



Momentum Retail

DISTRIBUTION

- > 6 000 external independent brokers
- 400 tied agents

PROFIT DRIVERS

- Sales volumes and mix
- Persistency
- Expense management
- Mortality experience
- Investment performance
- Client service levels

STRATEGY AND PRODUCTS

Targeting the middle to upper-income market in South Africa and offering innovative and appropriate wealth creation, risk and savings products.

FOCUS AREAS

- Value of new business
 - Quality of business
 - Business mix
 - Grow recurring premiums
- Increase distribution
 - New distribution initiatives
 - Grow agency force
- Financial Wellness
- Emphasis on innovation
- Increase penetration in the middle-income market



FOCUS AREAS

- Process and systems renewal
- Diversify and grow distribution
 - Partnership strategies
 - Mastering distribution initiative
 - Embed segmentation insights
- Expense and persistency management
- Existing customer optimisation

METROPOLITAN 

Metropolitan Retail

STRATEGY AND PRODUCTS

Targeting the lower to middle-income market in South Africa, and offering savings, income generation and income protection (risk) products.

DISTRIBUTION CHANNELS

- > 100 sales offices countrywide
- 4 call centres
- 5 459 agents
- 1 742 brokers

PROFIT DRIVERS

- Volume and mix of new business
- Persistency
- Expense management
- Mortality
- Investment performance





momentum

Momentum Employee Benefits

STRATEGY AND PRODUCTS

Specialises in and offers:

- Income replacement benefits
- Liability management
- Administration and investment solutions for retirement funds, including:
 - Large corporate and public sectors
 - SMME market segments
- Marketing Momentum Medical Open Scheme
- Specialised insurance solutions

SOURCES OF BUSINESS

- Brokerages
- Government
- Parastatals
- Trade unions

PROFIT DRIVERS

- Asset-based charges on investment and annuity business
- Risk business margins
- Fee income on administration business
- Operational efficiencies

FOCUS AREAS

- Optimise distribution
- Align Guardrisk with the group
- Entrench position as leading incapacity insurer
- Close collaboration with health operations
- Strengthen brand presence in target markets
- Product innovation



FOCUS AREAS

- Integration of newly acquired Cannon Assurance (Kenya)
- Acquisitions complementary to growth initiatives
- Top-line growth in all lines of business
- Implement mass-market initiatives
- Product innovation and diversification
- Support centre efficiencies

METROPOLITAN 

Metropolitan International

STRATEGY AND PRODUCTS

Providing retail and institutional customers in Africa with:

- Risk, savings and investment products
- Retirement fund administration
- Health insurance products and administration
- Short-term insurance



RATIONALE FOR AFRICAN EXPANSION

- Diversify earnings
- Higher GDP growth than South Africa
- Low penetration of insurance
- Growth opportunities

DISTRIBUTION CHANNELS

- Brokers
- Employed agents
- Unions
- Co-operatives
- Mobile operators
- Internal employees





Momentum Investments

PROFIT DRIVERS

- Investment performance
- Asset-based fees
- Operational efficiencies
- Assets under management size and mix

STRATEGY AND PRODUCTS

Provide full spectrum of investment services in South Africa, Africa and selected international markets:

- Active and passive investment management (local and international)
- Alternative investment management
- Multi-management
- Collective investment scheme management
- Property investment management

FOCUS AREAS

- Superior investment performance
- Developing solutions-based client value propositions
- Develop strong client relationships
- Invest in growth initiatives and expand capabilities
- Optimising efficiencies and systems integration





Metropolitan Health

STRATEGY AND PRODUCTS

Preferred provider for public sector and corporate clients, offering:

- Healthcare administration to closed schemes
 - Health risk management
 - Supplementary healthcare products
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FOCUS AREAS

- Diversify income streams
- Retain and expand current business
- Improve margin conversion and service delivery
- Corporate market collaboration to leverage health expertise
- Build a public private partnership framework

PROFIT DRIVERS

- Fee income per member/month
- Economies of scale
- Expense management
- Service delivery