

MMI Holdings increases sales volumes in the nine months to 31 March 2016

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MMI Holdings' International division reported double digit growth in single premium (93%), recurring premium (23%) and PVP (38%). This growth was mainly due to strong growth in life insurance new business in Namibia, Lesotho and Botswana.

Momentum Retail reported a 13% growth on single premium sales for the nine-months. In total, PVP increased by 6% year-on-year. Looking at the third quarter in isolation, recurring premium

increased by 10% compared with the same quarter in the prior year.

Metropolitan Retail's new business has been under pressure over the past year as a result of pro-active changes made to the distribution channel. These changes are starting to pay off as sales increased by 15% in the March quarter (vs March 2015) after being down 9% in the first half of the year.

MMI Holdings' corporate and public sector reported a 46% increase in recurring premium new business. Single premium sales unfortunately could not match the excellent prior year performance. Overall, PVP grew by 29% for this segment.

MMI Holdings announced leadership changes during May. Following this restructuring, the group announced that Innocent Dutiro has been appointed CEO of MMI Holdings' Africa and Southeast Asia business with effect from 1 July 2016.

Recently Moody's assigned an Aaa.za national scale insurance financial strength rating to the group's largest life insurance company, MMI Group Limited. A rating of Aaa.za is the highest credit rating that can be assigned to a company on the national scale.