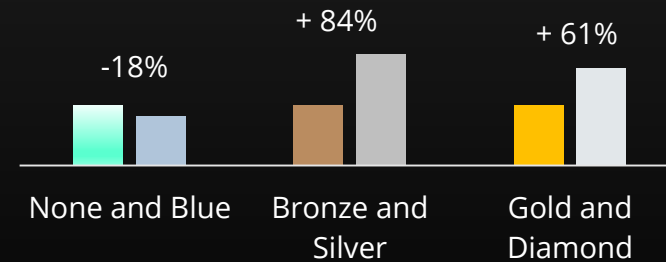


Engagement

Investing earlier **+2 years**



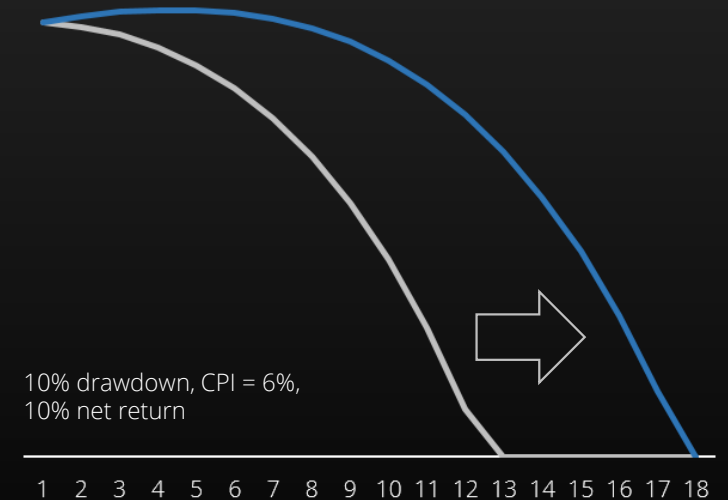
Getting healthier



Value shared

50% Higher fund value (Boosts and saving earlier)

+6 years of income in retirement



Market share growth | RA & Preservers **+49%** | Retirement Income **+99%**

Vitality

Operating profit

+10% to **£44.4m**

New business API

+1% to **£118m**

Lives covered

→ **1m** lives

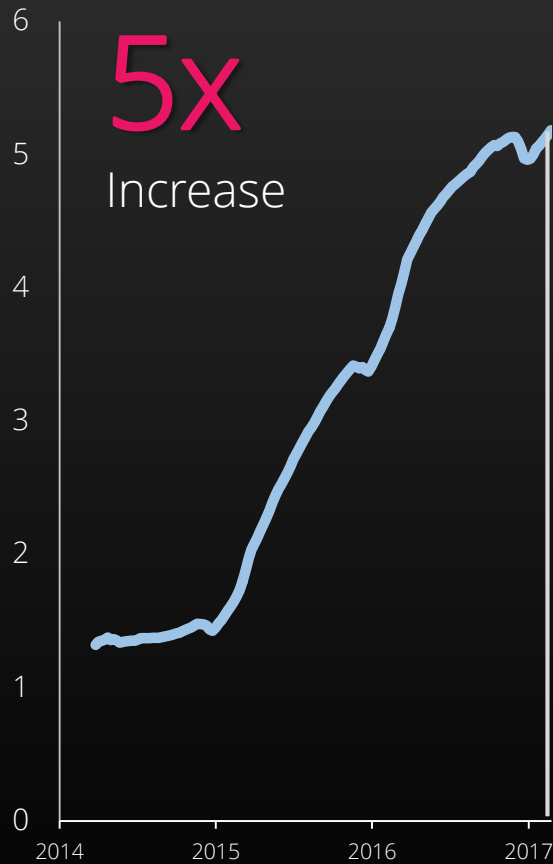
Vitality programme

Engagement

Every month...

Behaviour change

Indexed 2014/01 = 1



270k

Discounted gym visit



150k

Starbucks coffees awarded



18bn

Steps recorded



100k

Cinema tickets

vue

cineworld

+19%

growth in proportion of healthy food in members' shopping baskets



+41%

Increase in physical activity points since Apple Watch benefit



VitalityHealth

Operating profit

+89% to **£16.4m**

New business API

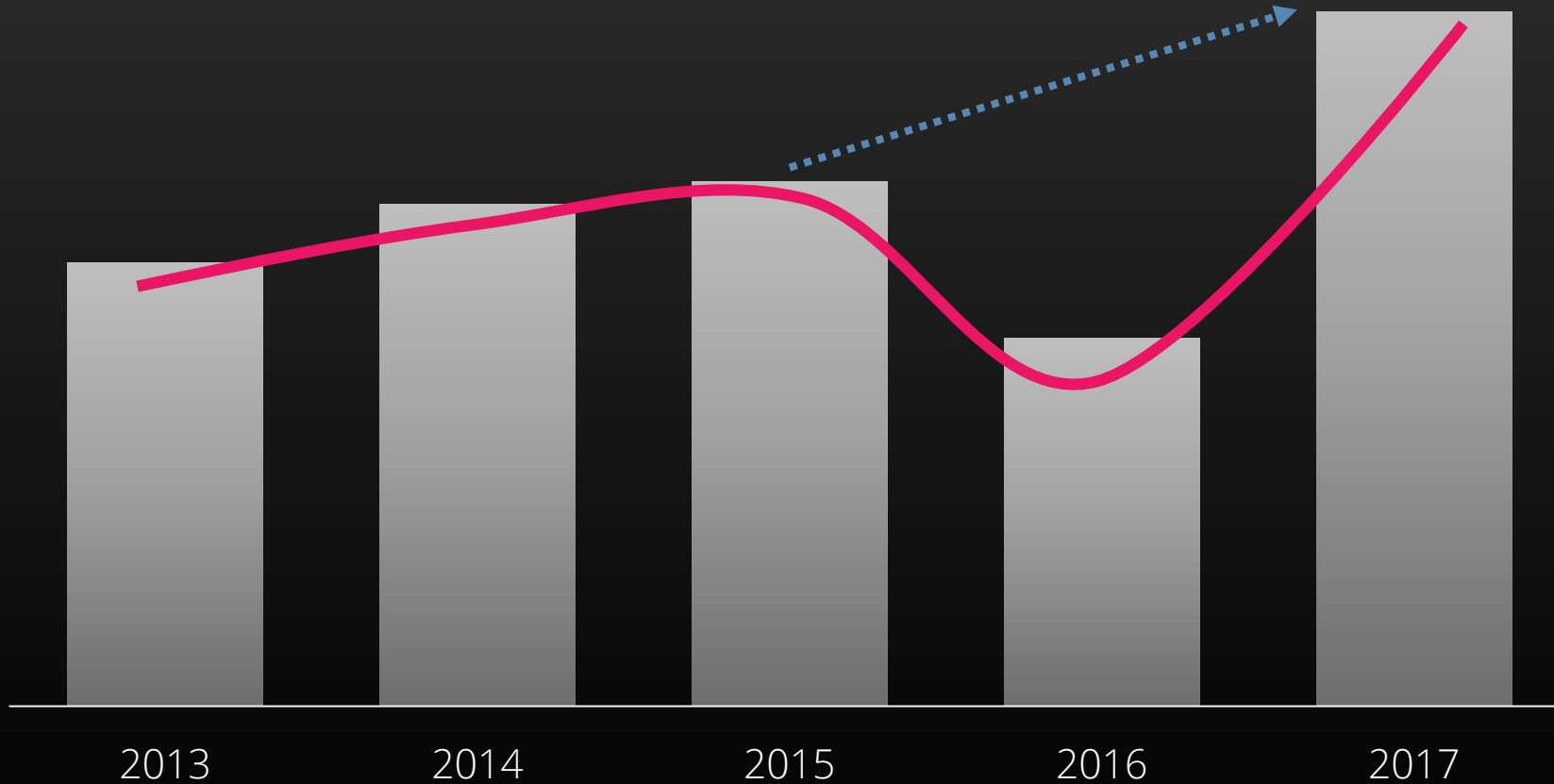
+4% to **£56.2m**

Operating profit

+89%

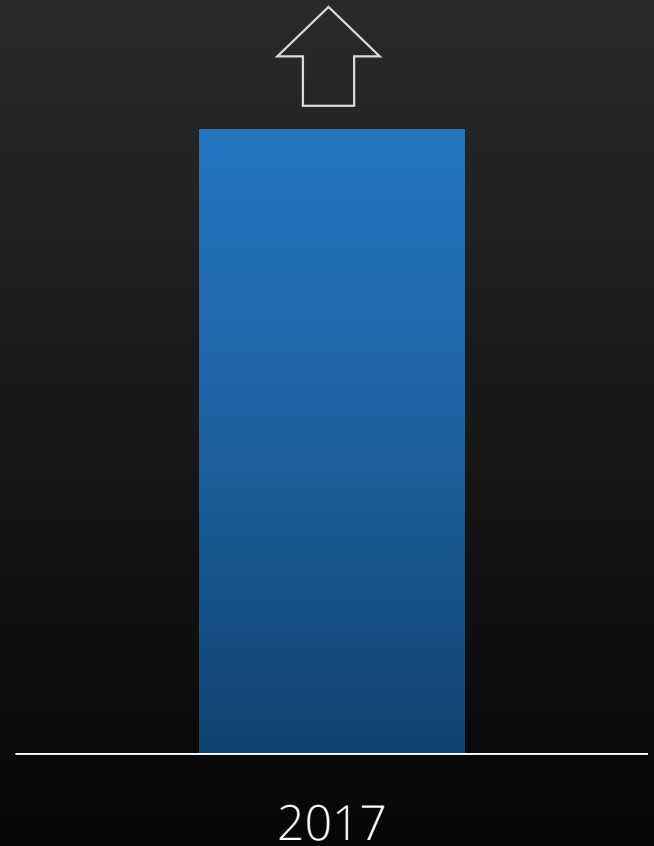
to £16.4m

+32% (+15% p.a.)



Return on capital

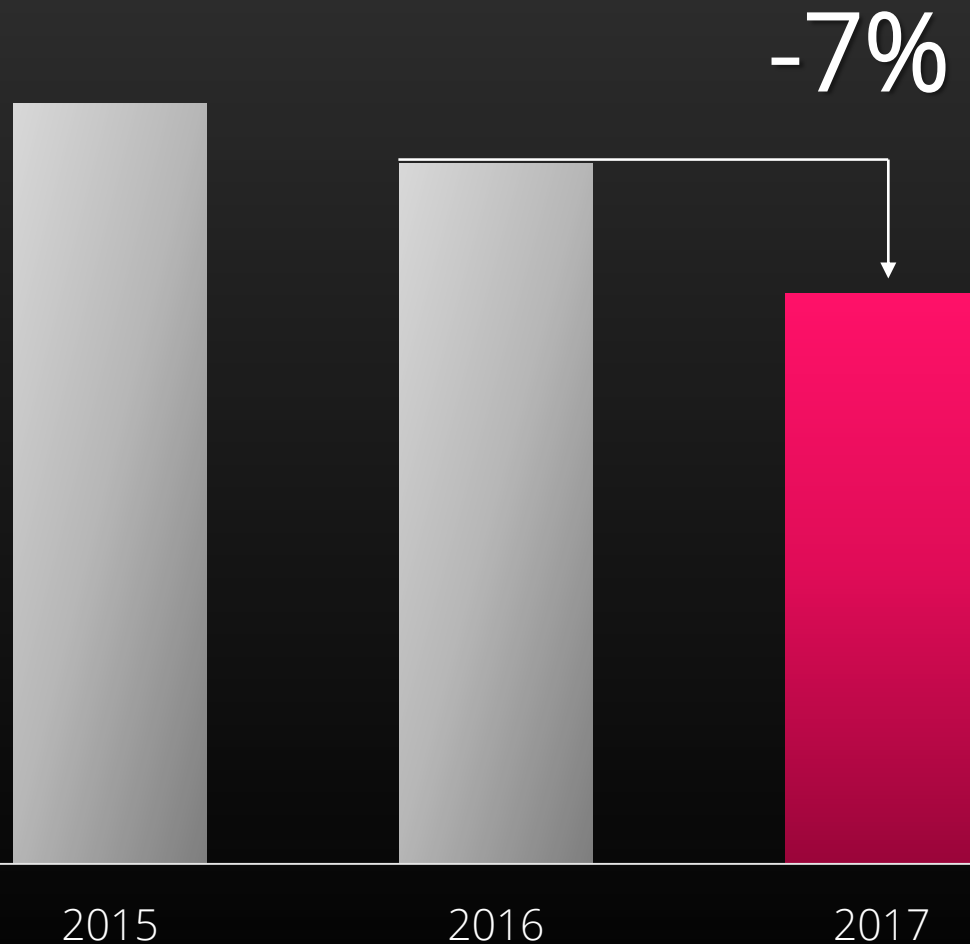
Risk free + 10%



Improvement in loss ratio

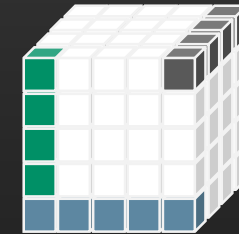
Loss ratio

Loss ratio (2015 = 1)



Contributing factors

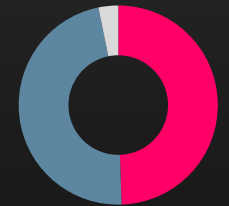
Sophisticated rating methodologies



Unique data sets
Machine learning

Focus on business mix

Individual comprising over 50% of new business



■ Individual ■ SME ■ Corporate

Healthcare Purchasing Alliance



VitalityHealth



Sophisticated rating methodologies combined with Vitality Shared-Value Insurance

Unique data sets

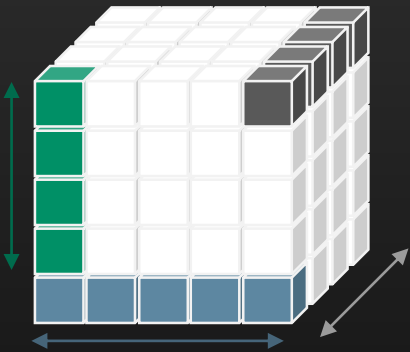
Machine learning

Improvements in first year loss ratios

1.6 million life years

Traditional underwriting data

- Age
- Gender
- Industry
- Historic claims
- Duration
- Module choices
- Geography
- Etc.

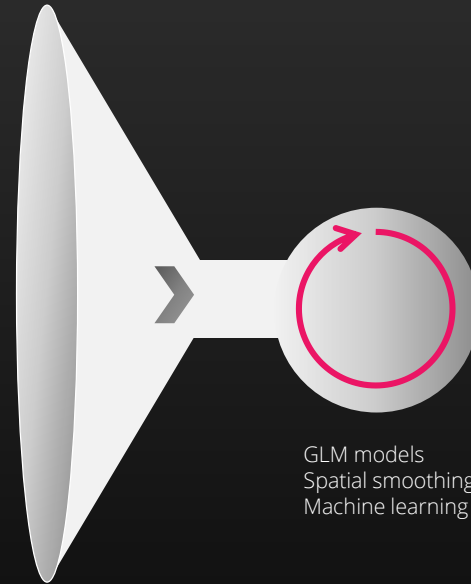


Behavioural data

- Vitality status
- Engagement
- Physical activity
- Nutrition
- Smoking
- Questionnaire inputs
- Etc.

VH Indices

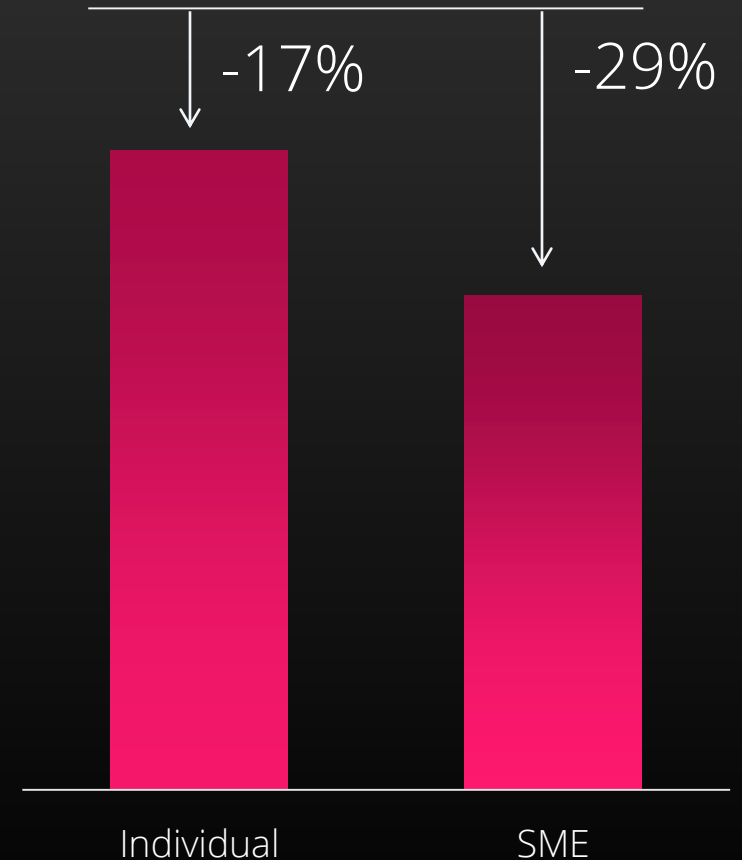
- GEO indices
- Spatial indices
- Machine learning indices
- Etc.



- GLM models
- Spatial smoothing
- Machine learning

More accurate new business pricing

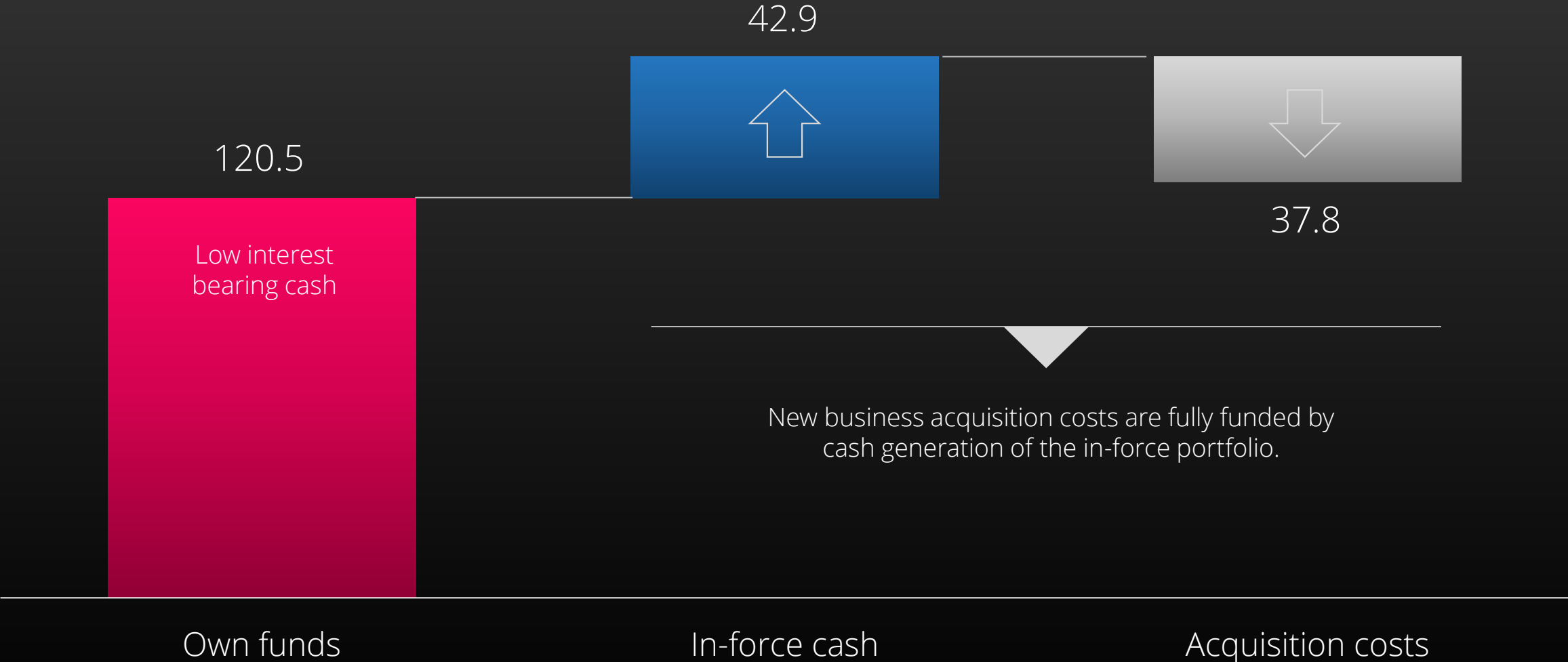
Prior year



Strong cash position and generation



Progression of own funds (GBP)



VitalityLife

Operating profit

-11% to **£28.1m**

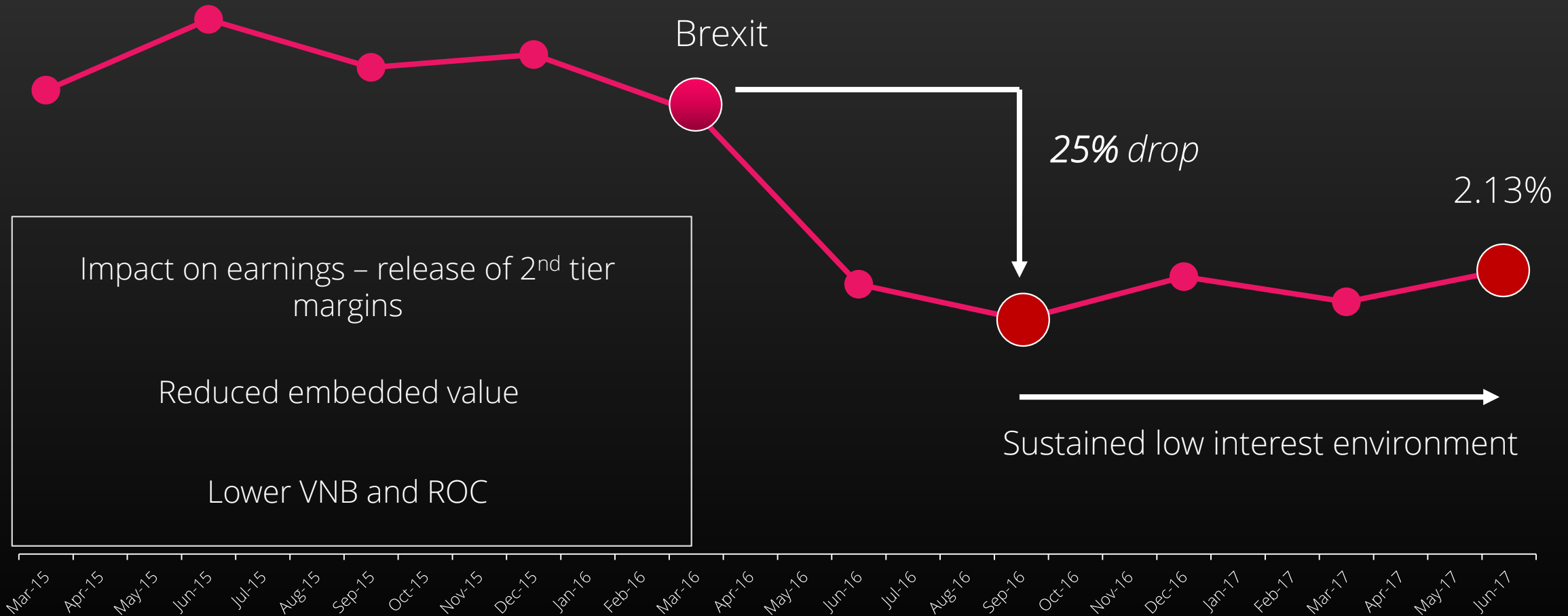
New business API

-1% to **£61.8m**

Drop in interest rates from Brexit

UK risk-free rate

Weighted average of UK forward Gilt Yield curve

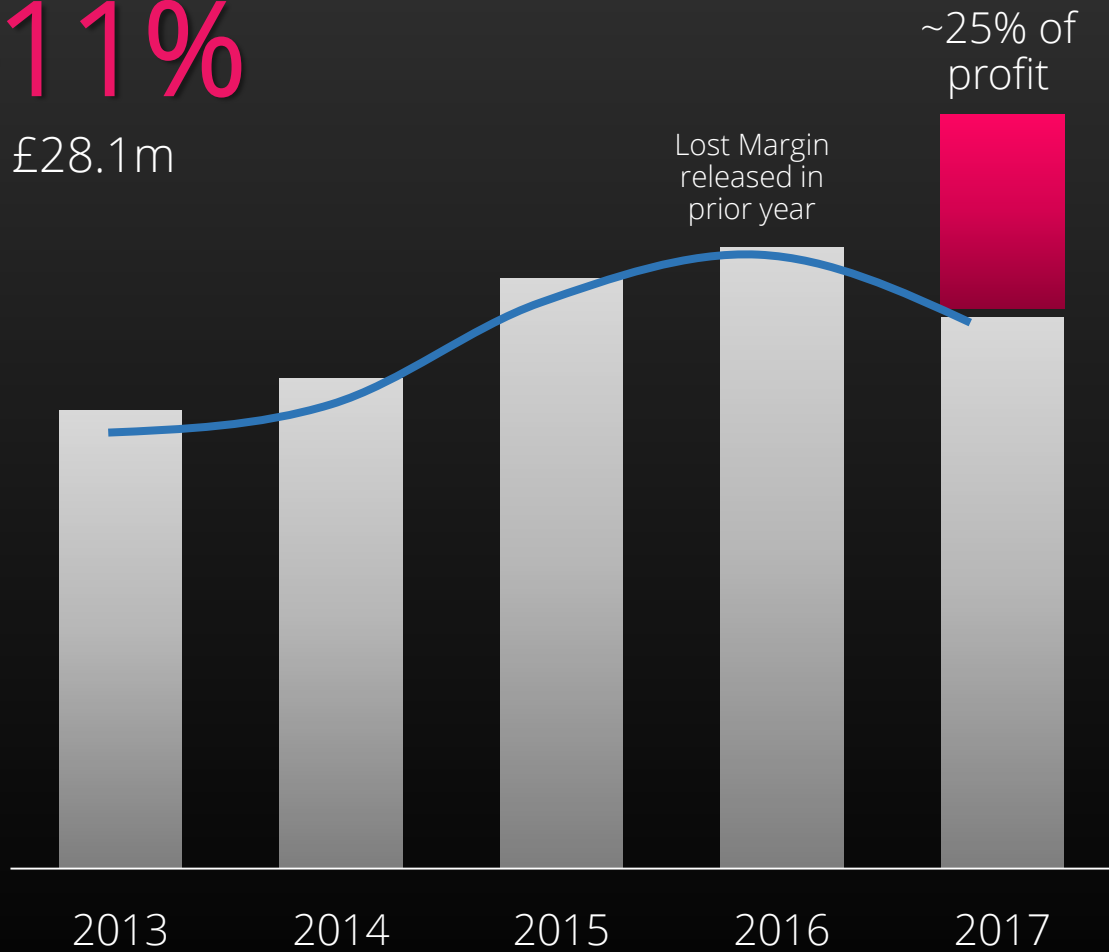


Impact of Brexit

Operating profit

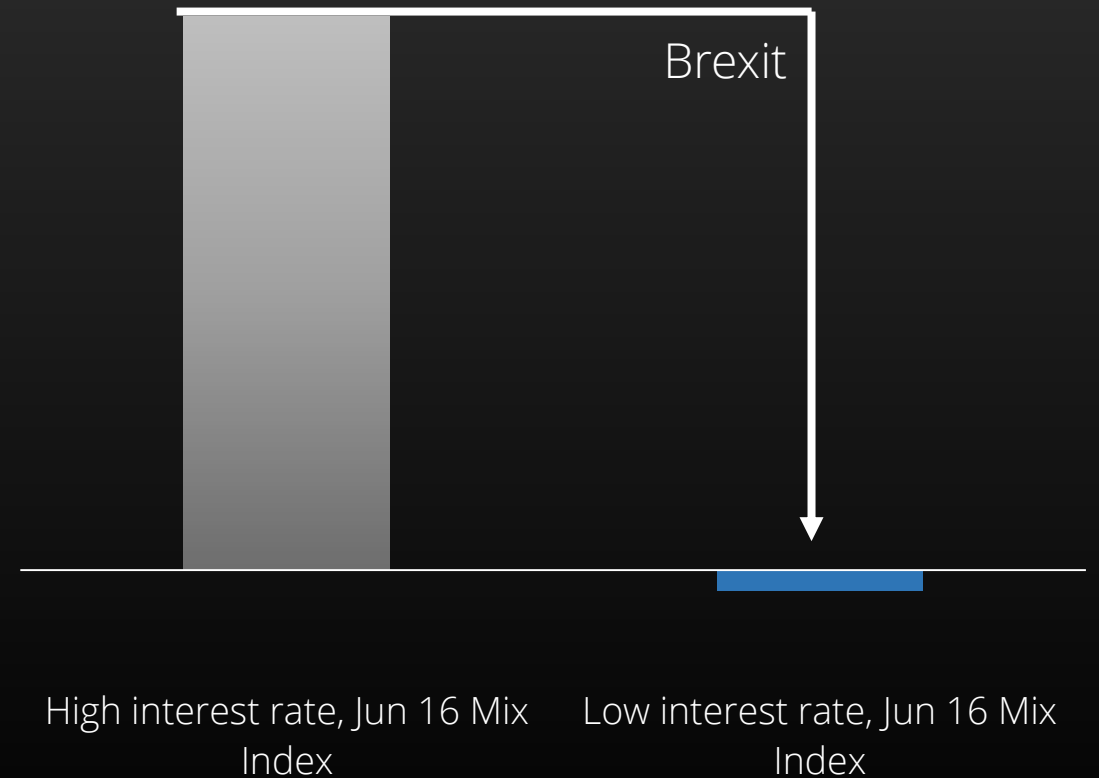
-11%

to £28.1m



Value of new business

Relative Net* VNB (Indexed)



*Net cost of capital

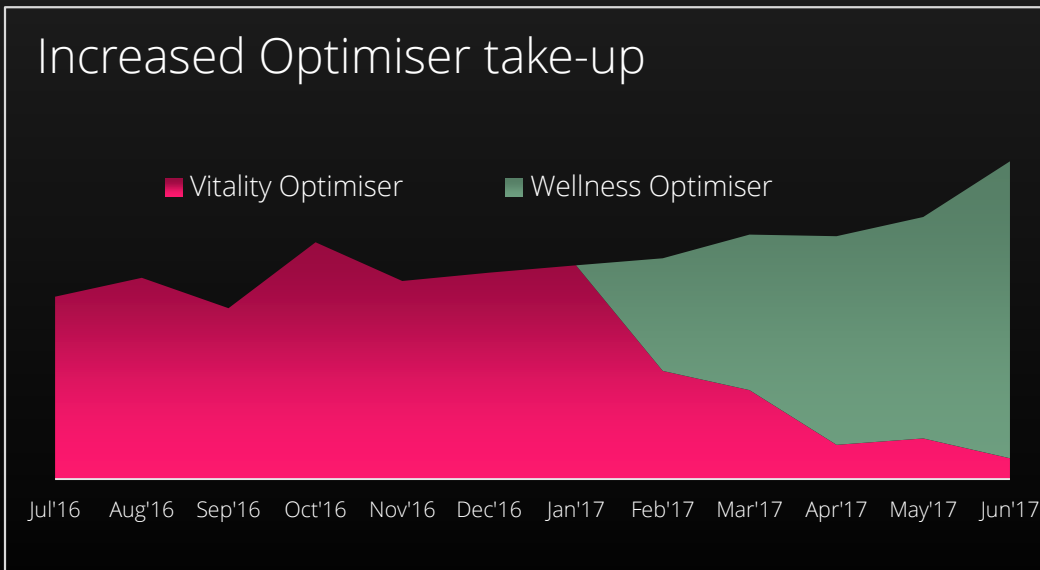
Remedies have reverted value of new business to prior levels

Actions taken

1 Reprice of Whole of Life new business

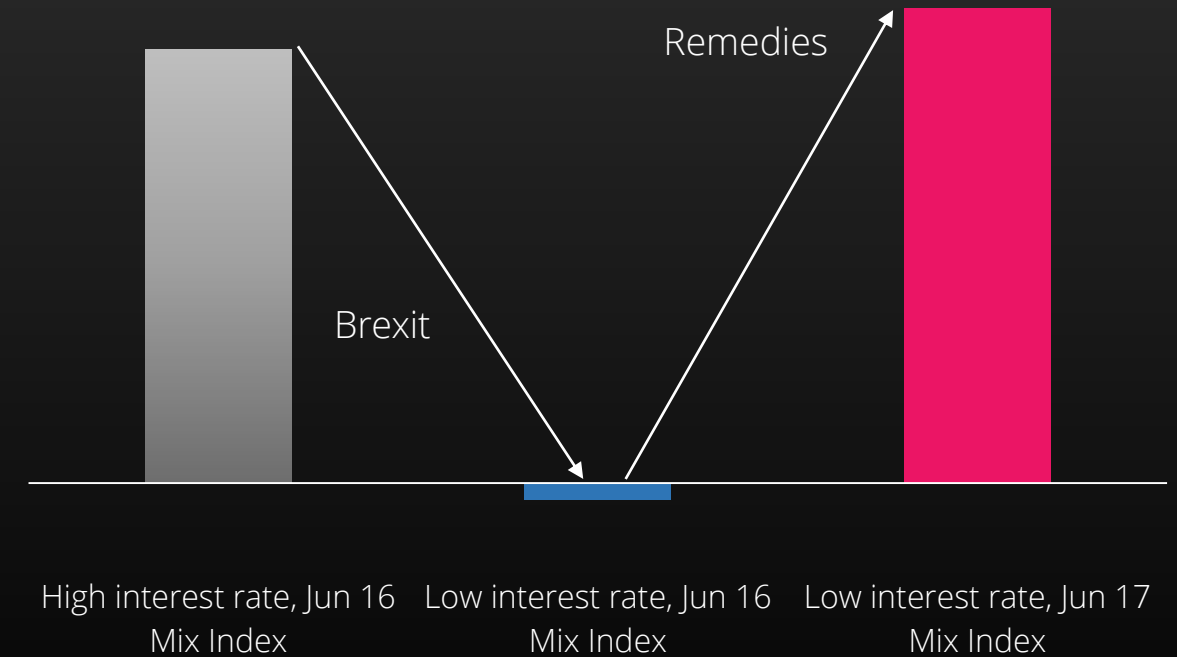
2 Escalating products

3 Increased Optimiser take-up



VNB now robust in a low interest environment

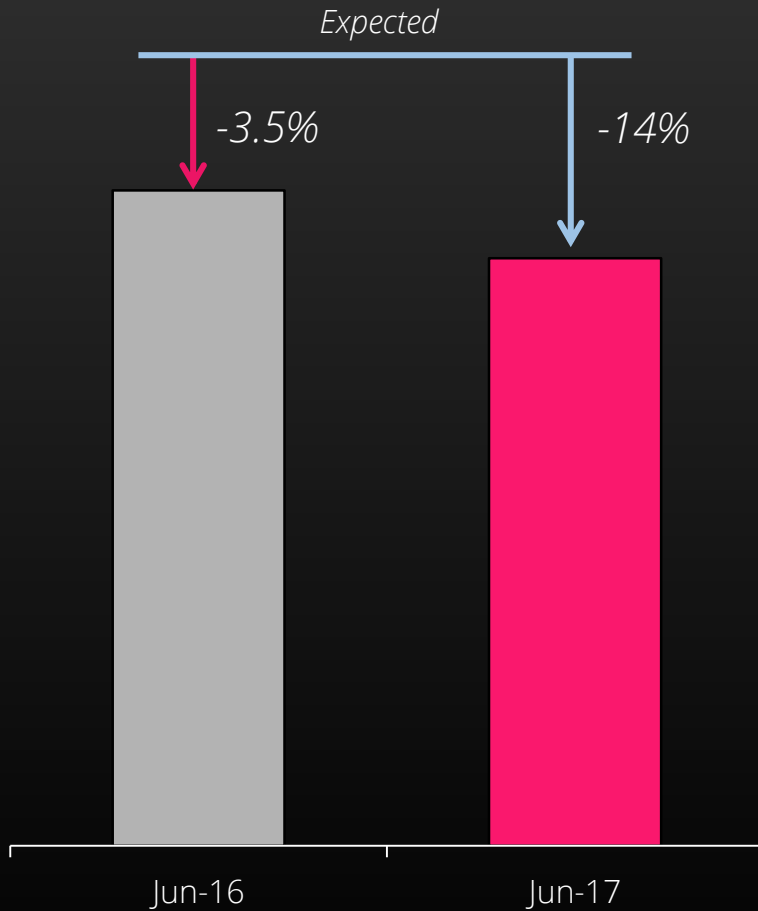
Relative Net* VNB (Indexed)



*Net cost of capital

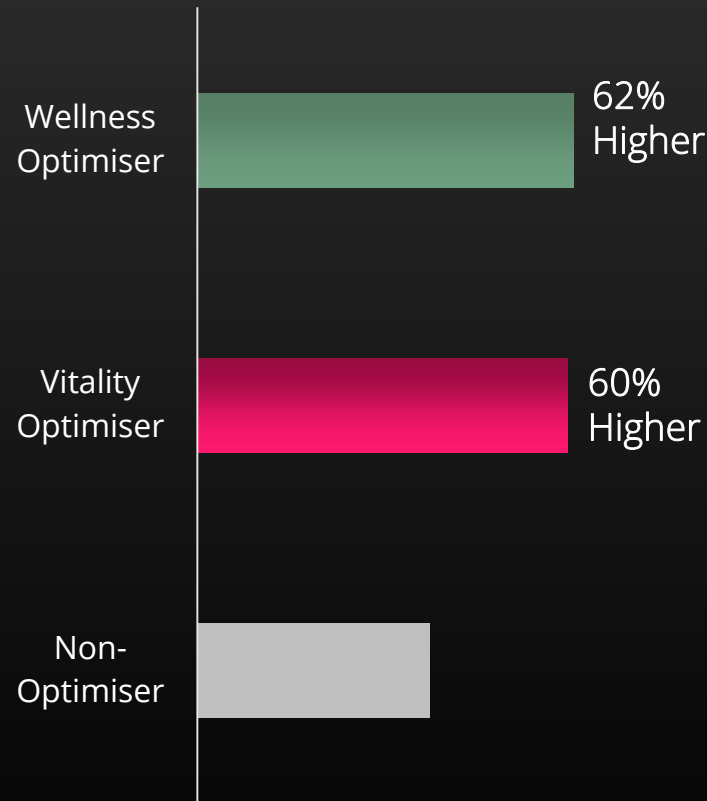
Optimised products have been successful

Improvement in claims



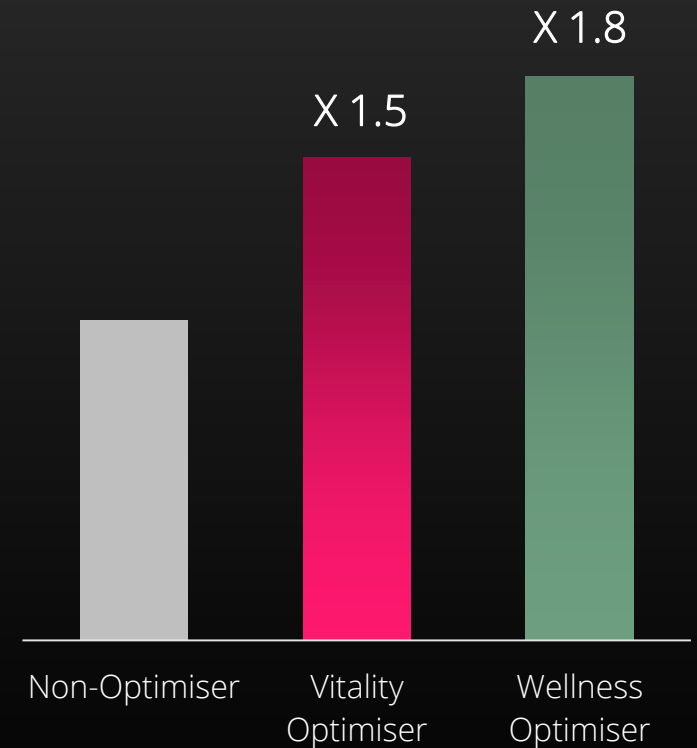
Higher average premium

Average APE



Higher benefit take-up

Average number of benefits



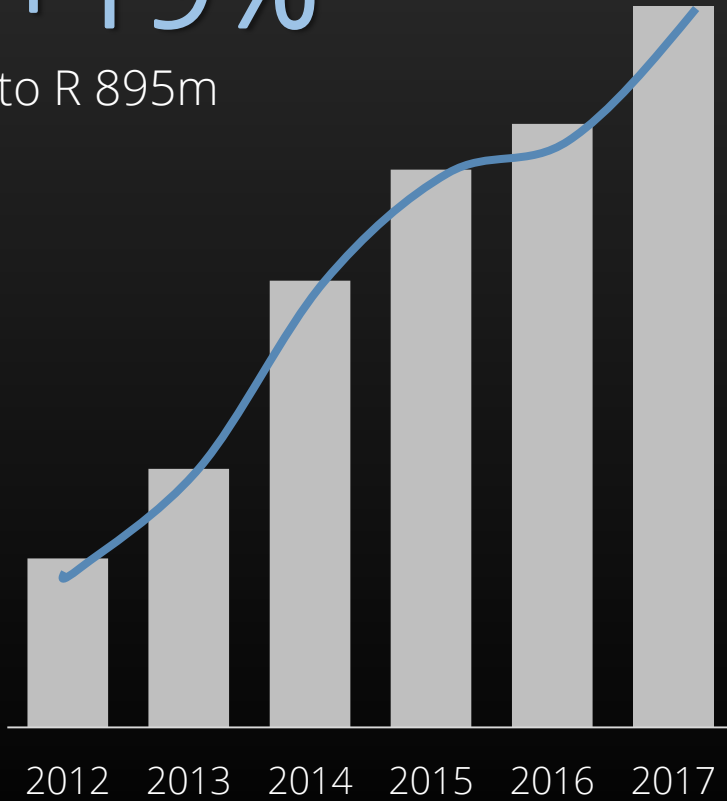


Discovery Insure

New business

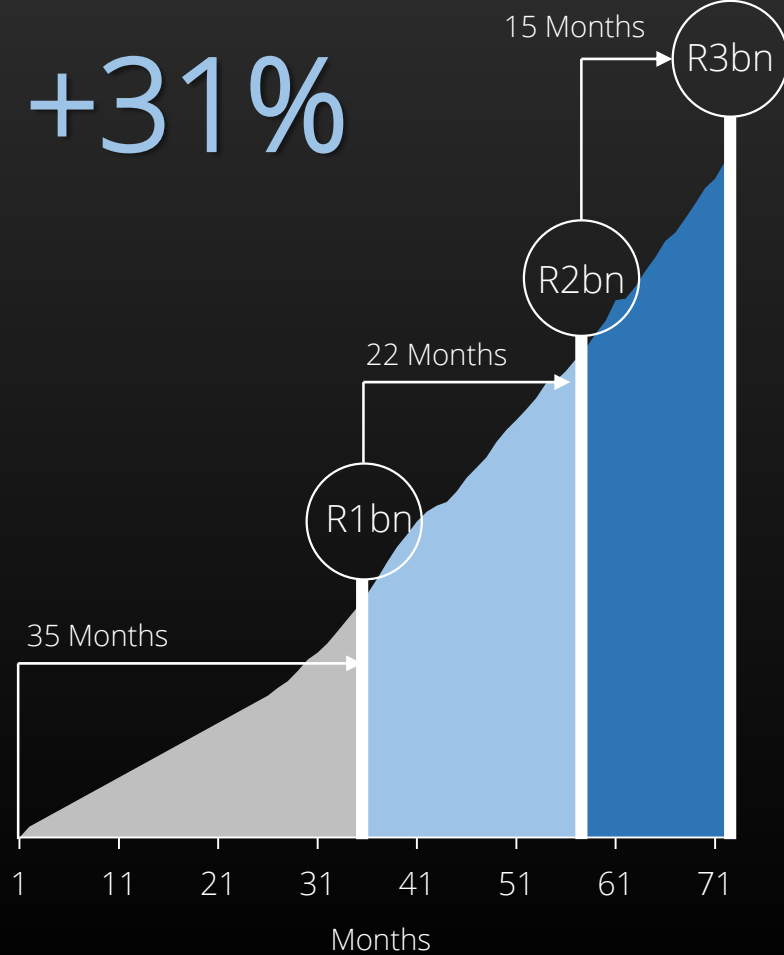
+19%

to R 895m



In force premium

+31%

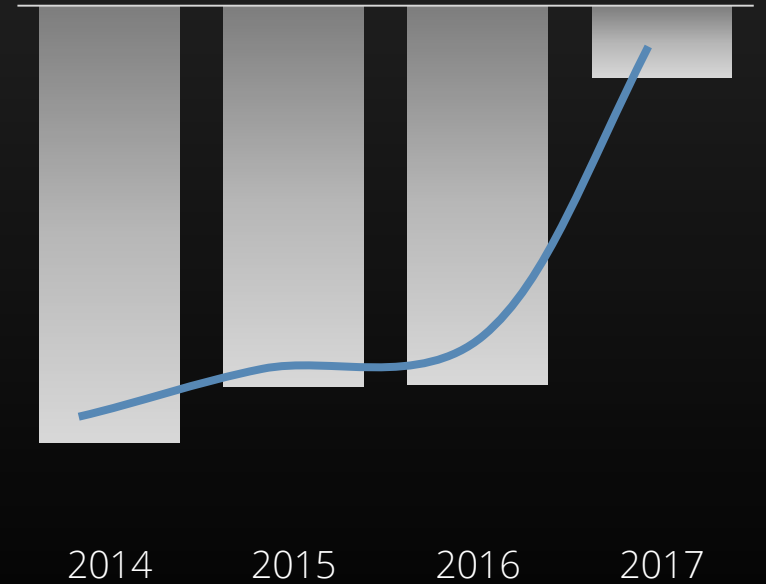


Operating result

+86%

to -R 21m

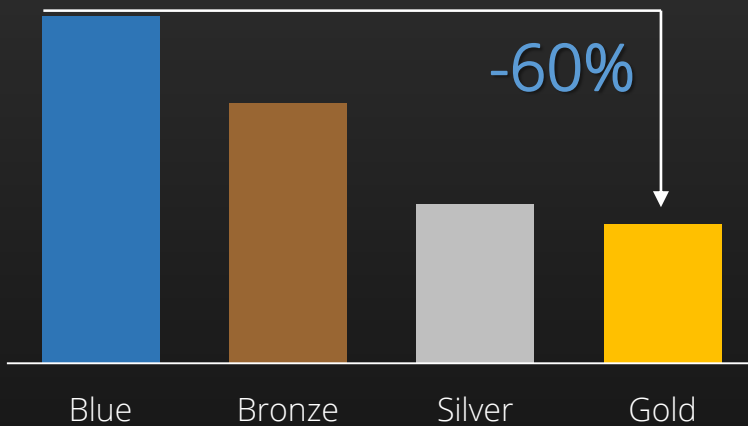
Operating profit in H2
R9m



Impact of the model is significant

Loss ratio and lapse rates

Loss ratio by status

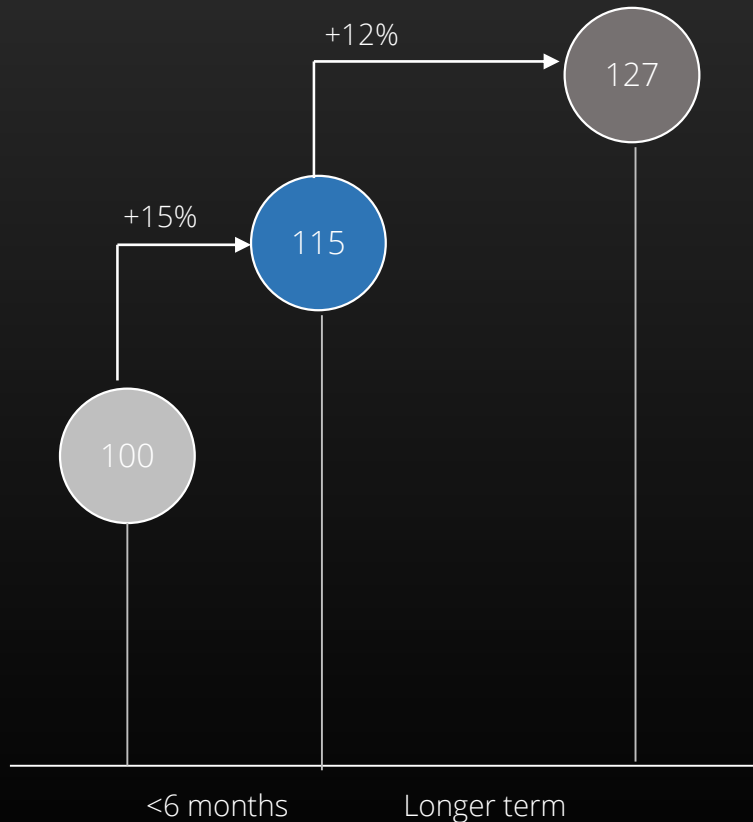


Lapse rates by driving behaviour



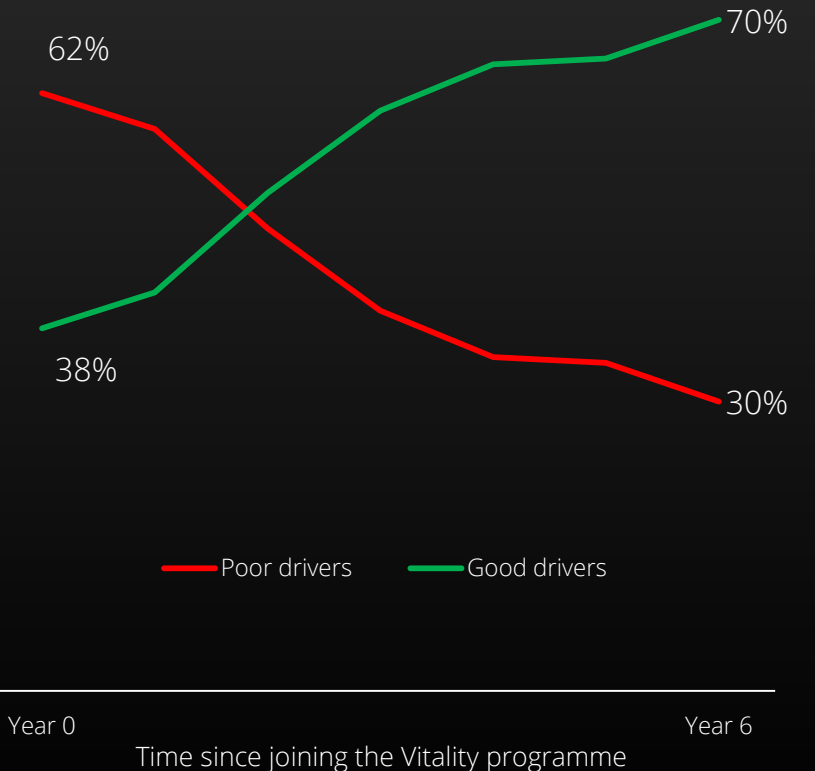
Behaviour change

Driving score over time for Discovery Insure clients



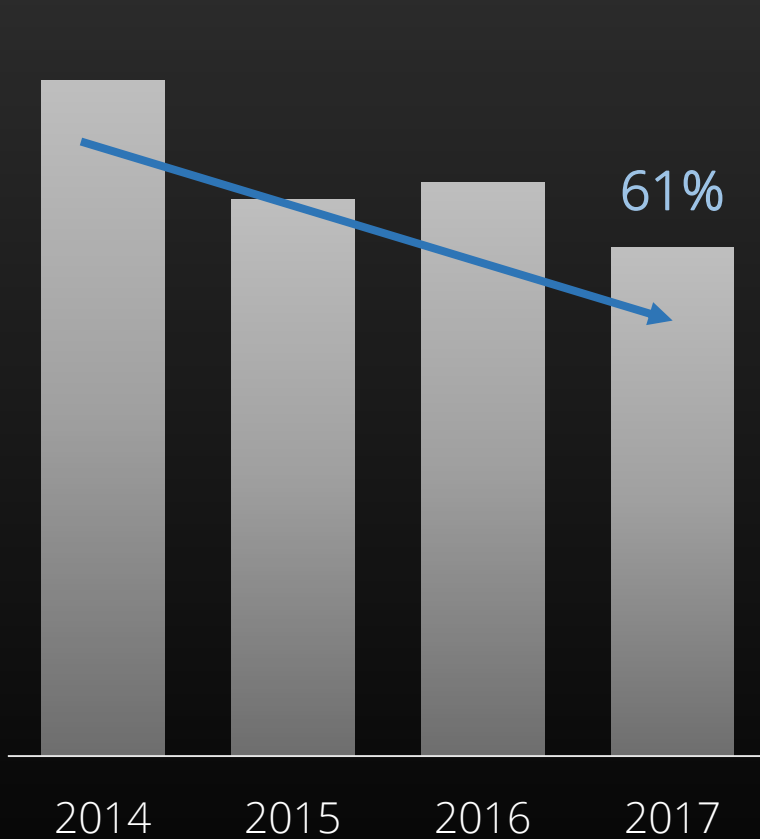
Improving book

The proportion of good vs. bad drivers insured
Selective lapsation and behaviour change

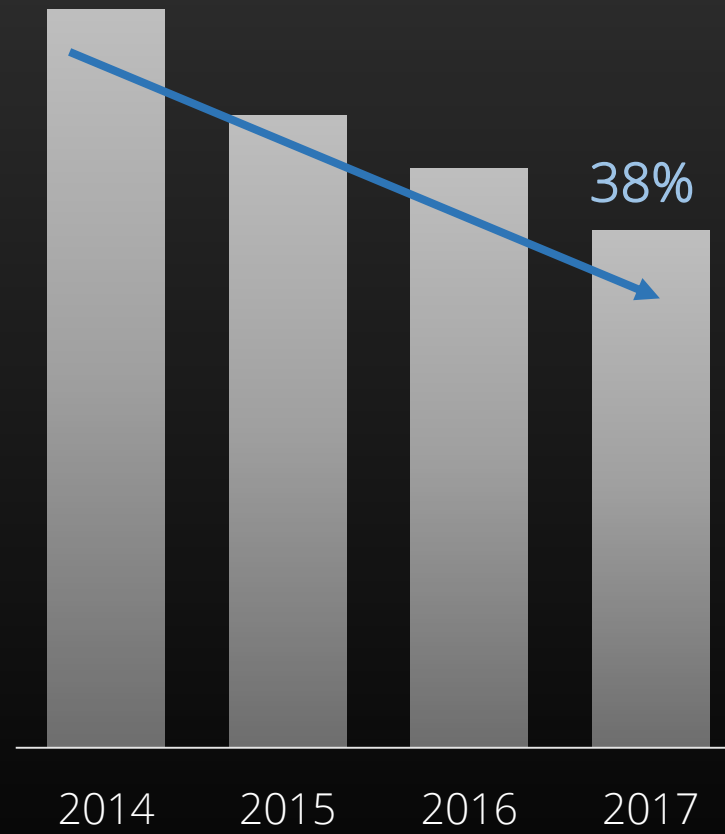


Loss ratio over time

Net claims/Gross premium



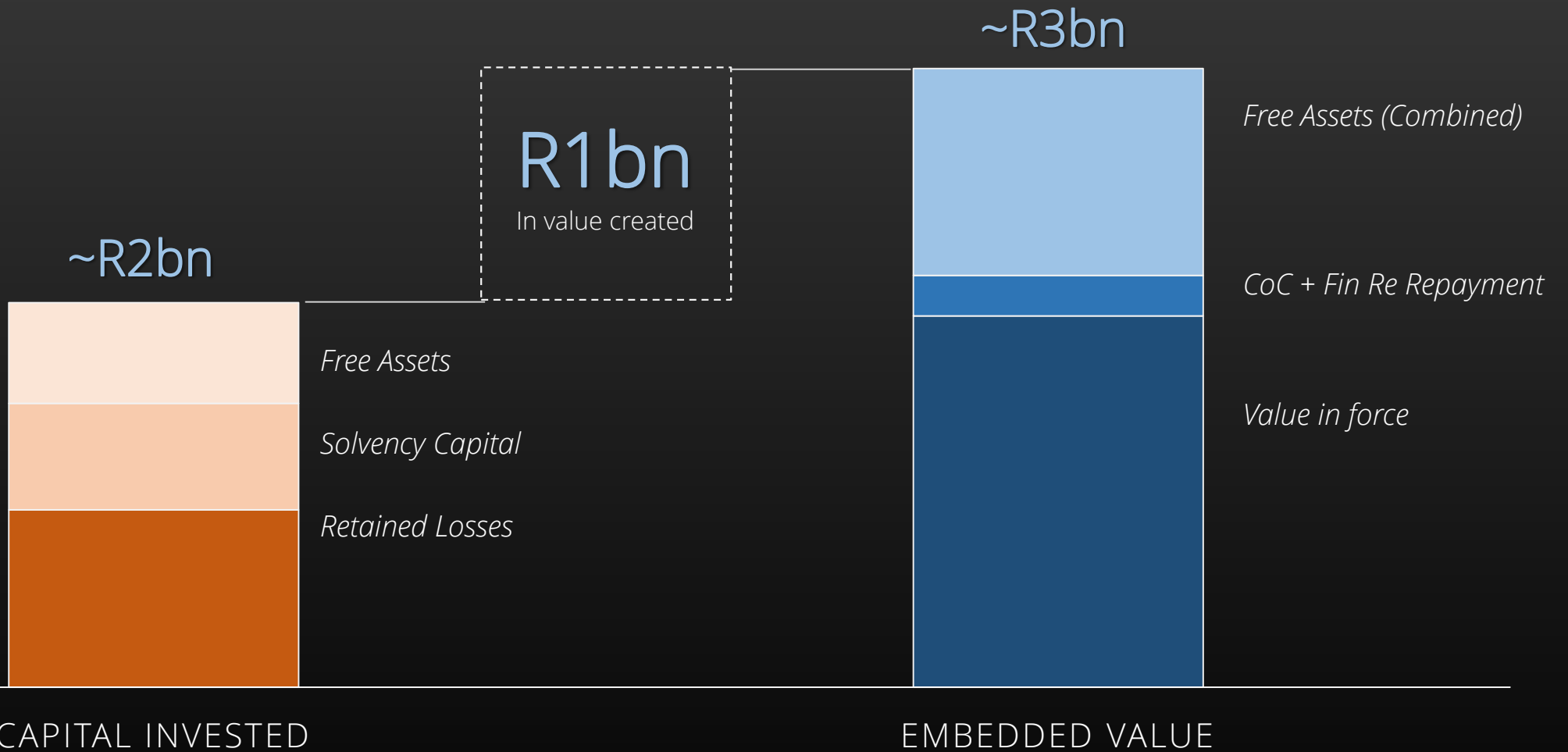
Expense ratio over time



-58%
Reduction in cost of telematics since 2013

Year	Cost of Telematics
2013	~100%
2015	~42%
2017	~42%

Significant value built up



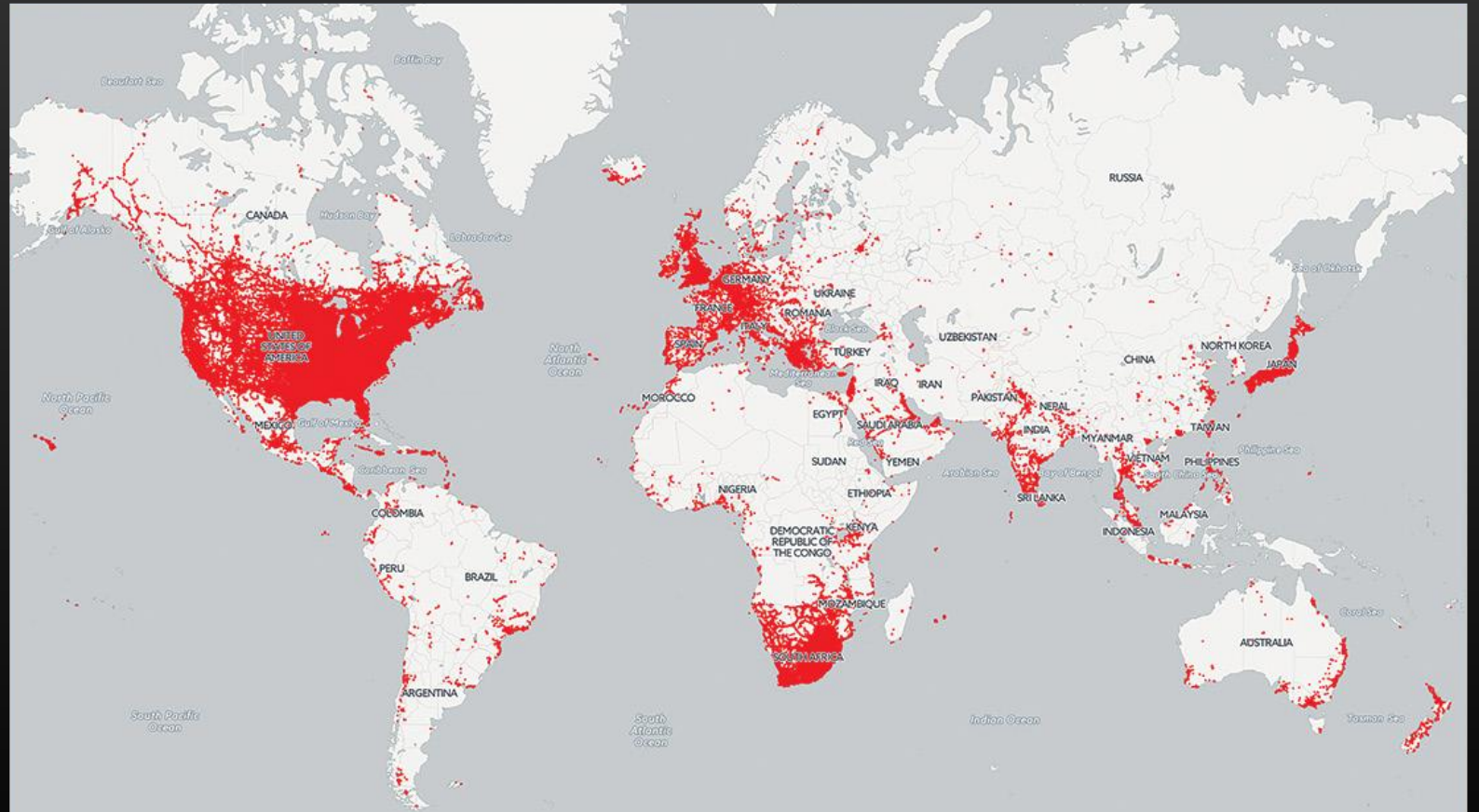
New business IRR = 25.6% (RF + 20%)

Global technology partnership with CMT



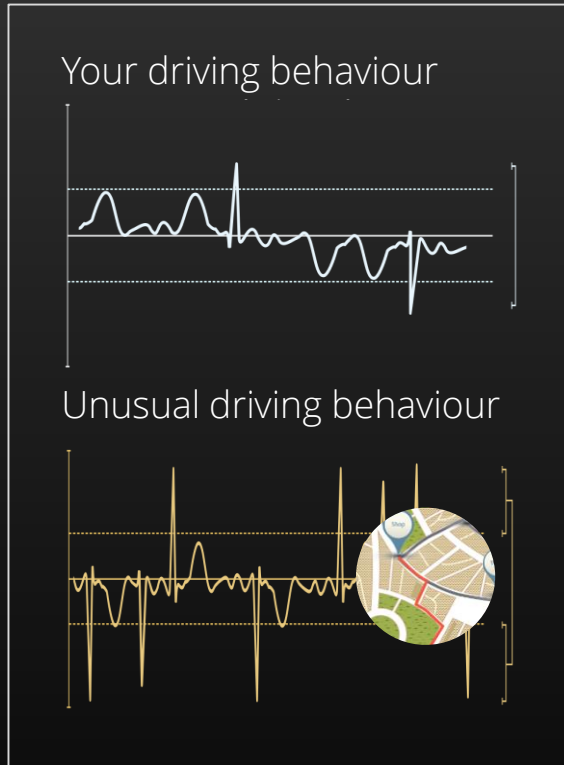
19% equity stake in CMT

Active programmes in 17 countries, 20 countries by end of 2017



Insurers include: Liberty Mutual, Admiral Group, Aioi Nissay Dowa, Desjardin, Vodaphone, AIG

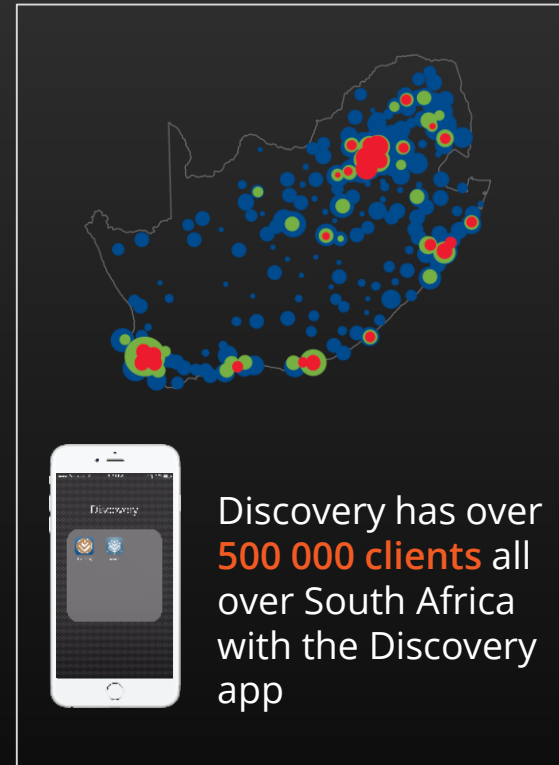
Driver DNA



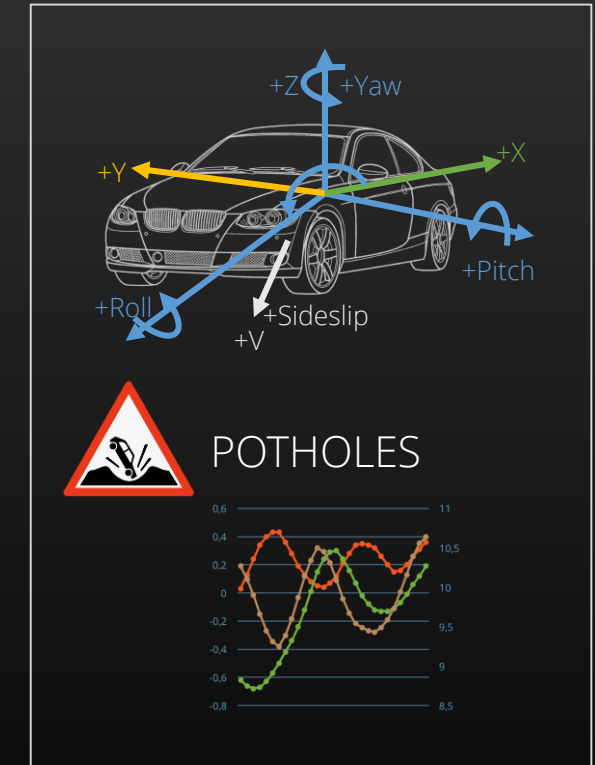
Impact Alert



Crowd Search



Pothole detection



Expanding the Vitality Shared-Value Insurance model



Avis SafeDrive

Pay-how-you-drive model for young drivers

Powered by  **Discovery Insure**

Launch: July 2017



2x

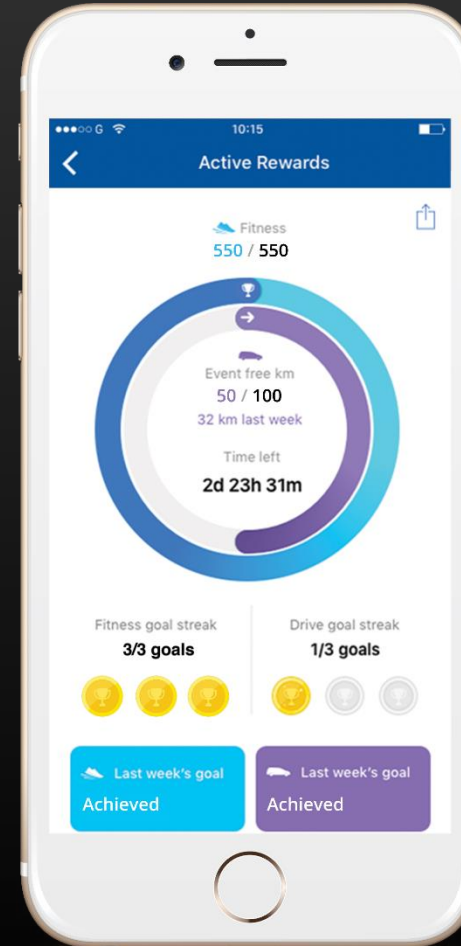
Accident rate for rentals over private vehicles



ImpactAlert + Panic Button



Vitality Active Rewards



20%

 Upfront premium discount

Late night driving

Per km rate by status
OR
25% off Uber





Vitality
GROUP

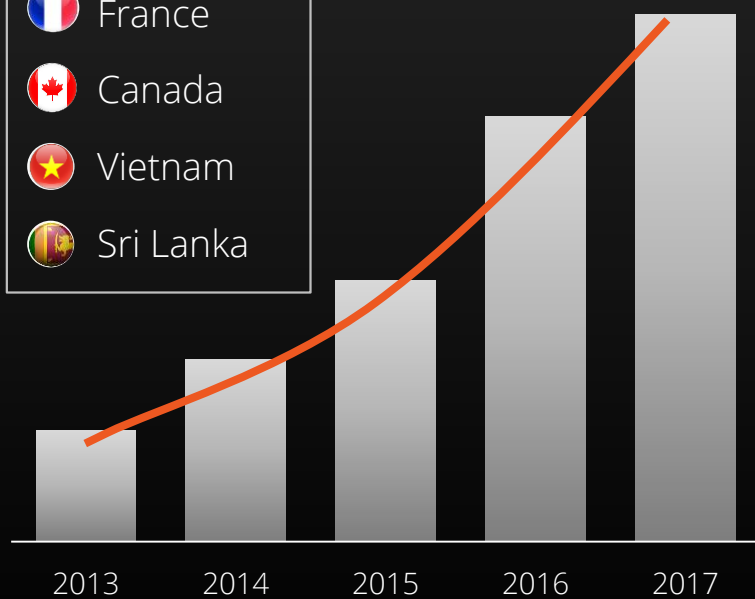
Fee income

+33%

to \$47m

Markets added in FY17

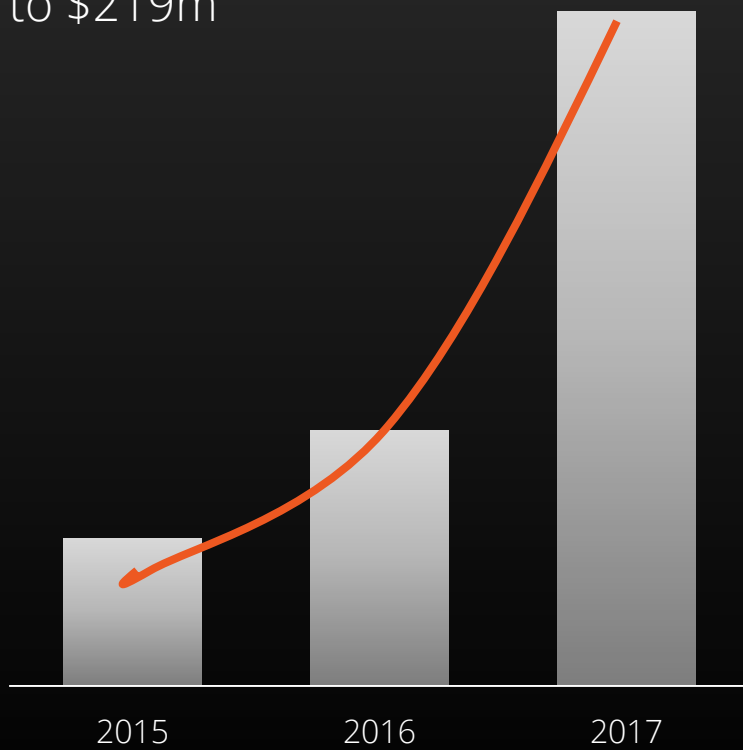
-  France
-  Canada
-  Vietnam
-  Sri Lanka



Vitality integrated API

+164%

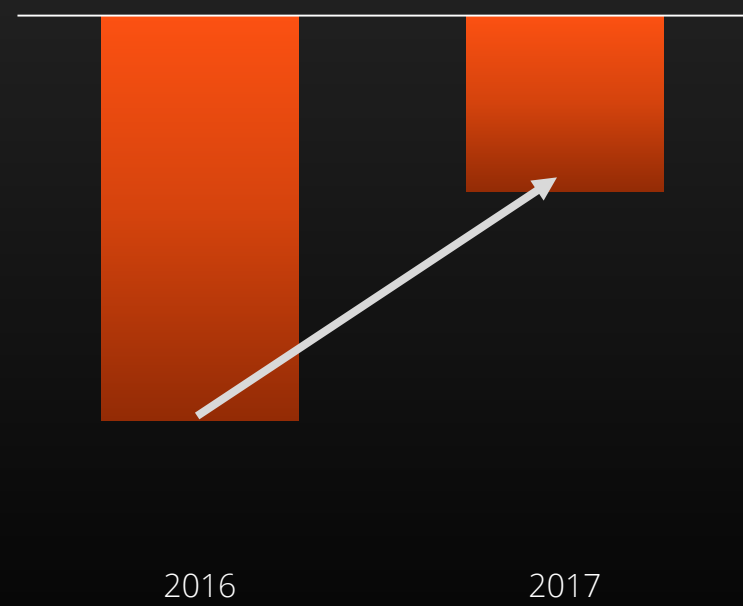
to \$219m



Operating result

+34%

to -\$8.5m



Global recognition

Ping An Health won 2016 *China Remuneration and Benefits Supplier Prize*

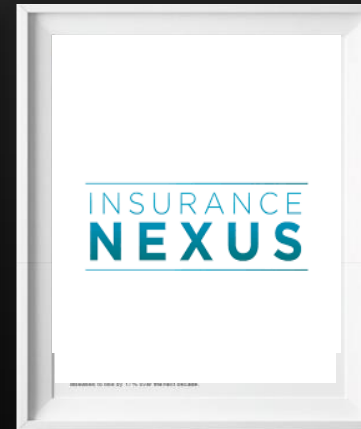
AIA Vitality (Hong Kong) won five gold awards in recognition of their Vitality Active Rewards campaign

AIA Vitality (Australia) won 2016 *Customer Innovation Award*

Generali Vitality (France) awarded 2017 *Innovation of the Year for Corporate Life Business*

John Hancock Vitality named 2017 *Most Innovative Insurer*

Vitality USA named as *Leading Health Innovator* at 2017 WEF



Growth model

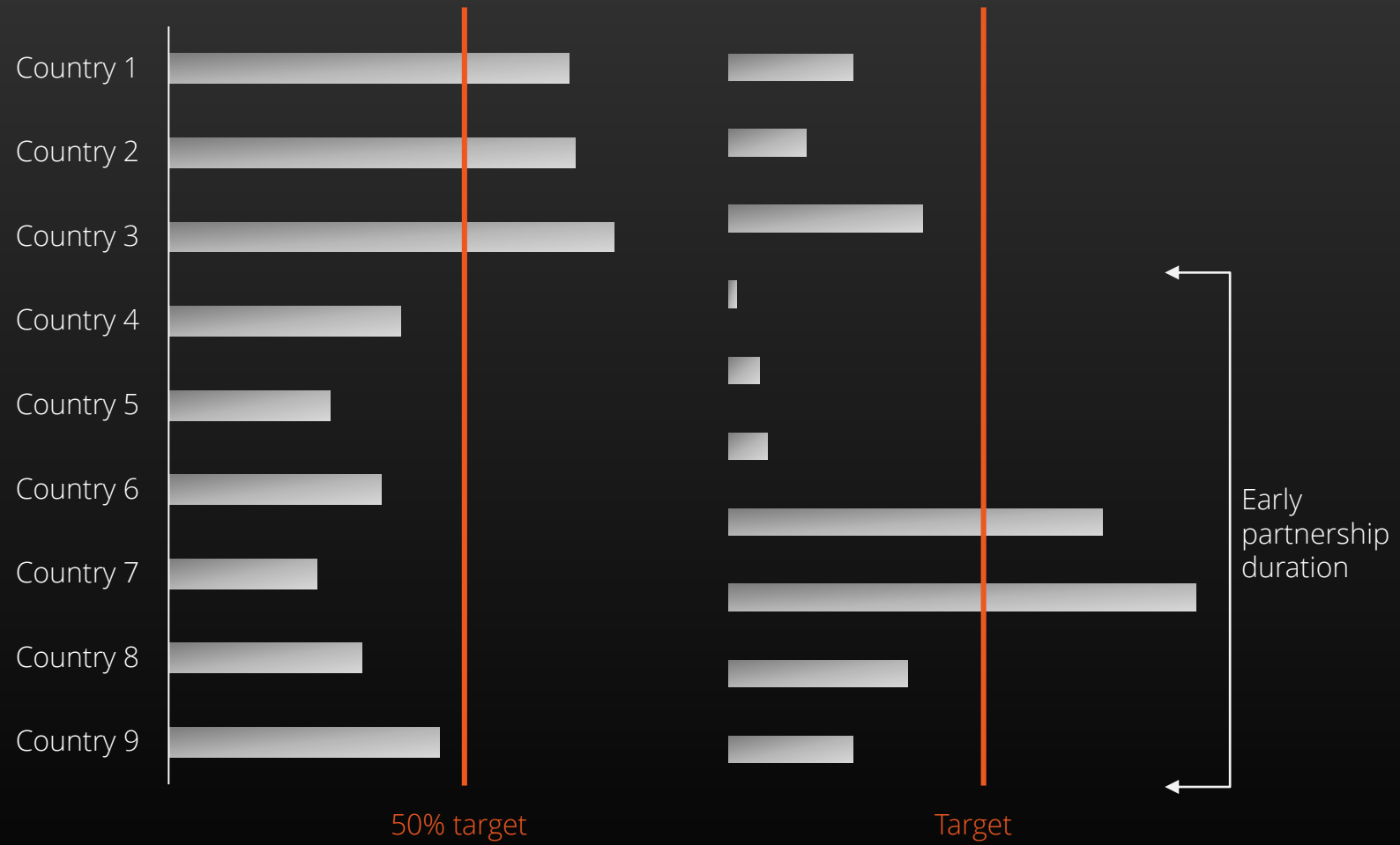
Insurers

✗ Penetration

✗ Engagement

- Term Insurance
- Whole of Life
- Universal
- Critical Illness
- Unit Linked
- Health

3x letters of intent



Minimum partnership fee

+ % of VNB/Premium

+ Experience profit sharing

Launch of myOwn in Australia



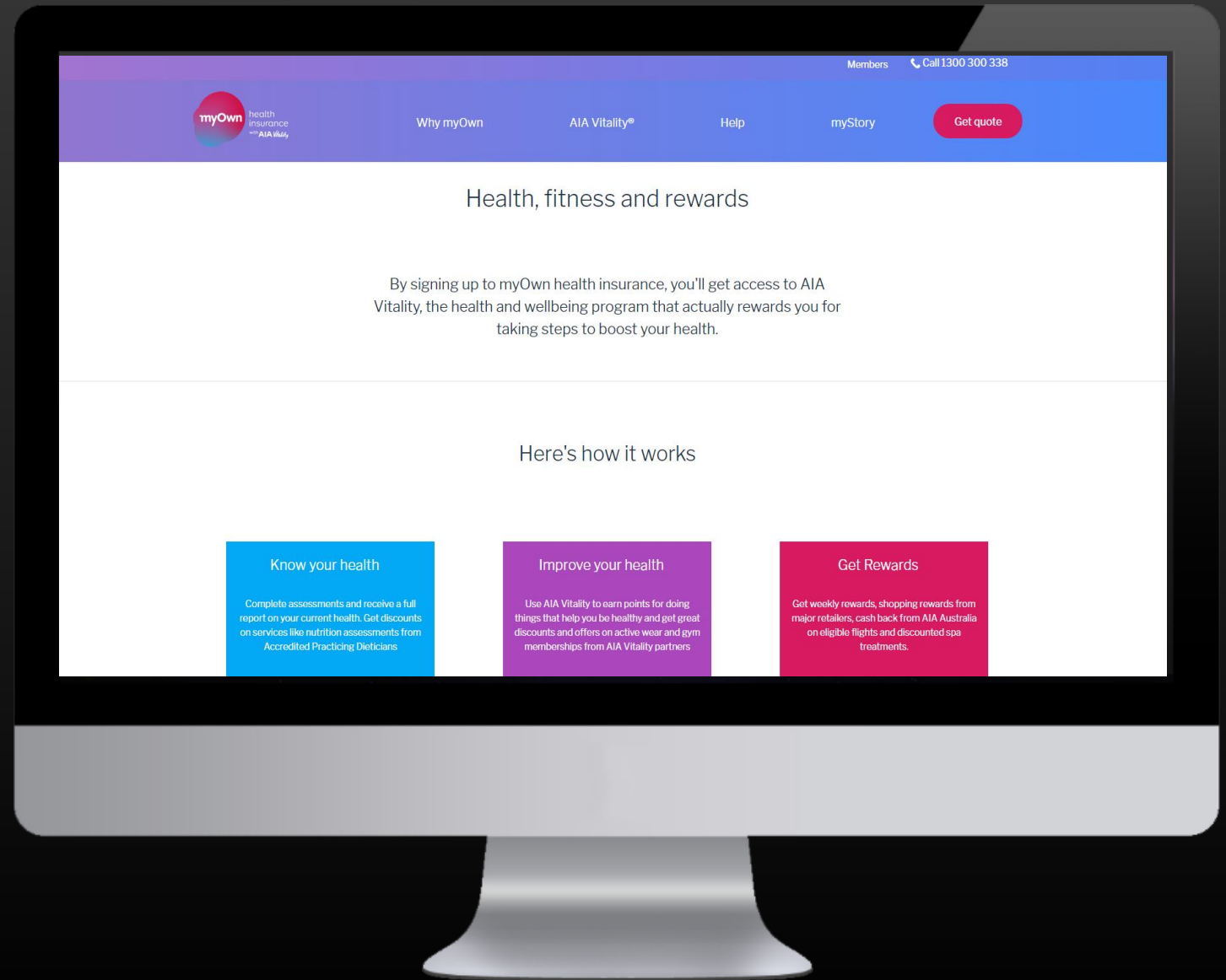
Australian Health Insurance



Partnership between



Partnership will soon also integrate with AIA Life to create a compelling offer that combines both health and life insurance with Vitality

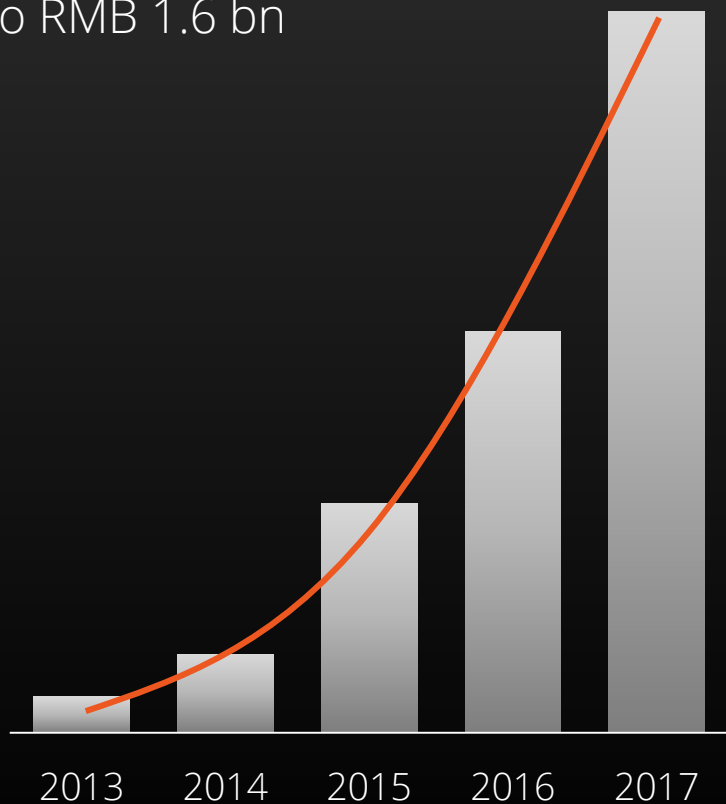


中国平安
PING AN

New business

+103%

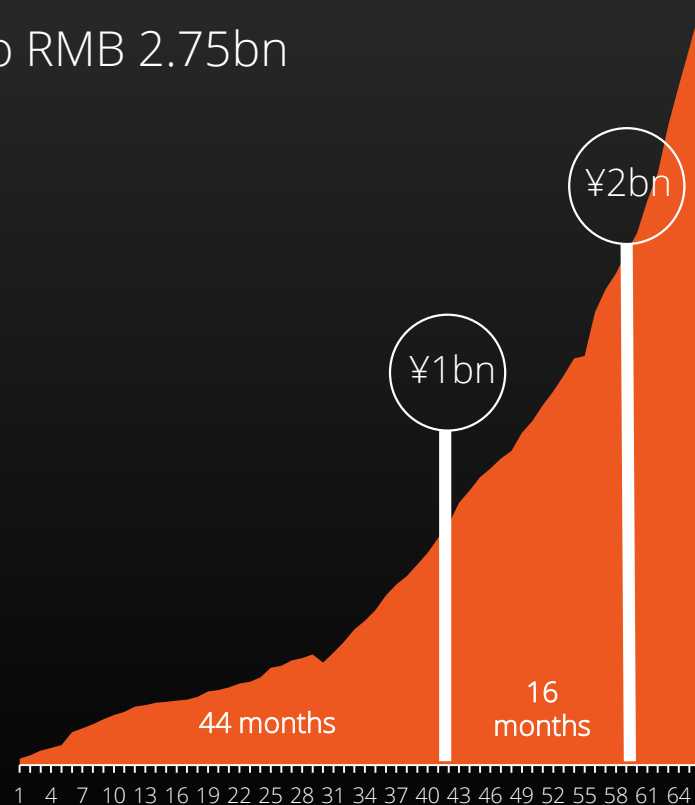
to RMB 1.6 bn



Written premium

+85%

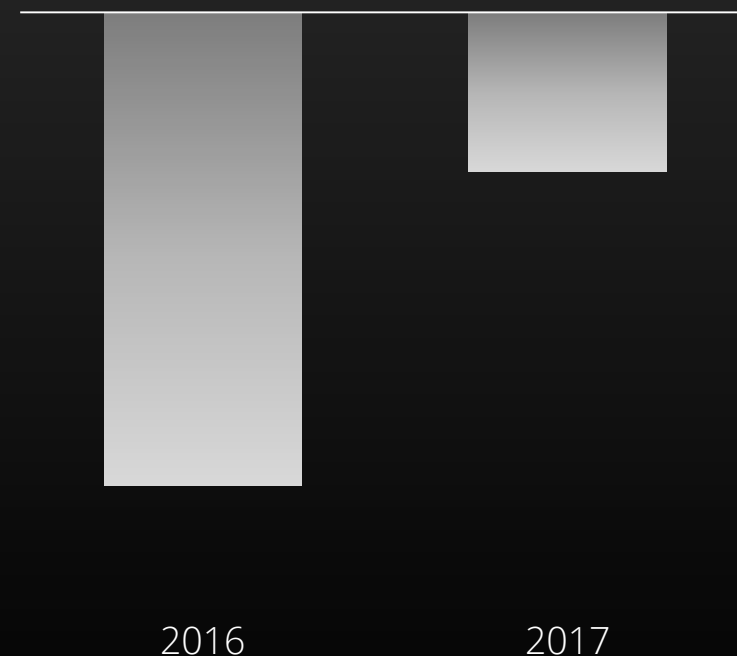
to RMB 2.75bn



Operating result

+66%

to -R 33m

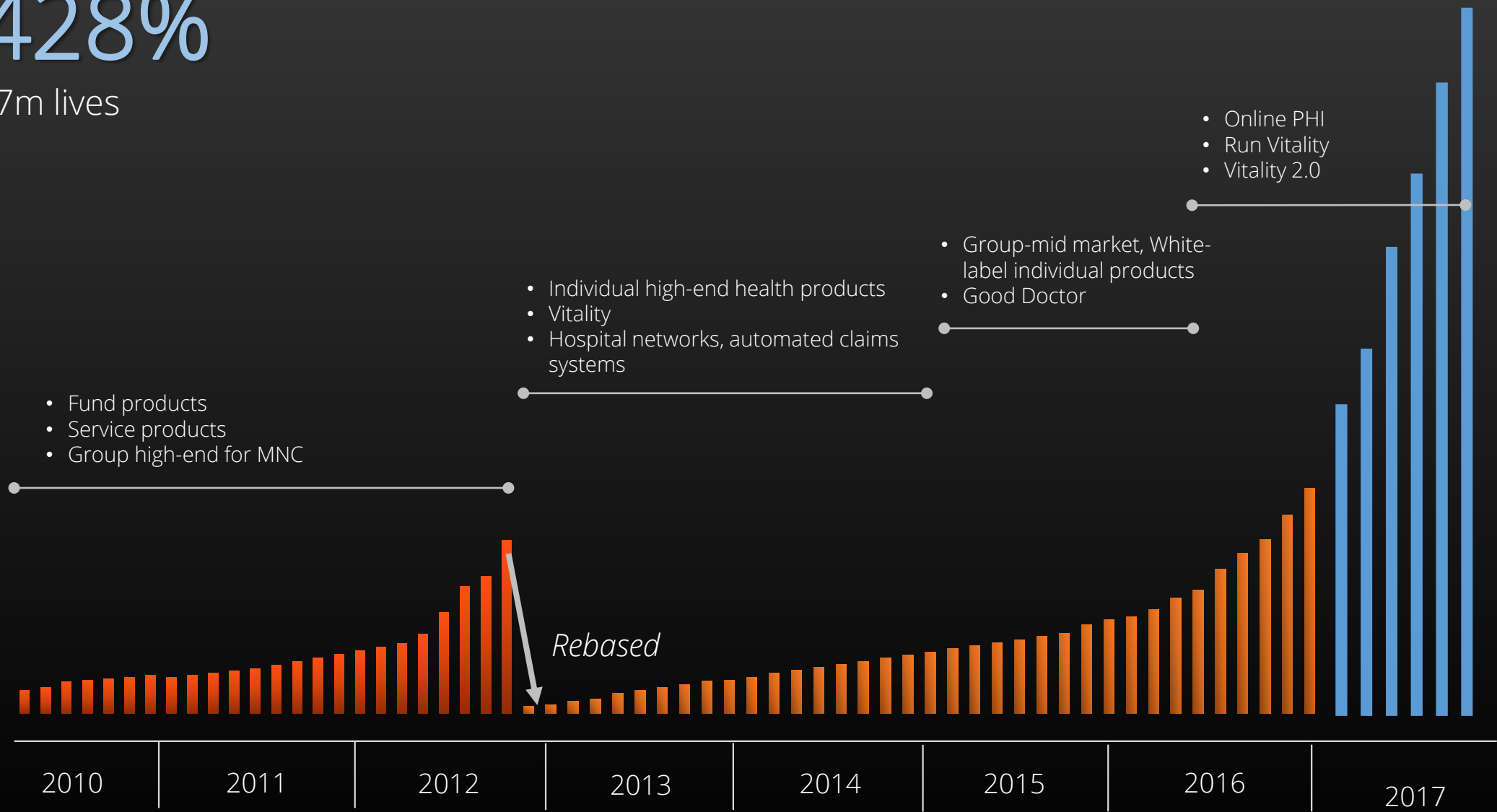


Continued acceleration in growth



+428%

to 3.7m lives



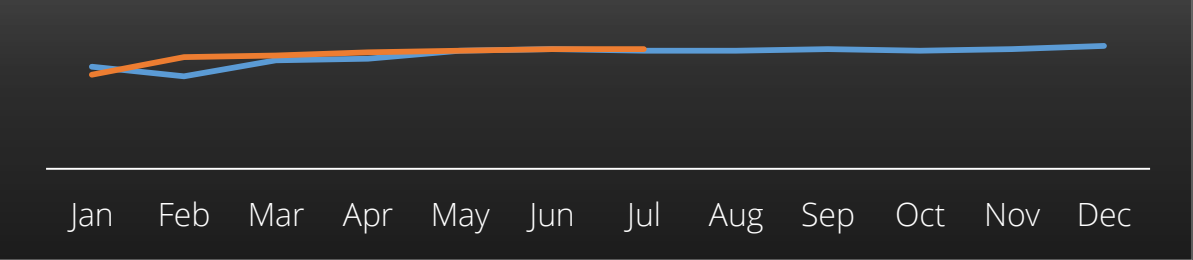
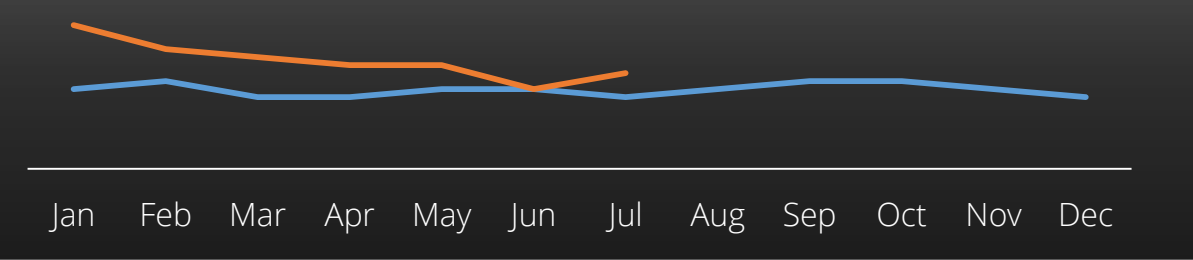
Stable and high-quality actuarial dynamics



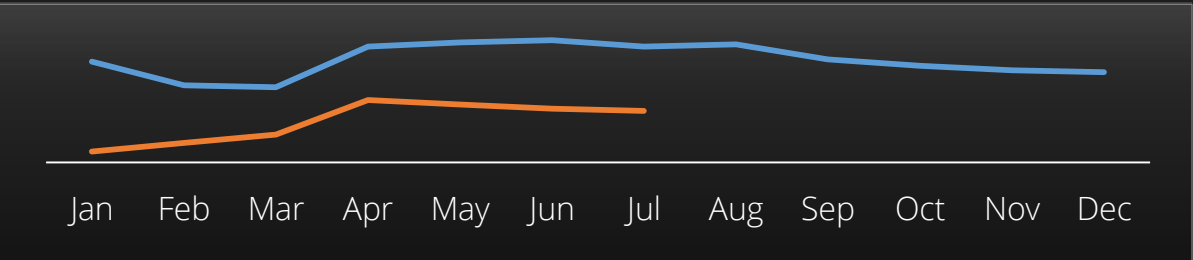
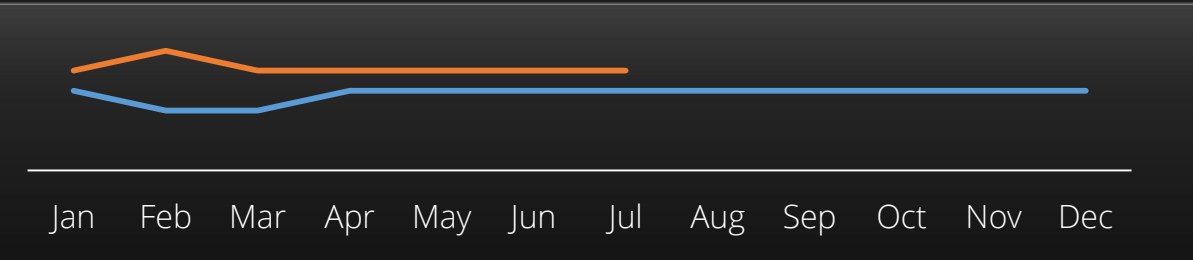
Retention rates stable and improving

Loss ratios stable

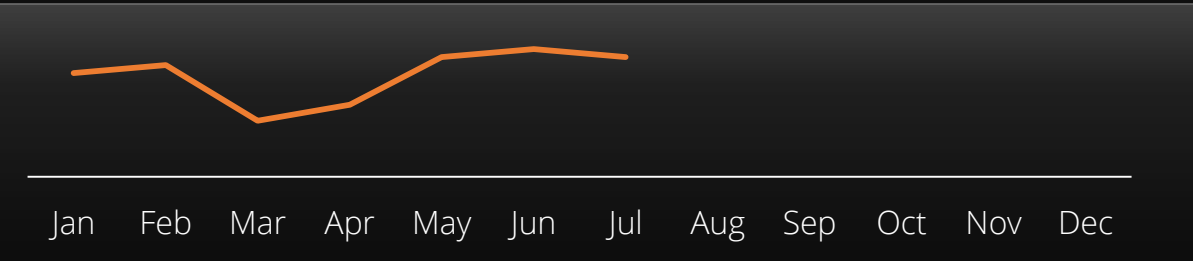
Group Insurance business



Individual insurance



Internet insurance



Strategic focus for Ping An Health

Group products

Profitability: Operational efficiency, claims control, analytics and underwriting margin

Individual products

Distribution: Reinsurance licence allows broader utilisation of group distribution

A- AM Best credit rating

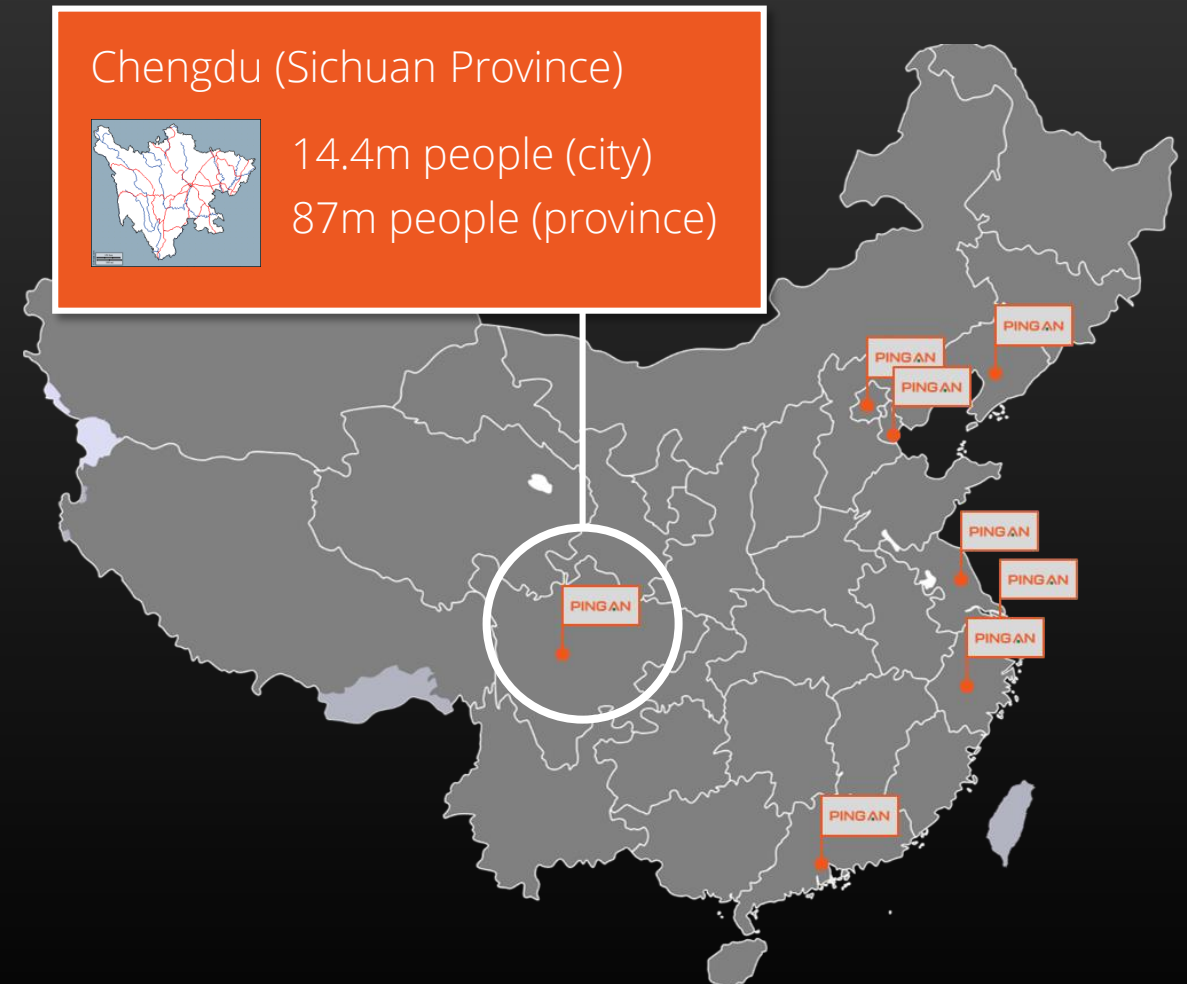
Internet products

Reach and footprint: Focus on accessing Ping An Group's 370m digital customers

Accelerated Discovery IP share

Five strategic IP share initiatives underway

New PAH branch opened



Deconstructing the 2018 Ambition

BUSINESSES

- 1 Insurgent
- 2 Significant engagement
- 3 Superior actuarial dynamics
- 4 Meeting complex consumer needs
- 5 Exceptional service




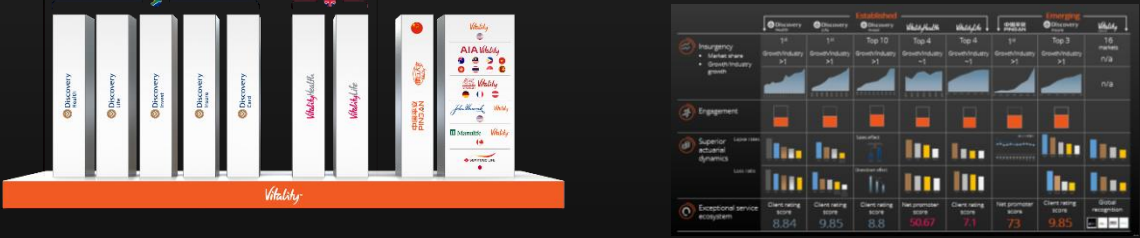
IMPACT

- 1 CPI + 10% profit growth
- 2 Risk free + 10% return on capital
- 3 10m Vitality members

BUSINESSES

FOUNDATION

- 1 Global platform, science and data
- 2 Powerful brand
- 3 Employer of choice for critical skills
- 4 Values-based culture

<p>Financial performance</p>	<p>Core new business +16% to R 16 993m <small>+11% incl. DH take-on of new closed schemes and gross revenue for the Vitality Group of R16 250m</small></p> <p>Normalised operating profit +10% to R 7 048m</p>	<p>CPI + 7% group profit growth +22% core new business growth* Risk free + 9.3% return on capital</p>
<p>Foundation</p>		<p>16 countries >7m Vitality members +150,000 per month</p>
<p>Businesses</p>		
<p>New initiatives</p>	<p><i>Intent to enter banking</i></p> <p>Vitality Invest Commercial Insurance Umbrella Funds</p>	<p>8% of earnings Launch by Q2 2018</p>



Results and cash dividend declaration

for the year ended 30 June 2017

