Cytonn FY'2023 Kenya Listed Insurance Sector Report

Cytonn

21st June 2024

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1. Introduction to Cytonn

About Us

Cytonn Investments is an alternative investment manager, with real estate development capability, and a primary focus on private equity and real estate investments in the high growth Kenyan Region. Cytonn has a unique strategy of coupling two compelling demand areas - the lack of high yielding investment products and the lack of institutional grade real estate. We provide high yielding investment instruments to attract funding from investors, and we deploy that funding to largely pre-sold investment grade real estate. With offices in Kenya and Washington, DC - USA, we are primarily focused on offering alternative investment solutions to global and local institutional investors, individual high net-worth investors, and diaspora investors interested in the East-African region. Real estate investments are made through our development affiliate, Cytonn Real Estate, where we currently have over Kshs. 82 billion (USD 820 mn) of projects under mandate across ten projects. In private equity, we invest in banking, education, and hospitality.

82 Over Kshs. 82 billion worth of projects under mandate

3 Three offices across 2 continents

500 Over 500 staff members, including Cytonn Distribution

10 10 investment ready projects in real estate

A unique franchise differentiated by:

Independence & Investor Focus

Focused on serving the interest of clients, which is best done on an independent platform to minimize conflicts of interest

Alternative Investments

Specialized focus on alternative assets - Real Estate, Private Equity, and Structured Solutions

Strong Alignment

Every staff member is an owner in the firm. When clients do well, the firm does well; and when the firm does well, staff do well

Committed Partners

Strong global and local partnerships in financing, land and Cytonn Real Estate, our development affiliate

Why We Exist

Africa presents an attractive investment opportunity for investors seeking attractive and long-term returns. Despite the alternative markets in Africa having high and stable returns, only a few institutional players serve the market. Cytonn is focused on delivering higher returns in the alternative markets, while providing the best client service and always protecting our clients' interests.

WE SERVE THREE MAIN CLIENT SEGMENTS:

- High Net-worth Individuals through Cytonn Private Wealth. This is done through our captive Distribution Network
- East Africans in the Diaspora through Cytonn Diaspora
- Global and Local Institutional Clients. These clients are served from our Investment & Fundraising Team

WE INVEST OUR CLIENT FUNDS IN:

- Real Estate, and Real Estate Related Businesses
- Private Equity
- Fixed Income Structured Solutions
- Equities Structured Solutions

We collect funds from our clients → **We invest them in high growth opportunities** → **We deliver the best possible returns**

Cytonn Business Structure

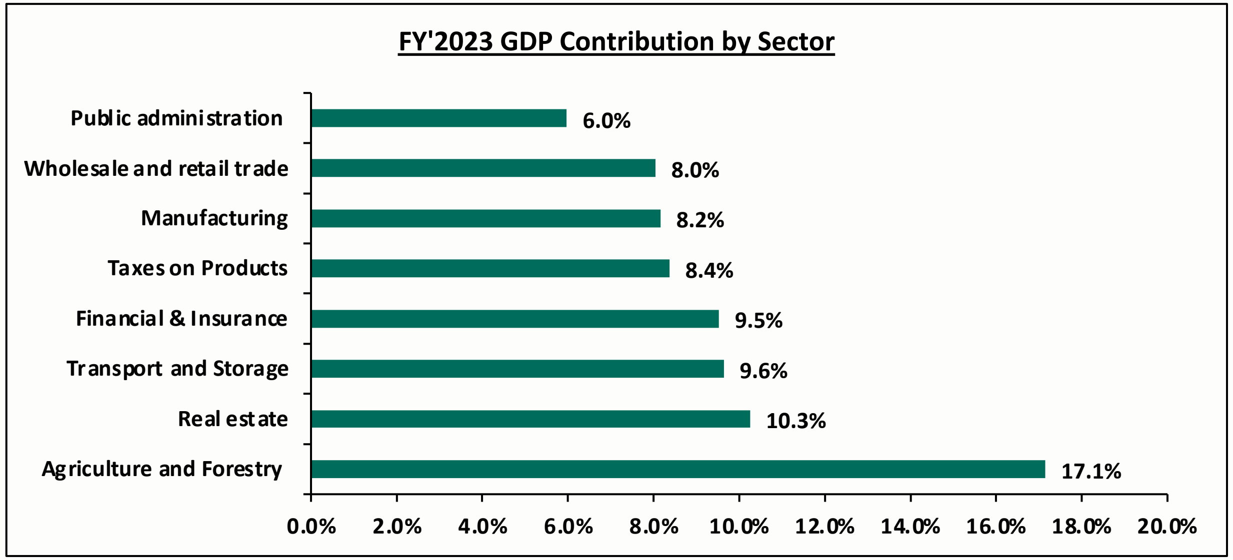
Cytonn Investments Management Plc

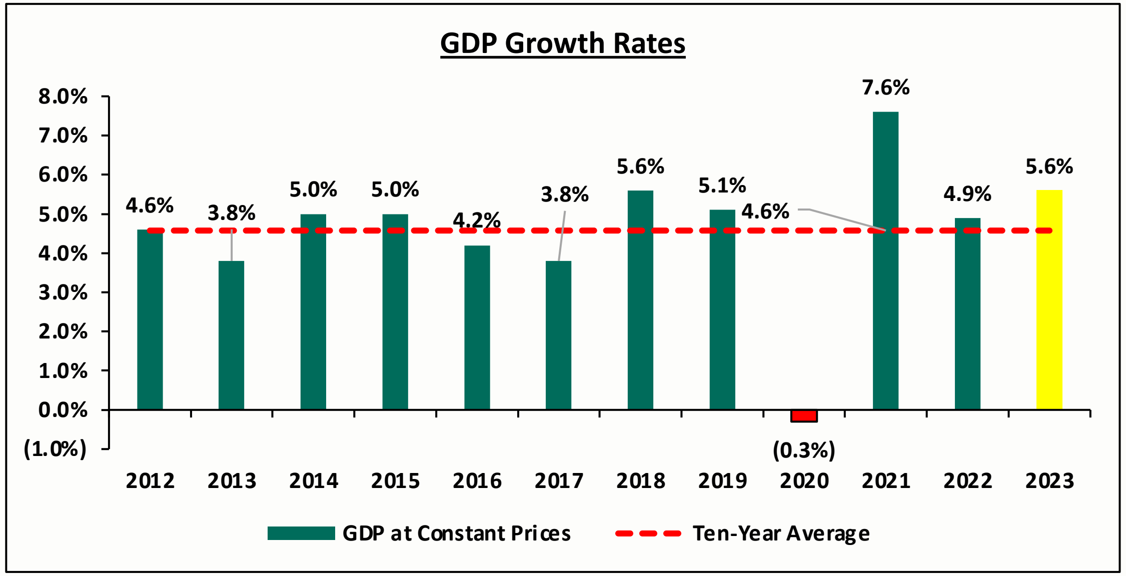
- **Cytonn Investments** (Private Markets)
  - Private Offers (CREN)
  - Cytonn Hospitality
  - Superior Homes Kenya
- **Cytonn Asset Managers** (Regulated by CMA and RBA)
  - Collective Investment Schemes (CMMF, CBF, CEF, CAFF & CHYF)
  - REIT Management
  - Cytonn Advisory
  - Pension Fund Management (CURBS, CPRBS & CIDDF)
- **Cytonn Real Estate**
  - Real Estate Projects (Alma, Ridge, Taraji, Situ, Applewood, Newtown, Riverrun & Kilimani)
  - Research and Deal Origination
  - Project Management
  - Quality Assurance/Quality Control
  - Facilities and Property Management
  - Cytonn Centre for Affordable Housing
- **Strategic Support Services**
  1. Finance
  2. ICT
  3. Legal & Compliance
  4. Brand (PR& Communication)
  5. Client Service
  6. HR & Business Admin
  7. Risk
  8. Internal Audit
  9. Distribution

2. Kenya Economic Review and Outlook

Economic Growth

The Kenyan economy expanded by 5.6% in FY’2023, faster than the 4.9% growth in FY’2022



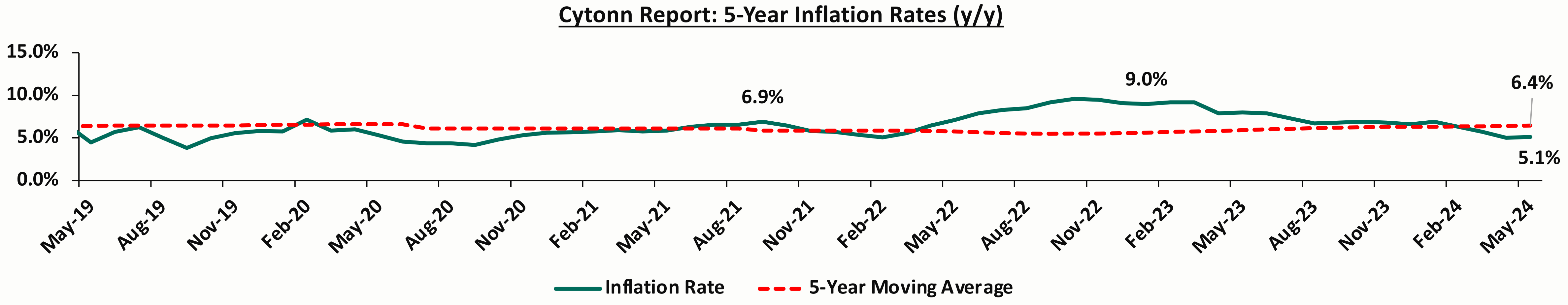


Source: KNBS

- The Kenyan economy recorded a 5.6% growth in FY’2023, faster than the 4.9% growth recorded in FY’2022. The growth was mainly supported by a rebound in Agricultural activities, which grew by 6.5% in FY’2023 compared to a contraction of 1.5% in FY’2022. All sectors in Q3’2023,except Mining and Quarrying, recorded positive growth, with varying magnitudes across activities
- In terms of sectoral contribution to GDP, the biggest gainer was the Financial and Insurance sector, increasing by 0.4% points to 9.5% in FY’2023 from 9.1% in FY’2022, while the Manufacturing sector was the biggest loser, declining by 0.3% points to 8.2% in FY’2023, from 8.4% in FY’2022

Inflation

Inflation averaged at 6.3% in Q1’2024, compared to 9.1% recorded in Q1’2023



**Source: KNBS*

- The year-on-year inflation rate in the month of May 2024 marginally tightened to 5.1%, from the 5.0% inflation rate recorded in the month of April 2024, marking the eleventh consecutive month that the inflation has remained within the CBK target range of 2.5%-7.5%
- The headline inflation in May 2024 was majorly driven by increase in prices of commodities in the following categories, transport; food and non-alcoholic beverages; and housing, water, electricity, and gas and other fuels of 8.1%, 6.2%, and 4.4%, respectively
- We expect inflationary pressures to remain within and close to the preferred CBK target of 5.0%, mainly on the back of a stronger Shilling, tight monetary policy, and reduced fuel and electricity prices. With fuel being a major input in most businesses, the cost of production is expected to reduce.

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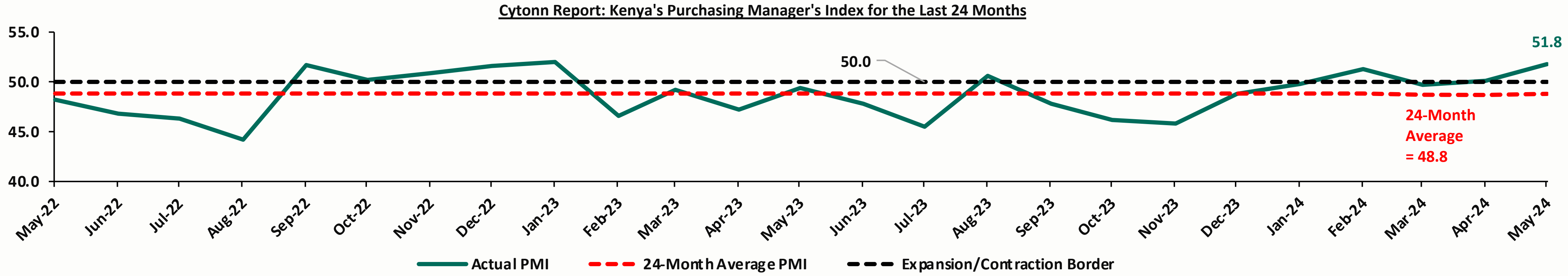
Stanbic PMI Index

The PMI averaged at 50.3 in Q1’2024, compared to 49.3 in Q1’2023



Source: Market Economics, Stanbic PMI

- The Stanbic Purchasing Managers Index (PMI) for the month of May 2024 improved to 51.8, up from 50.1 in April 2024 signaling a stronger upturn of the business environment for month of May. On a y/y basis, the index recorded a 4.9% improvement from the 49.4 recorded in May 2023. The improvement of the general business environment is mainly attributable to the easing inflationary pressure experienced in the country, currently at 5.1%, compared to 8.0% in May 2023, resulting in increased demand leading to increased business activity.
- Key to note, a PMI reading of above 50 indicates improvements in the business environment, while a reading below 50 indicates a worsening outlook. Going forward we project the business environment in Kenya will improve in the short term, primarily due to the easing inflationary pressures and the strengthening of the Kenya Shilling.

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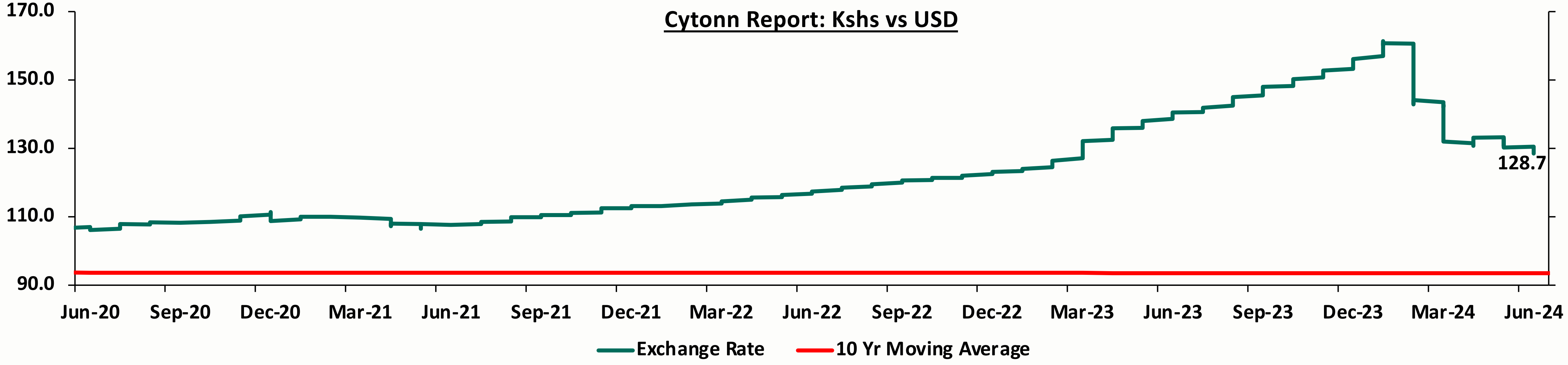
Currency

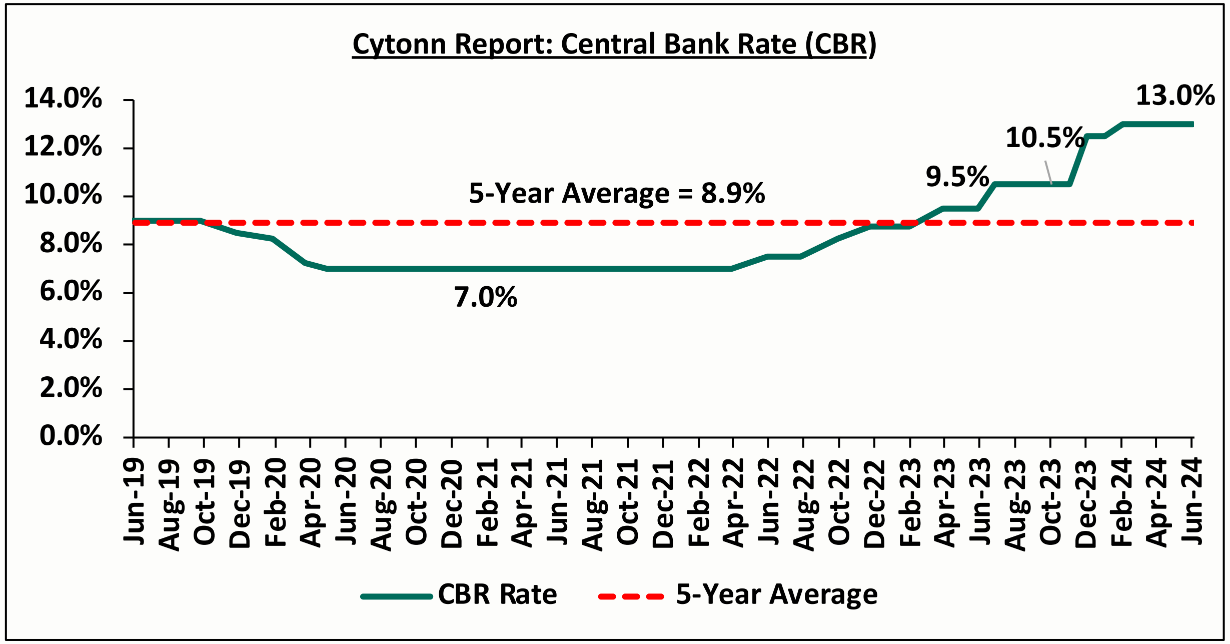
As of 14th June 2024 the Kenyan shilling had appreciated by 18.0% on Year-To-Date basis against the US Dollar

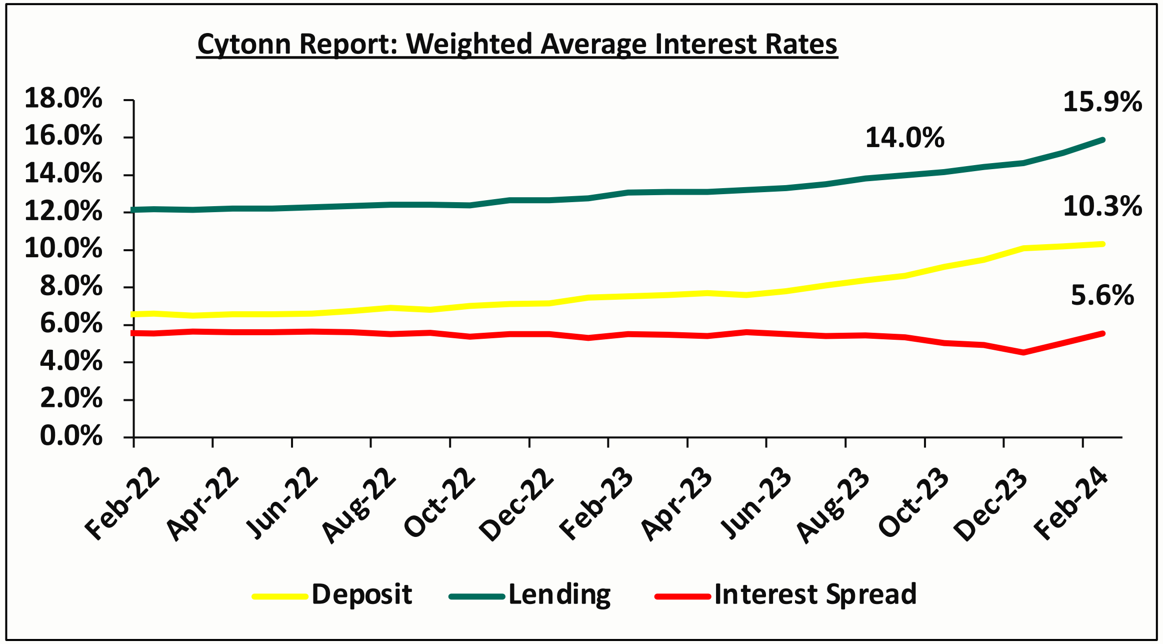


**Source: Central Bank of Kenya*

- As of 14th June 2024, the shilling had appreciated by 18.0% on year-to-date basis against the dollar, contrary to the 26.8% depreciation recorded in 2023, partly attributable to the buyback of the June Eurobond maturity which removed the debt risk on the country, coupled with World Bank and IMF disbursements, Eurobond issue, infrastructure bond and panic selling of the dollar by investors which increased dollar supply in the market.
- The local currency is expected to be supported by the diaspora remittances which stood at a cumulative USD 4,457.5 mn in the twelve months to April 2024, 11.9% higher than the USD 3,984.9 mn recorded over the same period in 2023

Interest Rates and Monetary Policy





**Source: CBK*

- In the last sitting in June 2024, the Monetary Policy Committee retained the CBR rate by 13.0% points, initially set in February 2024, on the backdrop of improved global outlook for growth and inflation, despite persistent geopolitical tensions. The retained CBR was made to continue supporting the local currency appreciation, continue anchoring inflation within the preferred target of 5.0%, as well as persistent high interest rates in the developed economies
- Additionally, the committee noted that inflation was already within the preferred target and was expected to stabilize further in the near term, supported by lower food and fuel prices and a stronger currency

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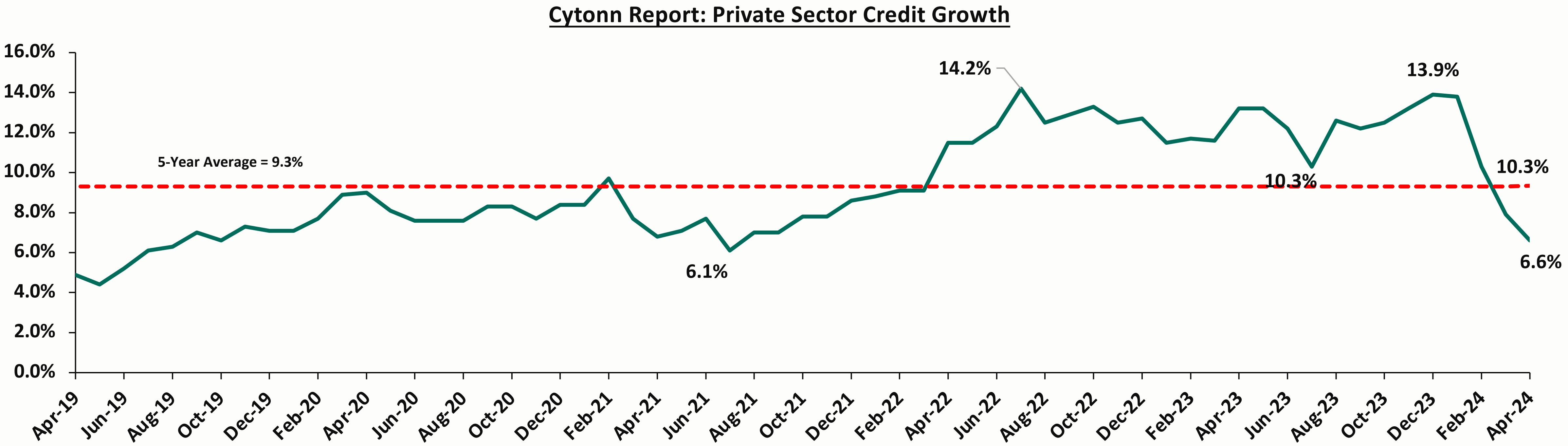
Private Sector Credit growth



Source: KNBS

- Growth in private sector credit decreased to 6.6% in April 2024 from 7.9% March 2024, partly attributable to the strengthening of the Kenyan Shilling against the dollar. Strong credit growth was observed in sectors such as; agriculture, manufacturing, transport and communication, trade and consumer durables of 31.0%, 23.0%, 16.4%, 12.1% and 9.2% respectively. Additionally, the number of loan applications and approvals remained strong, reflecting resilience in economic activities.

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3. Kenya Insurance Sector Overview

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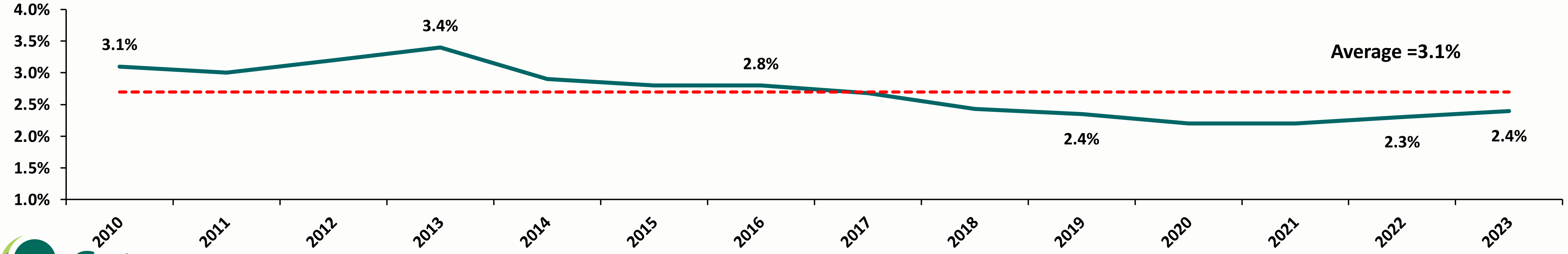
Kenyan Insurance Sector Overview

The Insurance penetration in Kenya stood at 2.4% as at the end of 2023

- The industry is regulated by Insurance Regulatory Authority which is responsible for licensing, regulating and developing the insurance sector
- In the last five years, the life insurance market in Kenya has experienced growth in both the level of direct premiums as well as in the equity held by the industry constituents
- In FY'2023, Kenya had 56 insurance companies, 5 reinsurance companies, 210 insurance brokers and 13,508 insurance agents (which includes 21 Bancassurance agents)
- Insurance penetration (Gross Premiums as a % Gross Domestic Product (GDP)) in Kenya stood at 2.4% of in 2022. The low penetration rate, which is below the global average of 7.0%, according to Swiss RE institute, is attributable to the fact that insurance uptake is still seen as a luxury and mostly taken when it is necessary or a regulatory requirement.

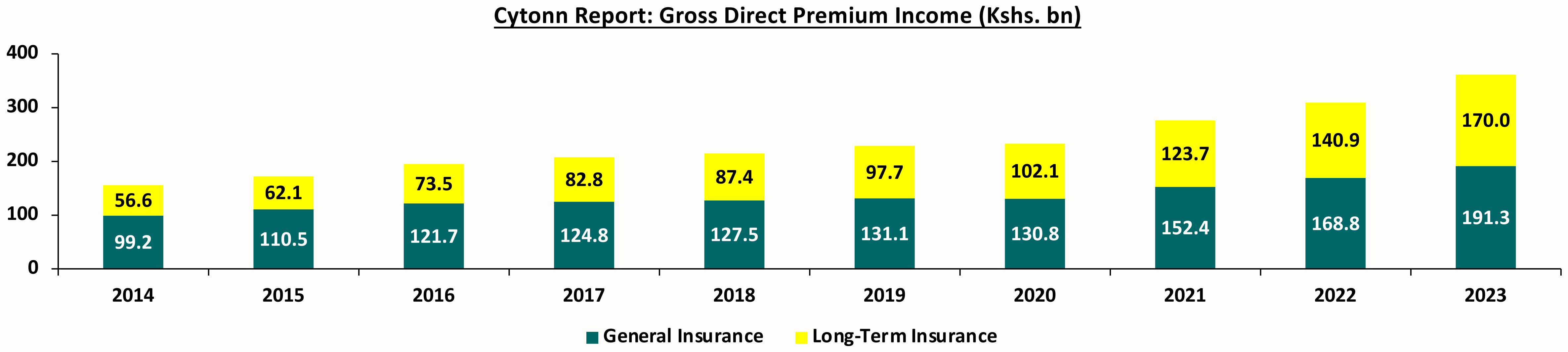
Insurance Penetration in Kenya



Source: Central Bank of Kenya, FinAccess report

Kenyan Insurance Sector Overview

General insurance business remains the largest contributor to industry insurance activity at 52.9%



- Industry gross written premium stood at Kshs 361.4 bn as of FY'2023, representing an increase of 16.7% from Kshs 309.8 bn in FY'2022. Long term insurance segment grew by 20.7%, while general Insurance recorded a growth of 13.3%
- General insurance business remained the largest contributor to industry insurance activity contributing 52.9% of the total premium. Motor insurance and medical insurance classes of business account for 63.5% of the gross premium income under the general insurance business
- In the long term insurance segment, deposit administration and life assurance classes remained the biggest contributors to the long term gross premium income, accounting for 59.8% in FY'2023, compared to the 61.1% contribution by the two classes recorded in FY'2022

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Insurance Sector Growth Drivers

Alternative channels for both premium distribution and claims verification and disbursement is driving the sector

The drivers of growth in the insurance sector in FY'2023 include;

a) **Partnerships and alternative distribution channels:** We anticipate that underwriters will continue to form alliances and offer additional distribution channels in the future. This can be accomplished by collaborating with other financial services providers, such as fund managers who have moved into delivering insurance-linked products, in addition to the present bancassurance connection with banks. The insurance business can also use the penetration of bank products to promote its own products. Integration of mobile money payments to allow for policy payments is also predicted to continue due to the ease it provides, as well as the country's high mobile phone penetration; thus, insurance companies would wish to exploit this to improve penetration

b) **Innovation:** To aid portfolio expansion and growth, insurers must harness the digital insurance solutions at their disposal in order to improve internal efficiency and accelerate time to market. As such, we anticipate cooperation between insurers and InsurTechs

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Insurance Sector Growth Drivers

New regulations and the use of block chain have also contributed to growth in the insurance sector

d) **Regulation:** The newly introduced regulations in the insurance sector have helped most companies improve their capital management systems. The new compliance requirements as stipulated in IFRS 17 come at a high implementation cost but they also assist companies manage their risks and capital in a better way

e) **Adoption of Alternative Distribution Channels**: Insurance companies have been dynamic and fast in adopting new alternative channels for both distribution and premium collection with financial sector deepening leading to an improved method of distribution of insurance products, collection and payment of premiums like bank assurance, online and mobile payment

f) **Redirection in Core Operations-** With the limited growth of the insurance industry, insurers are moving their focus to growing investment income which involves and increase in the assets under management segments and investments in property. Most insurance companies are now moving into asset management to boost their group revenues

Recent Developments in the Kenyan Insurance Sector

The following are the most recent developments witnessed in the Insurance sector;

1. **Portfolio Optimization:** insurance firms are re-evaluating their products and services to sustain the sector's recovery and realize profitability by focusing on core and profitable offerings and dispose non-core offerings. For instance, in September 2023, AIG Insurance Kenya announced plans to enter into a Kshs 2.0 bn deal with NCBA Group which would see the bank acquire 100% of the issued share capital from the insurer. As insurers focus more on profitable goods, portfolio optimization will eventually include reducing holdings in unprofitable subsidiaries and affiliates and impact underwriters' products

2. **IFRS 17 Implementation:** The standard, having replaced IFRS 4, is expected to give better information on profitability by providing more insights into the current and future profitability of insurance contracts. Separation of financial and insurance results in the income statement will allow for better analysis of core performance for the entities and allow for better comparability of insurance companies

3. **High Market Competition**: Despite low insurance penetration in the country, the sector is served by 56 insurance companies offering the same products. Some insurers have resorted to shady tactics in the fight for market dominance, such as premium undercutting, which involves offering clients implausibly low premiums in order to gain a competitive advantage and protect their market share. This is a significant factor in the industry's underwriting losses

Recent Developments in the Kenyan Insurance Sector

The insurance sector has seen mergers and acquisitions mainly with companies trying to protect their market share in a competitive environment

3. **Merger & Acquisition activity:** The insurance sector is booming with mergers and acquisitions mainly with companies trying to protect their market share in a competitive environment and meet the capital requirements. In October 2022, Allianz announced that it had completed the transaction to acquire a majority stake in Jubilee Holdings Limited’s general insurance business in East Africa., with the aim to leverage on the two entities footprints in Africa.

4. **Investment Diversification -** There has been need for diversification necessitated by the slow growth in premiums against an increase in underwriting expenses, leading to insurers pursuing non-traditional asset classes. An example is Jubilee Holdings investment in associates such as Bujagali hydropower plant in Uganda, PDM Holdings Ltd and IPS Cable Systems Ltd whose share of profits has been boosting its bottom-line,

Insurance Sector Market Share

APA Insurance Company leads in General Insurance business, while Britam Life Assurance dominates in Long term Insurance business

Insurer	General Insurance Business	Insurer	Long-Term Insurance Business
	Market Share		Market Share
APA Insurance Company	9.0%	Britam Life Assurance	21.5%
Old Mutual General Insurance	8.7%	ICEA Lion Life Assurance	16.2%
CIC General Insurance	8.4%	Jubilee Insurance Company	10.2%
Britam General Insurance	8.2%	Equity Life Assurance	8.7%
GA Insurance Company	8.1%	Kenindia Assurance Company	6.6%
Jubilee Insurance Company	6.2%	CIC Life Insurance Company	5.8%
Others	51.4%	Others	31.0%
Total	**100.0%**		**100.0%**

Source: IRA Q1'2023 report

- The top 6 insurance companies control 48.6% of the General Insurance market share
- In terms of long term insurance, the top 6 insurers control 69.0% of the market share

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4. Listed Insurance Sector Metrics

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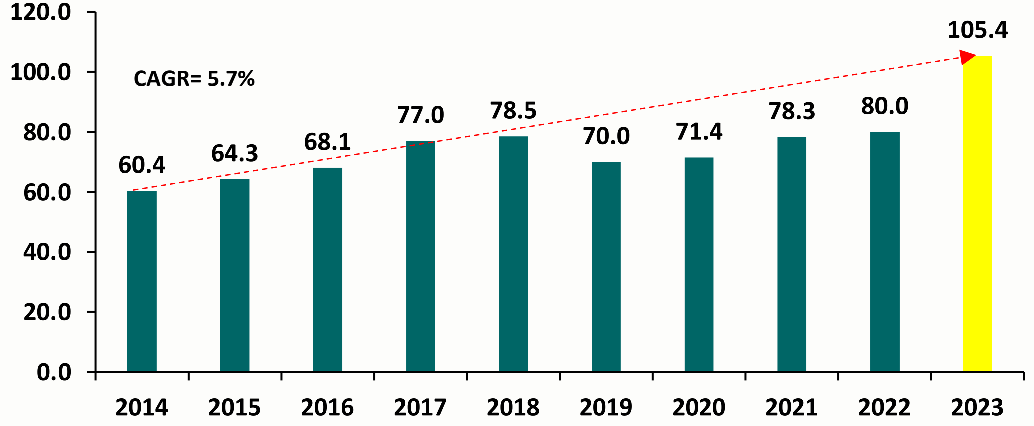
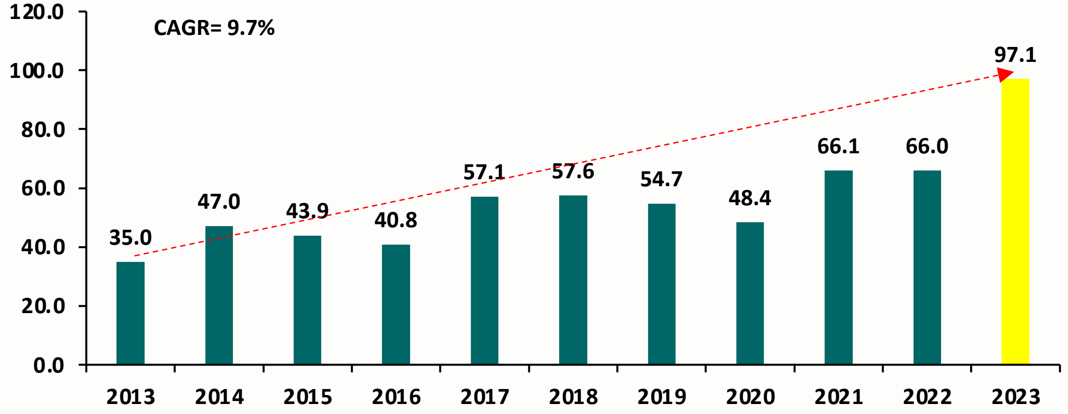
Listed Insurance Sector Metrics

Total Assets have recorded a steady growth over the years

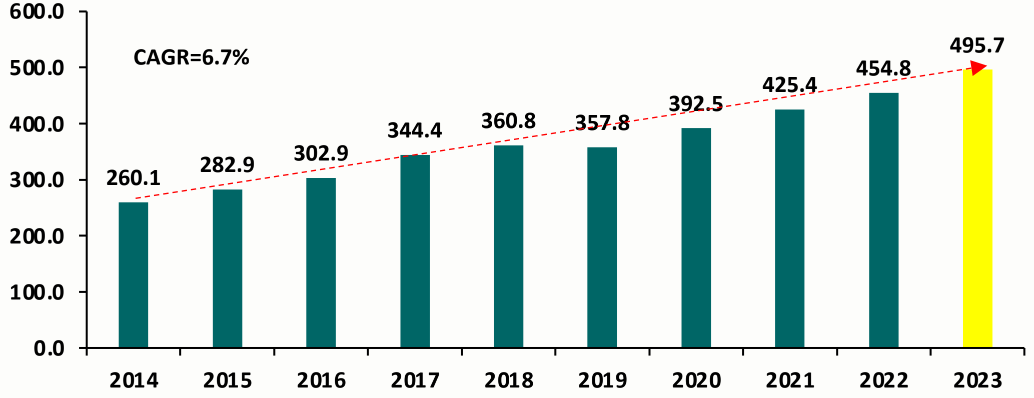
Net Premiums (Kshs Bn)



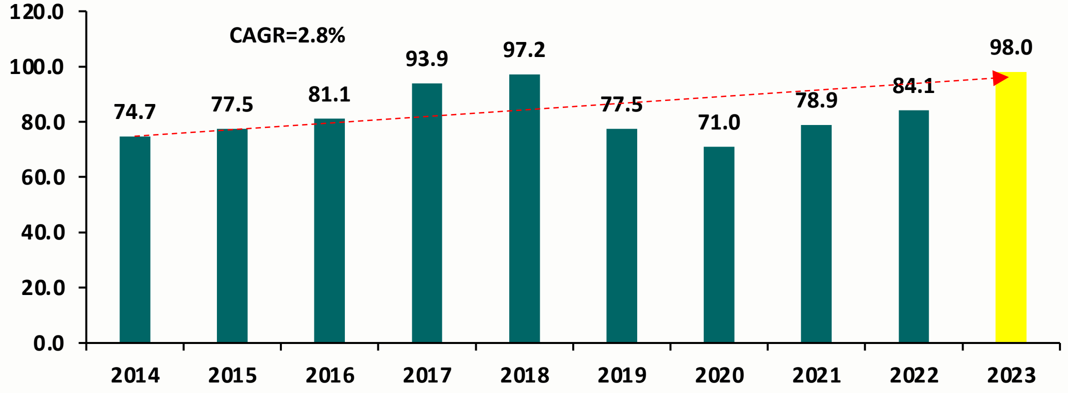
Net Claims (Kshs Bn)



Total Assets (Kshs Bn)



Shareholders Equity (Kshs Bn)



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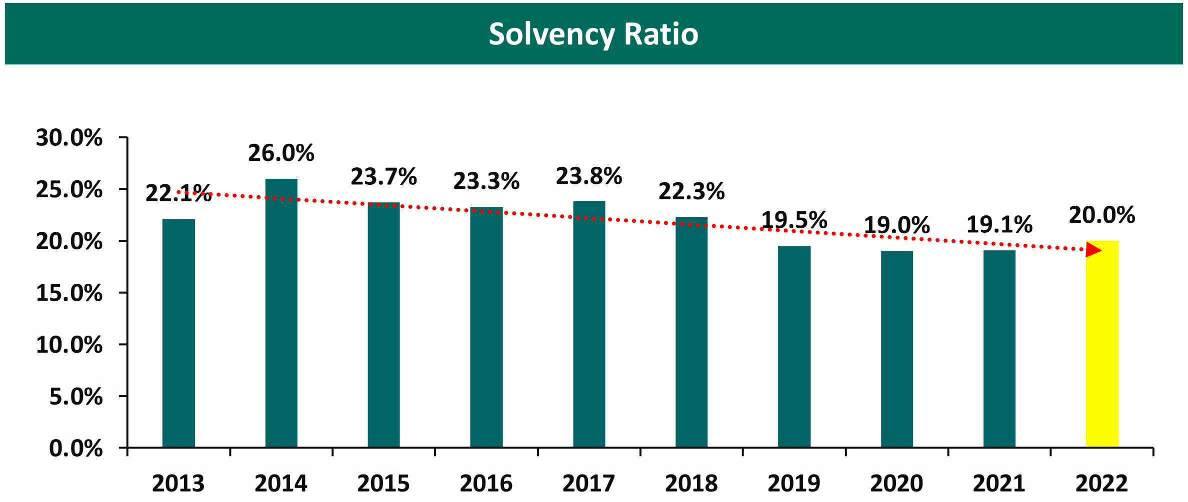
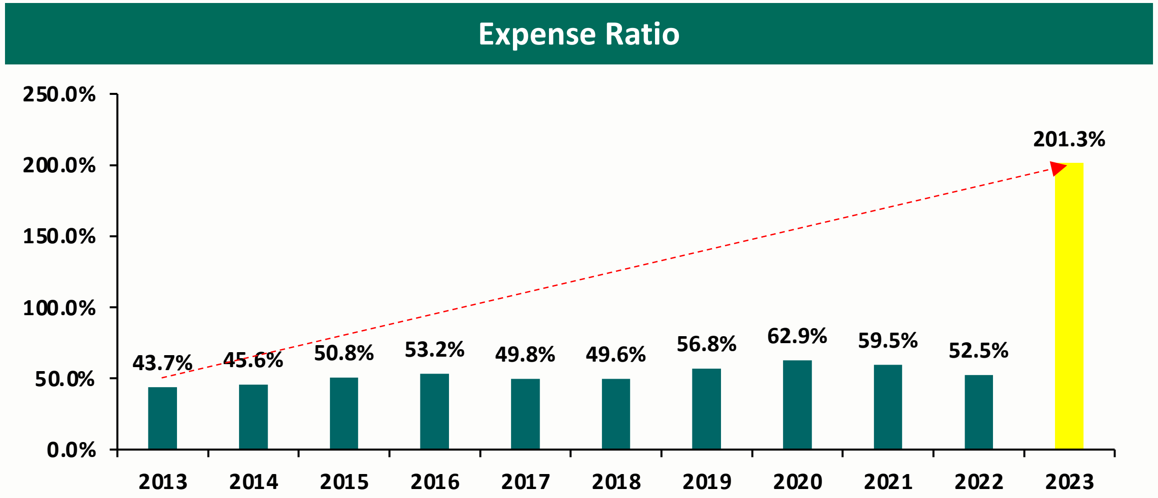
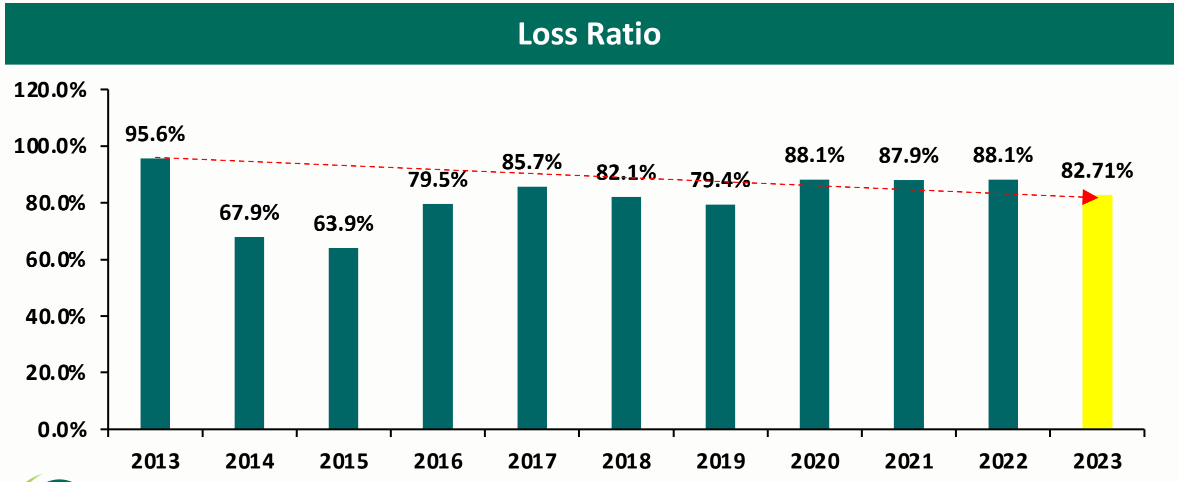
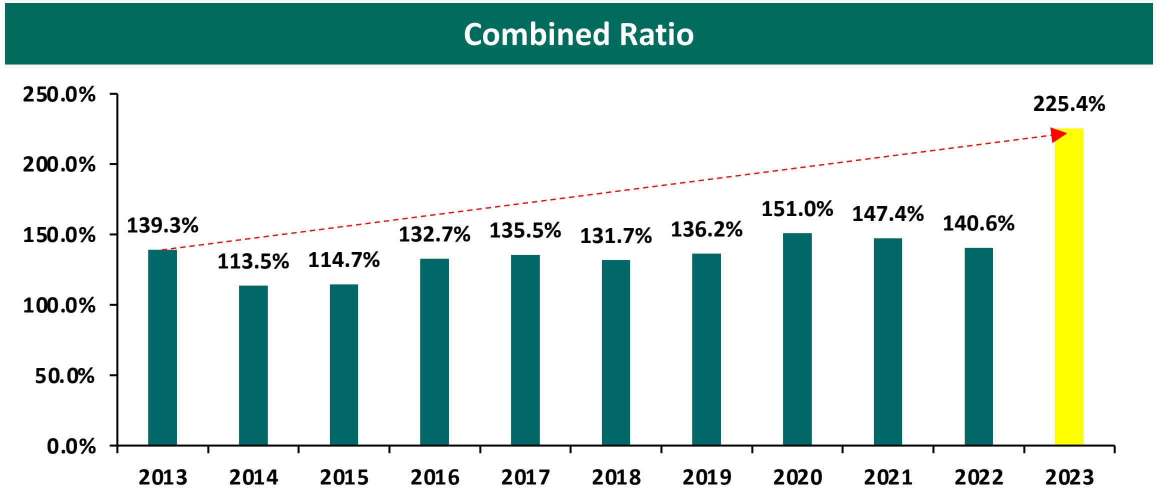
Listed Insurance Sector Metrics

Expense ratio remains elevated, while Loss ratio eased









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Listed Insurance Earnings and Growth Metrics

The Loss ratio declined while the Expense ratio increased across the sector

Listed Insurance Companies FY’2023 Earnings and Growth Metrics								
Insurance	Core EPS Growth	Net Premium growth	Claims growth	Loss Ratio	Expense Ratio	Combined Ratio	ROaE	ROaA
Britam	97.5%	61.5%	155.1%	73.7%	243.7%	317.4%	7.7%	1.0%
Liberty	190.5%	148.6%	42.0%	63.2%	35.3%	98.5%	7.4%	1.6%
CIC	817.6%	22.5%	118.0%	88.8%	112.7%	201.5%	18.9%	2.9%
Jubilee	(19.8%)	(52.2%)	21.9%	95.8%	237.9%	333.8%	8.9%	2.5%
Sanlam	(124.0%)	803.9%	(46.5%)	72.8%	88.1%	160.9%	(15.0%)	(0.4%)
***FY'2023 Weighted Average**	**116.0%**	**41.4%**	**83.3%**	**83.8%**	**203.1%**	**287.0%**	**4.9%**	**1.8%**
****FY'2022 Weighted Average**	**377.4%**	**1.6%**	**1.9%**	**88.1%**	**52.5%**	**140.6%**	**7.0%**	**2.2%**

**Market cap weighted as at 21/06/2024*

***Market cap weighted as at 09/06/2023*

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Listed Insurance Sector Trading Metrics

Kenya's Insurance sector is trading at an average P/TBV of 0.5x and a P/E of 3.0x

Insurance Company	Share Price*	No of Shares	Market Cap	P/TBV	P/E
Jubilee Insurance	180.0	0.1	13.0	0.3x	5.1x
Britam	6.0	2.5	15.1	0.6x	4.6x
Sanlam Kenya Plc	6.0	0.1	0.9	1.1x	-4.0x
Liberty Holdings	5.8	0.5	3.1	0.4x	-5.4x
CIC Group	2.2	2.6	5.7	0.8x	3.0x
Median				**0.6x**	**9.5x**
Weighted Average FY'2023*				**0.5x**	**3.0x**

*Share Price as at 21st June 2024

*** The weighted average is based on Market Cap as at 21st June 2024

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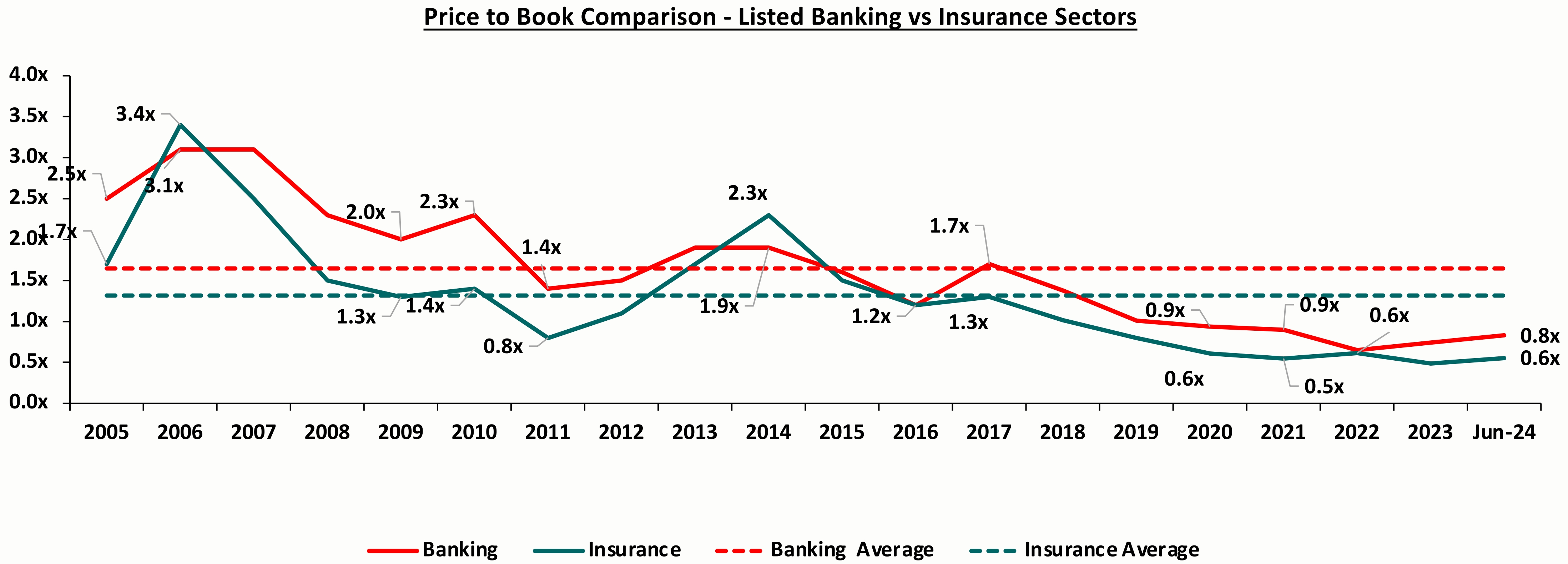
Listed Insurance and Banks Trading Metrics

The listed Insurance sector is trading at an average P/B of 0.6x, lower than the banking sector which is priced at 0.8x. Both sectors are trading below their 16-year averages of 1.3x and 1.6x, respectively



On a price to book valuation, listed Insurance companies are currently priced at a PBV of 0.6x, lower than listed banks 0.8x, with both lower than their historical averages of 1.3x for the insurance sector and 1.6x for the banking sector

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5. Cytonn's Insurance Sector Report

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Executive Summary

- All listed insurance companies in the Kenyan market were analyzed by the Cytonn Investment Team
- The analysis was brought about by a need to be able to offer our investors, especially global investors, which insurance companies in our view are the most stable from a franchise value and from a future growth opportunity perspective
- The analysis covers the health and future expected performance of the financial institution, by highlighting their performance using metrics to measure Profitability, efficiency, diversification, risk appetite and solvency
- For insurance companies which are part of a group structure, the financials of the group were utilized to take into consideration the listed counter which an investor will purchase
- Ranking based on a weighted average ranking of Franchise value (40.0%) and Intrinsic value (60.0%)
- All the listed insurance companies are composite insurance companies, offering both life and general business

Regulation and Consolidation to Drive Attractiveness

Focus Area	Summary	Effect on Insurance Sector
Regulation	• **Risk Based-Supervision:** The IRA is implementing risk-based supervision which looks at the risk exposure of a company • **IFRS 17**: Effected on January 2023 encompass separation of financial and insurance results in the income statement	• Regulatory changes are foreseen to impact the sector positively in line with international best practices, thus buoying investor confidence in the capitalization and future position of the Insurance sector • IFRS 17 will affect the volatility of profits, net assets and equity in the Insurance sector
Digital Innovations	• **Digital Innovations:** High mobile phone penetration rates in Kenya have aided in the digitization of distribution channels, shifting focus to the customer. Insurtechs and Bancassurance partnerships to continue to disrupt competition in the industry	• Leveraging more on technology will transform how the insurance business is conducted. The use of Blockchain technology, AI and Big Data will also help prevent fraudulent claims by enabling early detection and audit trails
Consolidation	• **Increase in Mergers & Acquisitions:** Most of the smaller players in the insurance industry are lacking adequate capital to finance operations and meet regulatory requirements	• Will be driven by capital adequacy requirements coupled by erosion of capital buffer erosion following the tough pandemic year FY'2020. We expect the more M &A activity as smaller players look to strengthen their capital and market positions
Insurance Fraud	• **Fraudulent claims:** It is estimated that 25.0% of the insurance industry's income fraudulently claimed. In H1'2023, 522 fraud cases were reported to the Insurance Fraud Investigation Unit, with Motor Insurance Claims being the most prevalent	• Fraudulent claims have had the effect of hurting the profitability, translating into high premium rates and huge claim reserve ratios. As a result, verification of claims has resulted in the slowing down of the settlement pace

Regulatory trends in the Insurance sector will very much determine growth and investments prospects. Newer minimum capital requirements are expected to set off mergers and acquisitions in the sector, with many insurers failing to meet the minimum. The regulatory reforms also present an opportunity to international firms to enter into the Kenyan market, given it has strong economic growth prospects

Rankings by Franchise Value

Liberty Holdings presents the most attractive insurance franchise, with a Score of 14

Insurance Company	Loss Ratio	Expense Ratio	Combined Ratio	ROACE	Net Premium Growth	PEG ratio	ROaA	Total	Rank
Liberty Holdings	1	1	1	4	2	1	4	14	1
Sanlam Kenya	2	2	2	5	1	2	5	19	2
CIC Group	4	3	3	1	4	4	1	20	3
Jubilee Holdings	3	5	4	2	3	3	3	23	4
Jubilee Holdings	5	4	5	3	5	5	2	29	5

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Valuation Summary of Listed Insurers

Jubilee presents the highest upside with an expected total return of 53.2%

Insurance Company	Current Price	Target Price	Upside/ (Downside)	Dividend Yield	Total Potential Return
Jubilee Holdings	180.0	261.5	45.3%	7.9%	**53.2%**
Sanlam Kenya	6.0	7.9	31.1%	0.0%	**31.1%**
CIC Group	2.2	2.5	14.7%	6.0%	**20.6%**
Liberty Holdings	5.8	5.9	1.7%	6.4%	**8.1%**
Britam Holdings	6.0	6.3	4.9%	0.0%	**4.9%**

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Cytonn Insurance Report – Comprehensive Rankings

Sanlam Kenya emerged top of the rankings, leading in Franchise Valuation

Listed Insurance Companies FY'2023 Comprehensive Ranking					
Insurance Co.	Franchise Value Score	Intrinsic Value Score	Weighted Score	FY'2023 Ranking	FY'2022 Ranking
Sanlam Kenya	3	2	2.4	1	4
Jubilee Holdings	5	1	2.6	2	1
Liberty Holdings	1	4	2.8	3	3
CIC Group	4	3	3.4	4	2
Britam	2	5	3.8	5	5

- Sanlam Kenya improved to position 1 in FY'2023 mainly due to the strong the franchise and intrinsic scores in FY'2022, driven by net premium growth to 803.9% in FY'2023, from a decline of 11.1% in FY'2022. Liberty Kenya Holdings maintained position 3 in FY'2023 driven by an improvement in franchise score, attributable to the improvement in the expense ratio to 35.3%, from 71.2%, taking the combined ratio to 98.5%, an improvement from the 133.1% recorded in FY'2022,
- Britam Holdings maintained position 5 in FY'2023, mainly due to declines in intrinsic scores in FY'2023, driven by the deterioration in the loss ratio to 73.7%, from 66.1% in FY'2022. However, the combined ratio improved to 110.0%, from the 137.4% in FY'2022, and, CIC Group declined to position 4 in FY'2022 from position 2 in FY'2022 mainly due to deterioration in both the franchise score and intrinsic value score

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6. Appendix – Valuation Summaries

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Valuation Summary – Jubilee Holdings

Jubilee Holdings is undervalued with an upside of 45.3%

Valuation Summary:	Implied Price	Weighting	Weighted Value
Residual Income	73.9	40%	29.6
Dividend Discount Model	384.4	35%	134.5
PBV Multiple	366.9	20%	73.4
PE Multiple	480.8	5%	24.0
Fair Value			**261.5**
Current Price			**180.0**
Upside/(Downside)			**45.3%**
Dividend Yield			6.7%
Total Upside/(Downside)			**52.0%**

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Valuation Summary – CIC Group

CIC Group is undervalued with an upside of 28.1%

Valuation Summary:	Implied Price	Weighting	Weighted Value
Dividend Discount	3.2	40%	1.3
Residual Income	2.2	35%	0.8
PBV Multiple	1.8	15%	0.3
PE Multiple	1.5	10%	0.2
Fair Value		**100%**	**2.5**
Current Price			**2.2**
Upside/(Downside)			28.1%
Dividend Yield			6.7%
Total Return			**34.7%**

Valuation Summary – Liberty Holdings

Liberty Holdings is Undervalued with an upside of 36.0%

Valuation Summary:	Implied Price	Weighting	Weighted Value
Residual Income	7.4	40%	2.9
Dividend Discount	4.8	40%	1.9
PBV Multiple	6.5	10%	0.7
PE Multiple	4.0	10%	0.4
Fair Value			**5.9**
Current Price			**4.4**
Upside/(Downside)			36.0%
Dividend Yield			0.0%
Total Return			**36.0%**

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Valuation Summary – Sanlam Insurance

Sanlam Insurance is Undervalued with an upside of 31.1%

Valuation Summary	Implied Price	Weighting	Weighted Value
Residual Income	9.5	60%	5.7
PBV Multiple	5.3	40%	2.1
PE Multiple	(11.6)	0%	0.0
Fair Value			**7.86**
Current Price			**6.0**
Upside/(Downside)			31.1%
Dividend Yield			0%
Total Return			**31.1%**

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Valuation Summary – Britam Holdings

Britam Holdings is undervalued with an upside of 4.9%

Valuation Methodology	Implied Price	Weighting	Weighted Value
Dividend Discount	9.2	40%	3.7
Residual Income	4.6	35%	1.6
PBV	2.9	15%	0.4
PE	5.9	10%	0.6
Fair Value		**100%**	**6.30**
Current Price			**6.00**
Upside/(Downside)			4.9%
Dividend Yield			5.0%
Total Return			**9.9%**

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Thank You!

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For more information or any further clarification required, kindly contact the research team at investment@cytonn.com

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Q&A / AOB

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