

About us continued

We remained resilient despite the challenges of 2020 and continued contributing to the resilience of all our stakeholders

Why invest in Sanlam

Sanlam is an emerging market participant with a unique footprint that spans countries with high economic growth potential and low financial services penetration outside of South Africa (our largest market). This provides us with a leveraged future growth opportunity as we are well positioned to meet the demand for financial solutions that arises when African and Indian demographic profiles change and aspirational lifestyles develop due to economic growth, urbanisation and young people entering the formal economy.

We have a well-diversified business across product set, market segment and geography. We offer our clients a range of financial solutions that can fully meet the needs of individuals and organisations across 44 countries. We have strong market positions in all segments.

Our large, stable South African base, which contributes 68% to net result from financial services, and mature book allows us to invest in other high-growth territories through a partnership model.

We have a first-mover advantage in Africa and an unmatched Pan-African presence in 32 countries (ex-South Africa) on the continent.

Our distribution approach creates seamless interaction and comprehensive support to enhance the personal intermediary model – encompassing more than 3 000 supporting brokers and 6 000 advisers.

We have adopted increased digitisation, data analytics and direct distribution to support digital transformation as a key enabler in meeting strategic goals.

We have a dynamic new Executive committee (Exco) with diverse skills and experience. They have appropriate accountabilities and incentives linked to financial and non-financial indicators to drive high performance and embed a competitive culture.

We continually assess our strategy to ensure it remains relevant and that we can continue to create value over the short, medium and long term – enabling consistent cumulative outperformance of our RoGEV target since listing.

We have a stable dividend policy which maintains a cash dividend cover ratio of between 1,0 and 1,2 times. We aim to manage smooth real dividend growth of 2% to 4% per annum over a three-year rolling period.

R187,7 billion of wealth distributed in 2020

R149,8 billion

to clients

R7,3 billion

to shareholders

R4,0 billion

to government

R13,7 billion

to employees and the balance to suppliers