



# NICO GROUP RESULTS

FINANCIAL PRESENTATION FY2019



General Insurance | Life Insurance | Banking | Asset Management | Pensions | Properties | Technology





General Insurance | Life Insurance | Banking | Asset Management | Pensions | Properties | Technology





# BACKGROUND

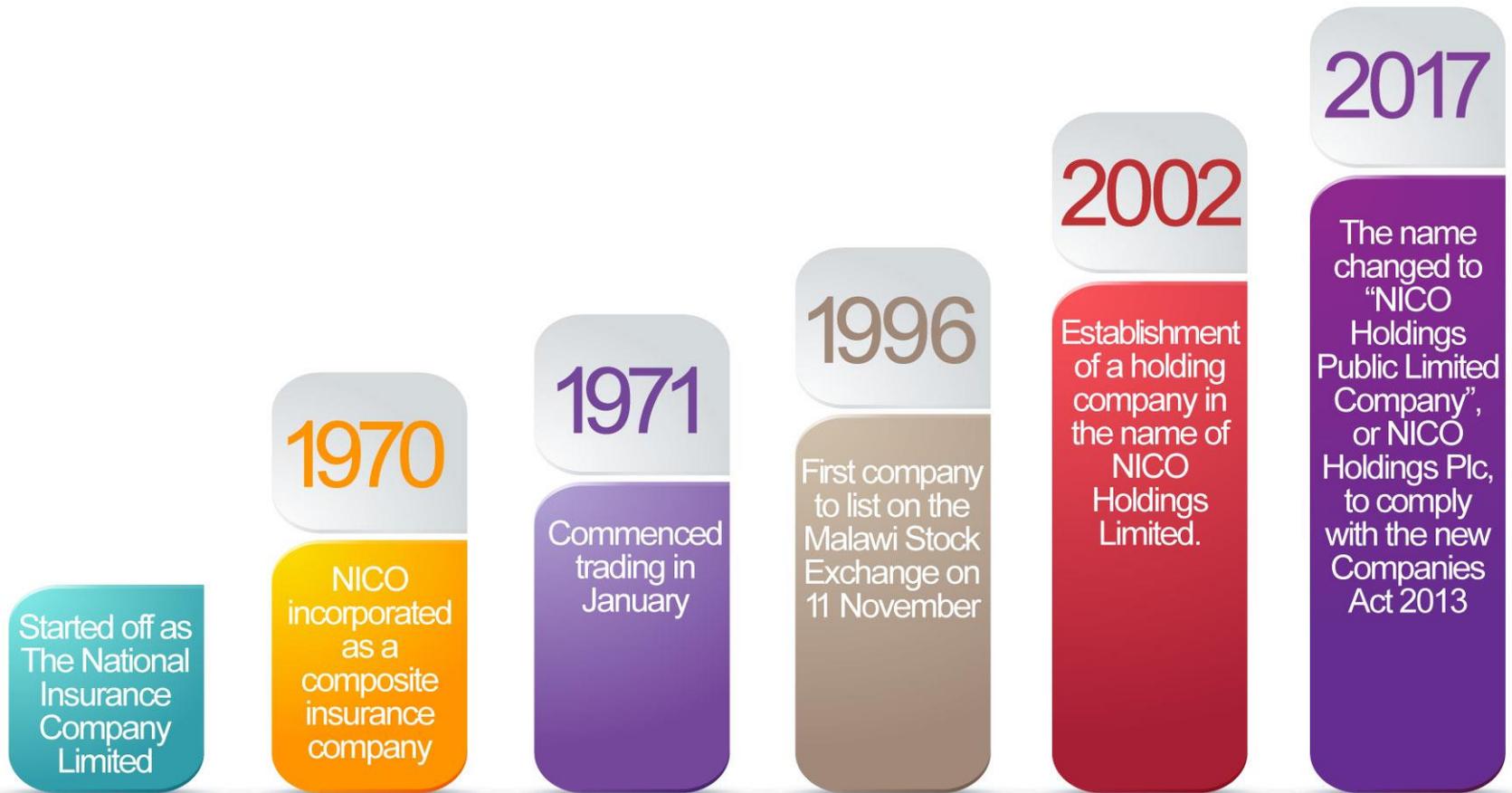


General Insurance | Life Insurance | Banking | Asset Management | Pensions | Properties | Technology

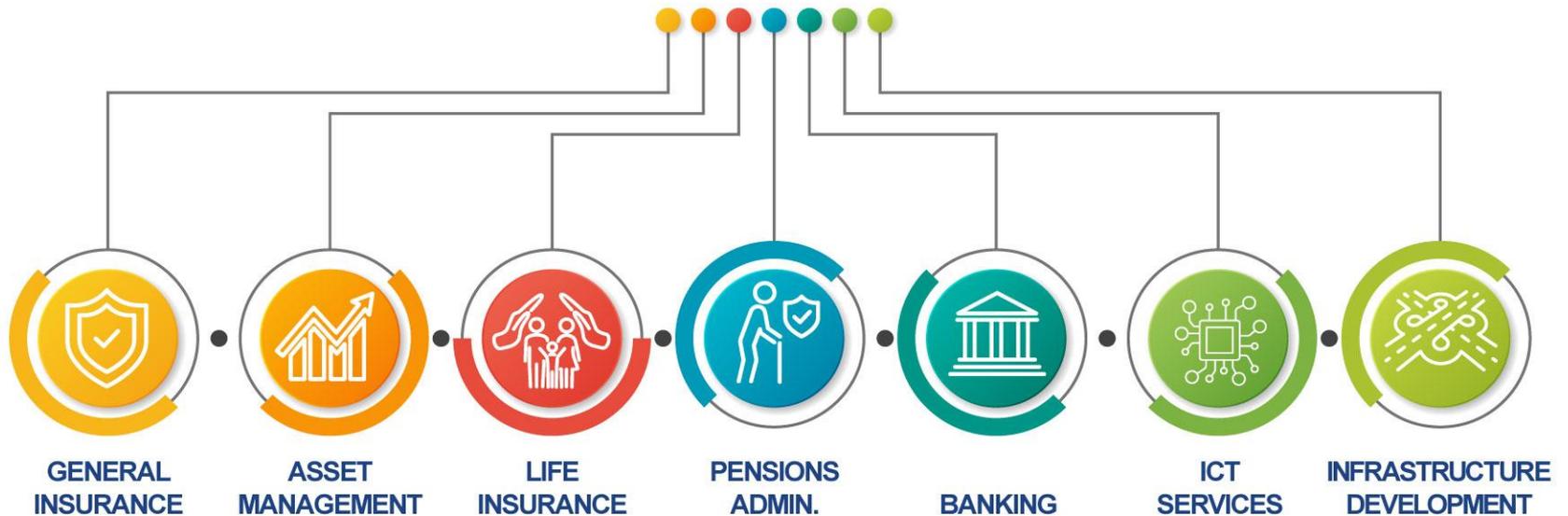


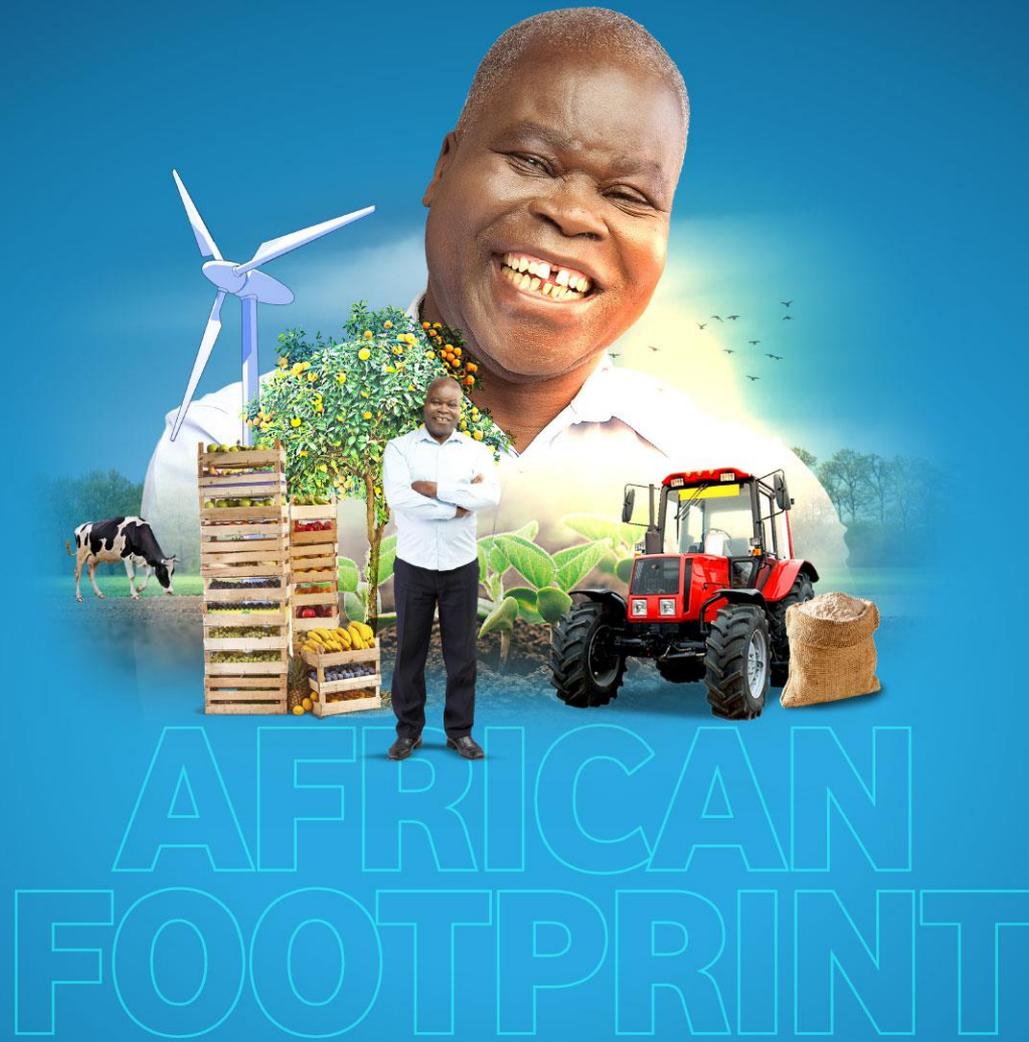
# BACKGROUND

## OUR TIMELINE



# ONE NICO





# AFRICAN FOOTPRINT

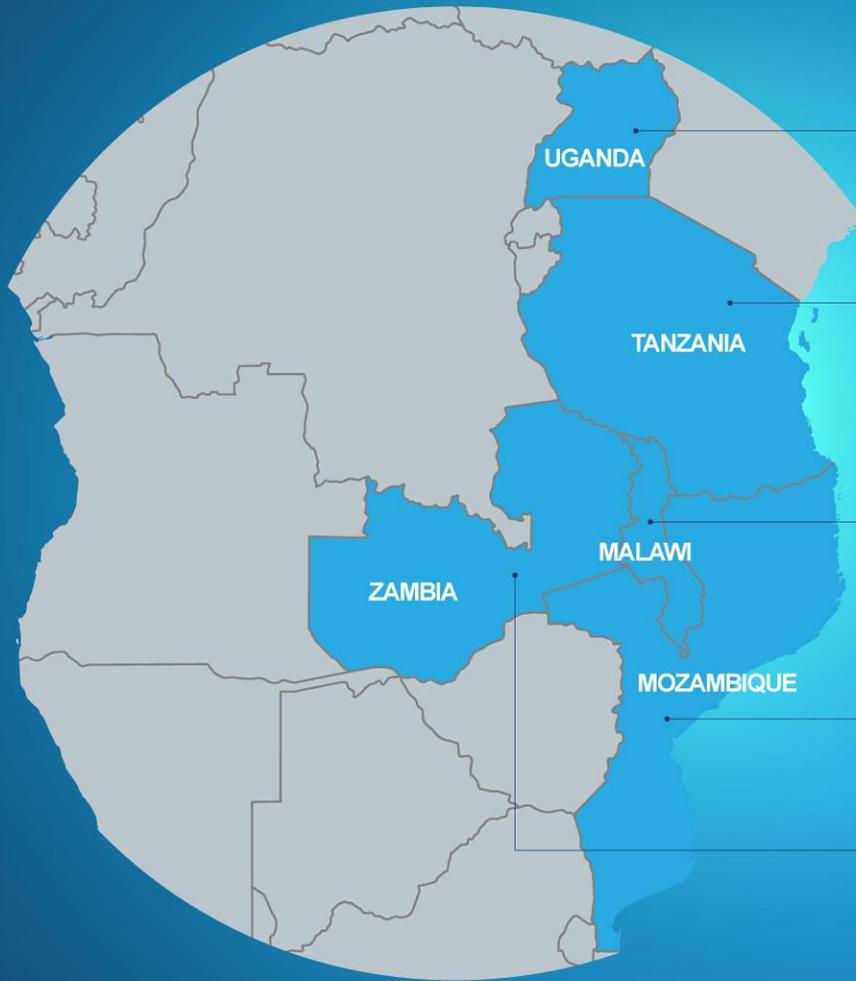


NICO

General Insurance | Life Insurance | Banking | Asset Management | Pensions | Properties | Technology



# AFRICAN FOOTPRINT



**Sanlam**  
UGANDA 5.8%

**Sanlam**  
TANZANIA 20%

**NICO**  
Asset Managers 100%

**NICO**  
General 51%

**NICO**  
Life 51%

**NICO**  
Pension  
a subsidiary of NICO Life

**NICO**  
Technologies 100%

**NBS Bank**  
Your Caring Bank  
Member of the NBS Group

**ERIS**  
PROPERTIES AND SERVICES LIMITED 50%

**Sanlam**  
MOZAMBIQUE VIDA 34.3%

**NICO**  
Insurance 51%

## FOOTPRINT

- MALAWI
- ZAMBIA
- MOZAMBIQUE
- UGANDA
- TANZANIA





# OTHER INVESTMENTS



General Insurance | Life Insurance | Banking | Asset Management | Pensions | Properties | Technology



# OTHER INVESTMENTS

62.7%



ICON Properties plc

34.3%



Blantyre Hotels plc

17.8%



Mwaiwathu

21.6%



Chibuku

20%



Standard Bank Malawi plc





# CAPITAL MARKET DEVELOPMENTS

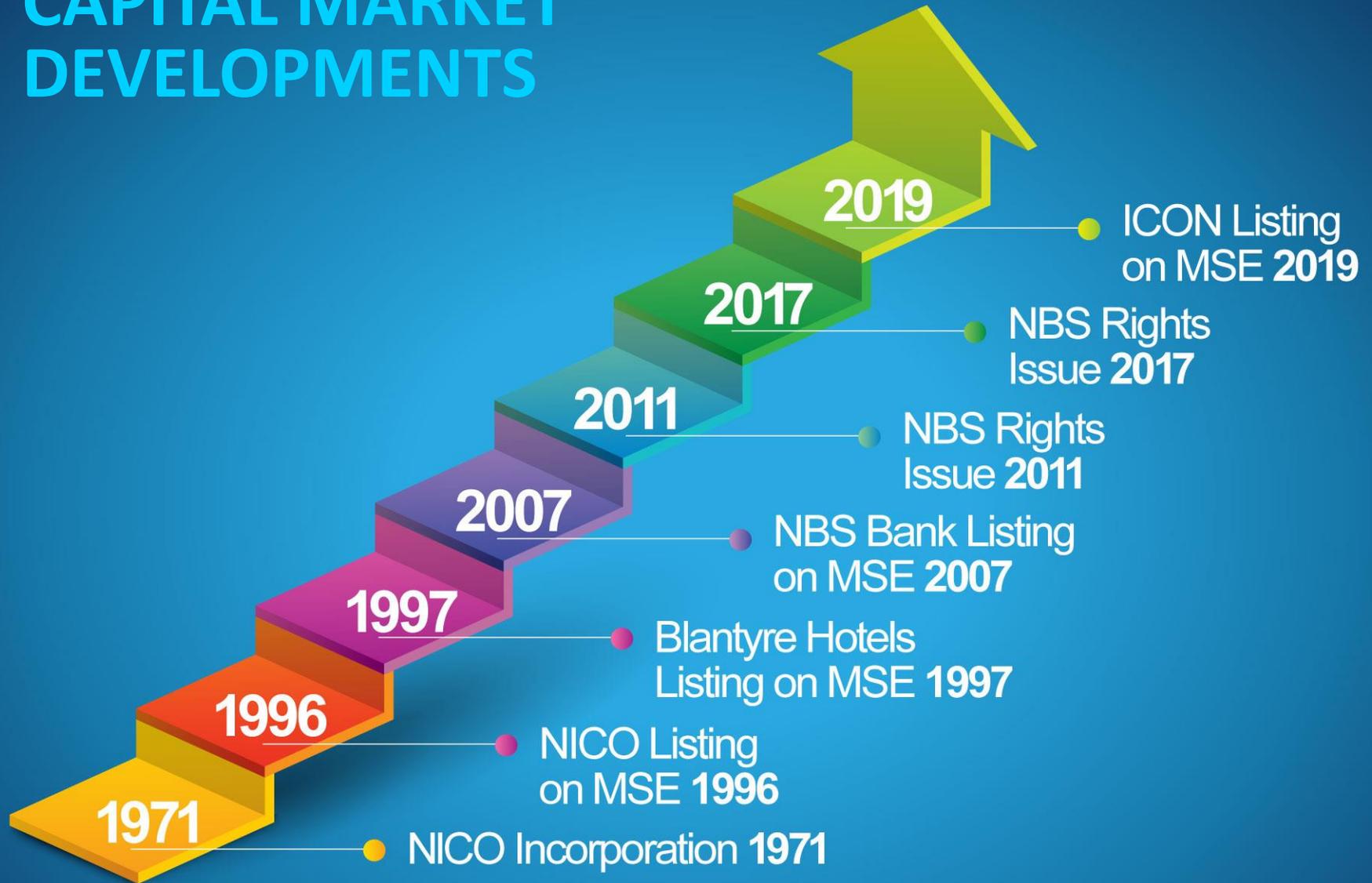


NICO

General Insurance | Life Insurance | Banking | Asset Management | Pensions | Properties | Technology



# CAPITAL MARKET DEVELOPMENTS



# STRATEGIC ALLIANCES



Sanlam Pan Africa



Botswana Insurance  
Holdings Limited



Eris Property Group



Rabo Bank





NICO

General Insurance | Life Insurance | Banking | Asset Management | Pensions | Properties | Technology



# OVERVIEW – FINANCIAL PERFORMANCE

- **Consistent growth in shareholder value year on year;**
  - Earnings Per Share,
  - Share Price,
  - Net Book Value Per Share,
  
- **Dividend per share for 2019 is lower than for 2018;**
  - 2019 Dividend per share does NOT include Final Dividend hence it is lower than 2018,
  - A determination on payment of a Final Dividend for 2019 will be made after assessing the Impact of COVID-19 on NICO businesses (refer slide No. 23).



# OVERVIEW – FINANCIAL PERFORMANCE

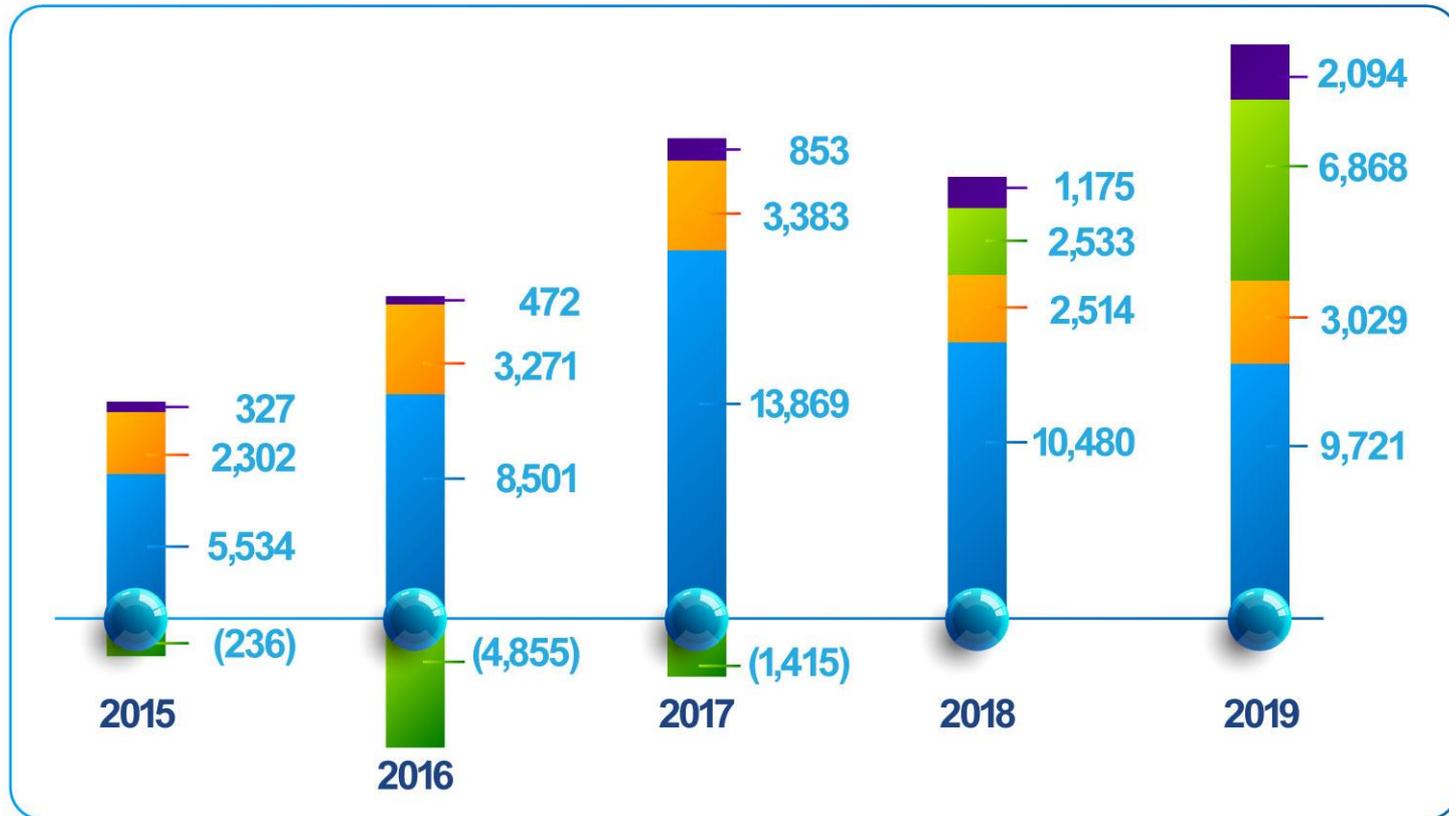
- ❑ Consistent growth in Revenues year on year,
- ❑ Significant improvement in the performance of NBS Bank,
- ❑ ***NICO Group Performance in the year (2019) affected by significant decline in interest rates and subdued performance on valuation of listed equities, BUT it is pleasing to note that the Group still recorded significant growth in Profit,***
- ❑ ***The Group has a strong and consistently growing balance sheet,***



# SHAREHOLDER VALUE (MK)



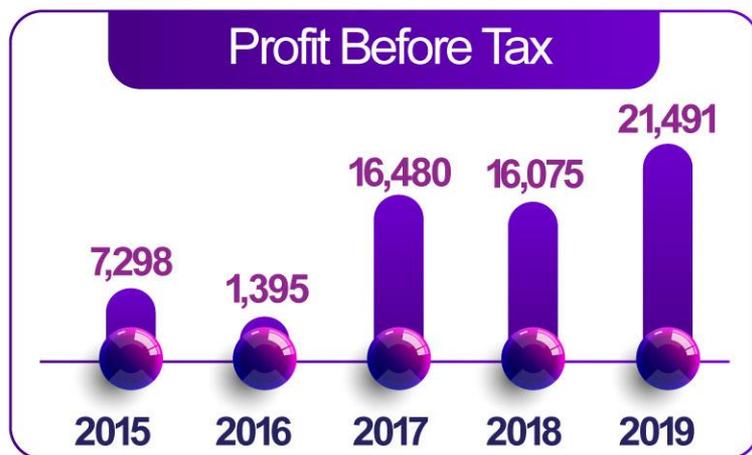
# PERFORMANCE OF CORE BUSINESSES: PROFIT BEFORE TAX (MK'MILLION)



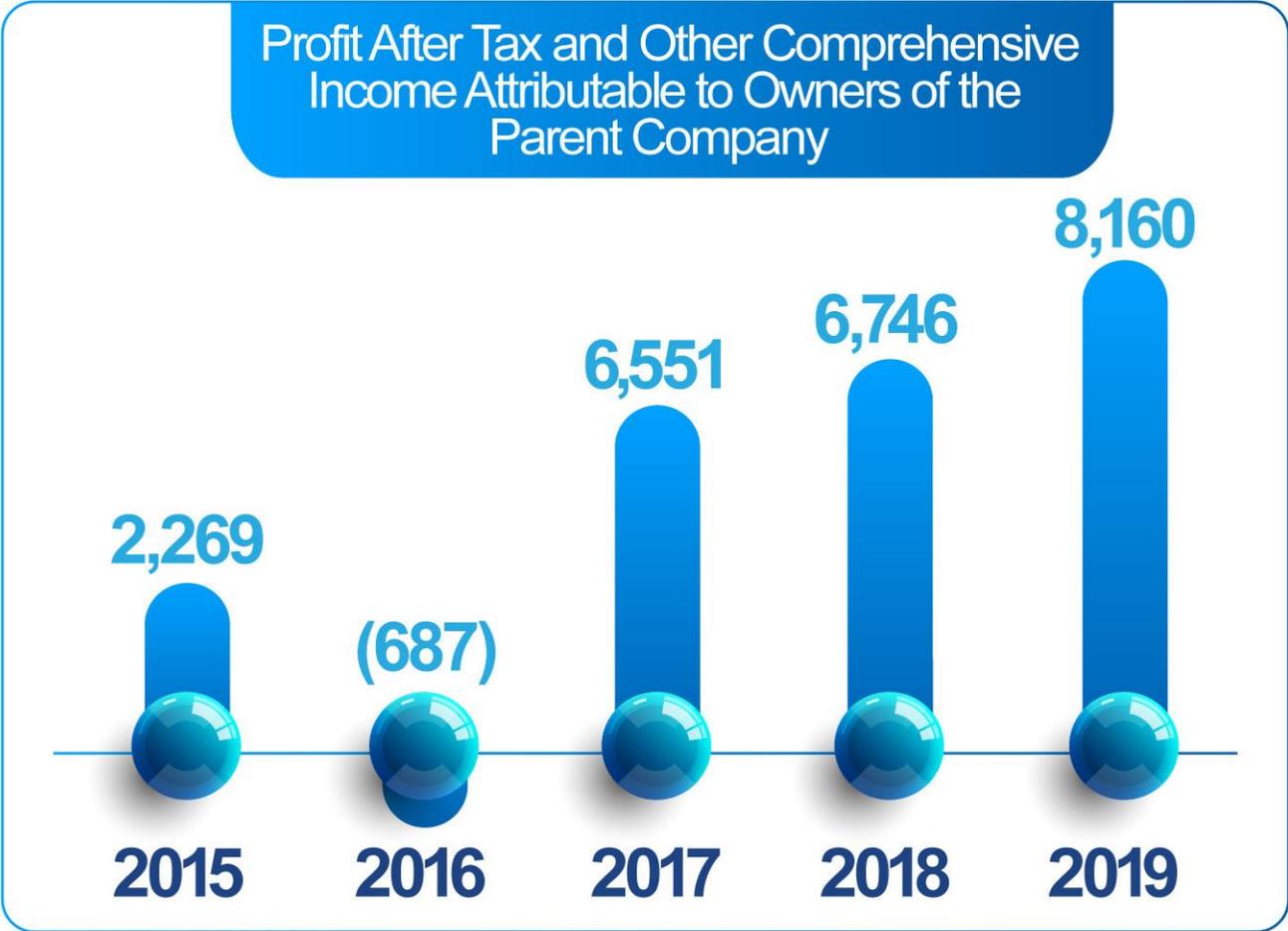
■ Life and Pensions   
 ■ General Insurance   
 ■ Asset Management   
 ■ Banking



# FINANCIAL PERFORMANCE (MK'MILLION)



# FINANCIAL PERFORMANCE (MK'MILLION)



# STATEMENT OF COMPREHENSIVE INCOME – 2019 (MK'MILLION)

## COMPREHENSIVE INCOME

All in K'million	2019	2018	% Change
Net insurance premiums	75,959	65,014 	16.8%
Investment income	41,402	44,995 	-8.0%
Income from banking	34,377	23,326 	47.4%
Fee income	4,946	3,863 	28.0%
<b>Total Revenue</b>	<b>156,683</b>	<b>137,197</b> 	<b>14.2%</b>
Operating expenses	(136,046)	(122,149) 	11.4%
<b>Operating profit</b>	<b>20,637</b>	<b>15,048</b> 	<b>37.1%</b>
Other income	853	1,028 	-17.0%
<b>Profit Before Tax</b>	<b>21,491</b>	<b>16,075</b> 	<b>33.7%</b>
Tax	(6,761)	(3,302) 	104.7%
<b>Profit After Tax</b>	<b>14,730</b>	<b>12,773</b> 	<b>15.3%</b>
Other Comprehensive Income Net of Tax	256	(35) 	831.4%
<b>Total comprehensive income for the year</b>	<b>14,986</b>	<b>12,738</b> 	<b>17.6%</b>

### Total comprehensive income for the year attributable to:

Non-controlling interest	6,826	5,992 	13.9%
Owners of the parent company	8,160	6,746 	21.0%
<b>Total</b>	<b>14,986</b>	<b>12,738</b> 	<b>17.6%</b>



# STATEMENT OF FINANCIAL POSITION (MK'MILLION)



# WHY INVEST IN NICO

- ❑ NICO subsidiaries have significant market share in their respective industries.
- ❑ NICO has diversified portfolio of investments in the financial services sector.
- ❑ NICO Subsidiaries leverage on synergies available in the group.
- ❑ NICO has Investments in various African countries.
- ❑ NICO consistently pays dividends.
- ❑ NICO dividend has no tax deduction.

# COVID-19

- ❑ NICO is aware that COVID-19 will impact its businesses,
- ❑ Measures have been put in place to ensure the safety of clients and staff,
- ❑ Management is continuously assessing the impact of COVID-19 on the businesses and ensuring appropriate mitigating action,
- ❑ NICO Final dividend payment for 2019 will depend on the assessment of COVID-19 impact on the businesses,



# THANK YOU!



General Insurance | Life Insurance | Banking | Asset Management | Pensions | Properties | Technology

