

# FIRST MUTUAL PARK

## FIRST MUTUAL HOLDINGS LIMITED FINANCIAL RESULTS PRESENTATION FOR THE YEAR ENDED 31 DECEMBER 2021

# Presentation Outline

## Economic Overview



- ☐ Zimbabwe Economy
- ☐ Botswana Economy
- ☐ Mozambique Economy
- ☐ Impact on FMHL Operations

## Financial Highlights



- ☐ Consolidated – Inflation & Historical
- ☐ Unconsolidated – SBU Performance Highlights

## Financial Statements, Dividend & Outlook

- ☐ Functional & Presentation Currency
- ☐ Consolidated Finstats
- ☐ Dividend & Going Concern
- ☐ Outlook & Priorities

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# Economic Overview

# Economic Overview – Zimbabwe

Real GDP Growth (%)	2020	2021	2022F	Forecast Change 2021	
<b>World</b>	<b>(3.10)</b>	<b>5.9</b>	<b>4.9</b>	<b>(0.10)</b>	▼
Emerging Economies	(2.10)	6.4	5.1	0.10	▲
Advanced Economies	(4.50)	5.2	4.5	(0.40)	▼
Sub Saharan Africa	(1.70)	3.2	2.4	(0.50)	▼
Botswana	(8.50)	9.2	4.7	1.70	▲
Mozambique	(1.20)	2.1	5.3	0.40	▲
South Africa	(6.40)	3	1.6	1.20	▲
<b>Zimbabwe</b>	<b>(4.10)</b>	<b>6.3</b>	<b>3.1</b>	<b>1.30</b>	▲

Source: World Economic Outlook January 2022

Estimated 2021 GDP growth of 6.3% driven by:

- ✓ Buoyant Agricultural, Mining and Manufacturing sector growth.
- ✓ Policy responses to limit the effects of the COVID-19 pandemic.
- ✓ Relatively more stable inflation, higher disposable incomes and improved aggregate demand.

# Economic Overview - Zimbabwe

## Inflation

- ❑ Y-o-Y inflation was 60.7% as at 31 Dec 2021 mainly driven by exchange rate depreciation and the re-alignment of prices to the exchange rate
- ❑ Despite Y-O-Y inflation slowing to 50.2% as at Aug 2021 money supply growth volatility resulted in higher inflationary pressures in H2 2021

## Average Returns

- ❑ The average returns on plain money market investments in H1 2021 improved to 17.6% compared to 13% at the beginning of the year and closed marginally firmer in H2 2021 with an average of 18.8%.

## Reserve Money Supply

- ❑ Reserve Money Supply of ZWL24.5bn was 30.3% up in H1 2021. In H2 2021 it however peaked at ZWL28.5bn reflecting a 50.9% YTD growth before closing the year at ZWL25.9bn.

## Exchange Rate

- ❑ The RBZ foreign currency auction exchange rate as at 31 Dec 2021 was USD1:ZWL108.666 representing a 32.9% movement of the ZWL:USD exchange rate since the beginning of the year

## ZSE All Share Index

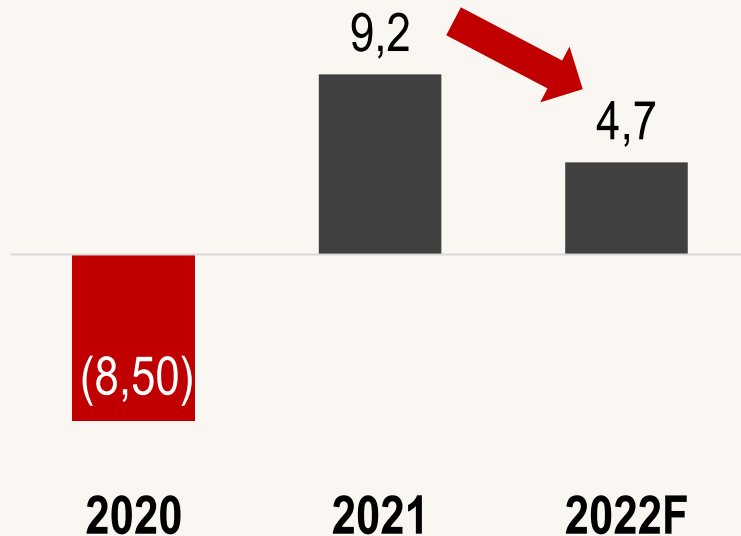
- ❑ ZSE All Share Index returned 310.5% in 2021 versus inflation of 60.7%. The above inflationary return were attributed to
  - ✓ Investor hedging against currency weakness.
  - ✓ Equity market price correction from perceived undervaluation from prior years.
  - ✓ Improved cash liquidity on the local bourse.

# Economic Overview - Botswana



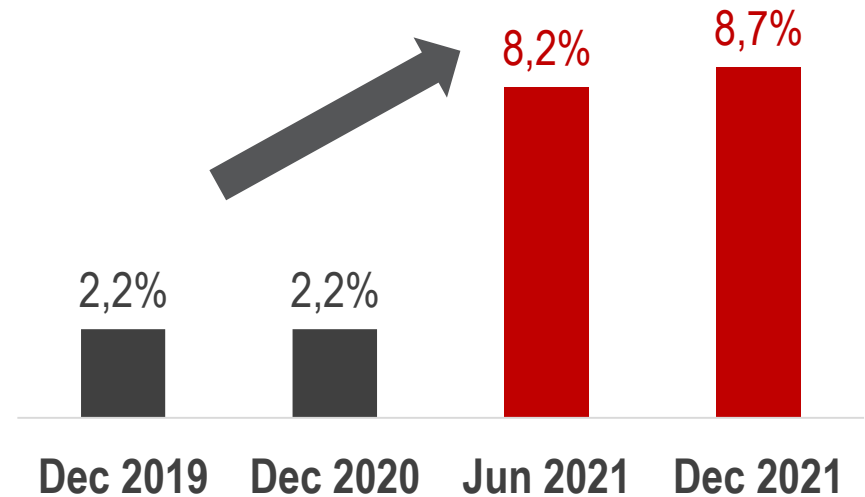
## Botswana Real GDP Growth %

(Source - IMF Jan 2022)



## Botswana Y-on-Y Inflation Rate

(Source - [www.statsbots.org.bw](http://www.statsbots.org.bw))



## Economic Growth

- ❑ IMF revised upwards its estimate for Botswana's GDP by 1.7 percentage points to 9.2% in 2021 (2020: -8.5%).
- ❑ Growth was underpinned by a recovery in Tourism and Mining as well as resurgent local aggregate demand as COVID-19 restrictions were lightened

## Inflation Rate

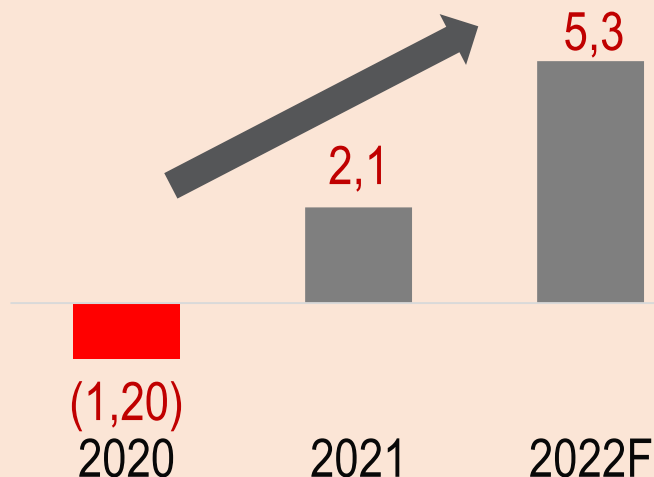
- ❑ Y-on-Y Inflation was 8.7% as at 31 Dec 2021 (HY 2021: 8.2%).
- ❑ The growth in inflation was mostly a reflection of the rise in domestic fuel prices given the low base effect of fuel costs in 2020



# Economic Overview - Mozambique



Mozambique Real GDP Growth %  
(Source - IMF Jan 2022)



H1 2021 Dec 2021 Trend

Y-on-Y Inflation 5.5% 6.7% ▲

## Economic Growth

- ❑ According to IMF, Mozambique's GDP registered growth of 2.1% in 2021 (2020: -1.2%).

## Inflation Rate

- ❑ Y-on-Y Inflation was 6.7% as at 31 Dec 2021 (H1 2021: 5.5%).
- ❑ Seasonal factors, supply-chain constraints and international food and fuel price increases led inflation to rise

- ❑ SADC's involvement in the conflict in the northern province of Cabo Delgado had reduced risks threatening the recovery prospects for Mozambique .



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# Economic Overview – Impact on FMHL Operations

## Consolidated GPW growth ahead of inflation

- ❑ Real growth by NicosDiamond, First Mutual Health and First Mutual Life.
- ❑ Growth in USD denominated business

## Mixed cost performance amongst the Group's SBUs



- ❑ Lower claims ratios for the short term insurance businesses owing to COVID-19 related incidence reductions arising from lockdowns, curfews and restricted movement.
- ❑ Property and Life business expenses grew due to cost push alternative exchange rate related costs and higher claims respectively for the two SBUs during the year.
- ❑ Higher health services claims as the absorbed part of increases in health service costs for the benefit of clients.

## Above inflation growth in investment income and lower foreign currency denominated gains

- ❑ Underpinned by increased listed equity values.
- ❑ Lower relative official exchange rate currency volatility

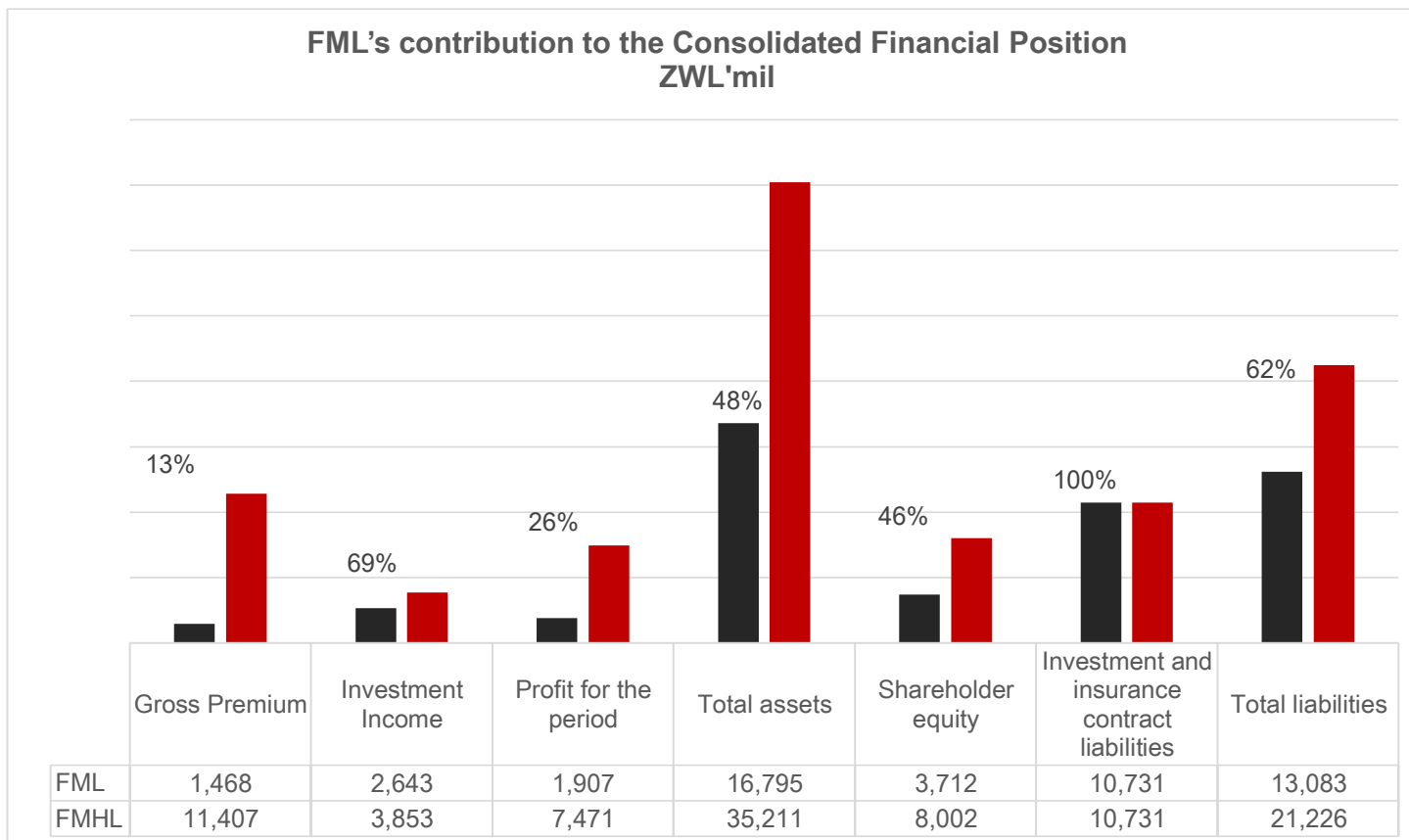


**Group  
Regional Presence**



# Financial Performance Highlights

# First Mutual Life's Contribution to the Consolidated Financial Results



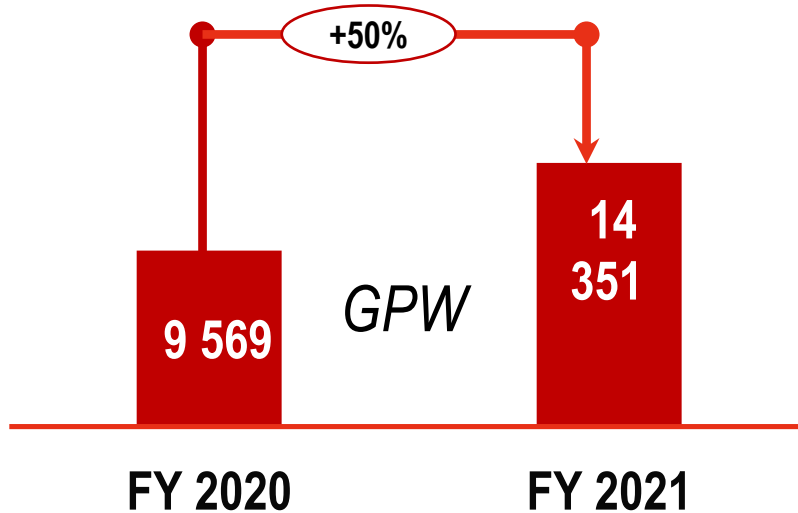
**Note 1**

ZWL10.731 billion in assets is registered in the name of the policyholder out of the total 35.211 billion FMHL assets, and of the total ZWL16,795 billion FML assets.

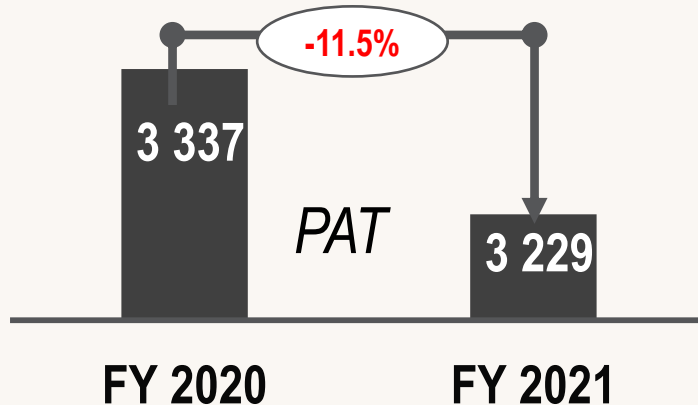
# Financial Highlights – Consolidated

## Inflation Adjusted – ZWL'M

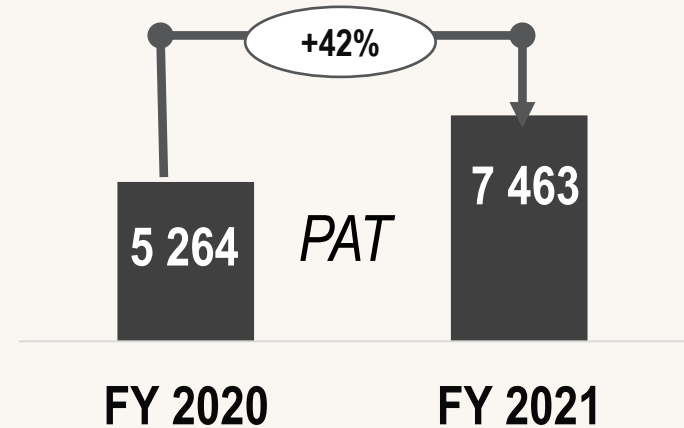
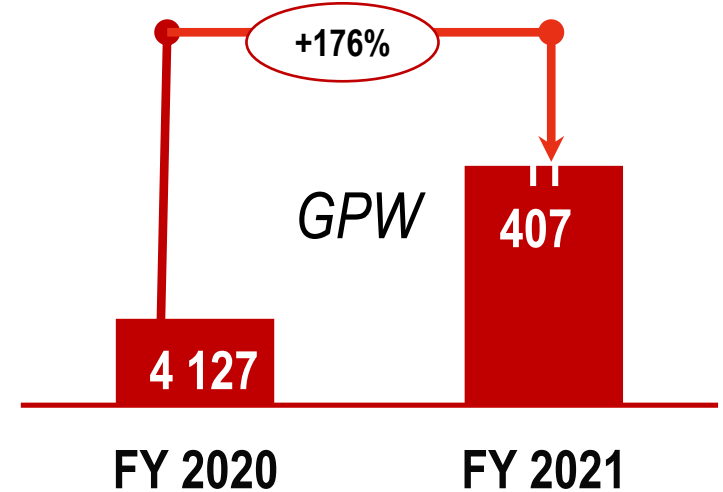
Revenues



Profitability














## Historical in ZWL'M














# Gross Premium Written

Inflation Adjusted ZWL m

Inflation Adjusted ZWL\$'M	FY 2021	FY 2020	% Change	% Contr.
<b>Life &amp; Health Cluster</b>	<b>7,305</b>	<b>4,048</b>	<b>80%</b> 	<b>51%</b>
First Mutual Health	5,500	3,212	71% 	
FML- Risk	732	350	109% 	
FML Savings	1,073	486	121% 	
<b>Short Term Cluster</b>	<b>4,437</b>	<b>3,331</b>	<b>33%</b> 	<b>31%</b>
NicozDiamond Insurance	4,110	3,316	24% 	
Diamond Seguros	327	15	2080% 	
<b>Reinsurance Cluster</b>	<b>3,099</b>	<b>2,608</b>	<b>19%</b> 	<b>22%</b>
First Mutual Reinsurance	998	588	70% 	
FMRE P &C Botswana	2,101	2,020	4% 	
<b>Consolidation Elimination</b>	<b>(490)</b>	<b>(418)</b>	<b>17%</b>	<b>-3%</b>
<b>Group GPW</b>	<b>14,351</b>	<b>9,569</b>	<b>50%</b> 	<b>100%</b>

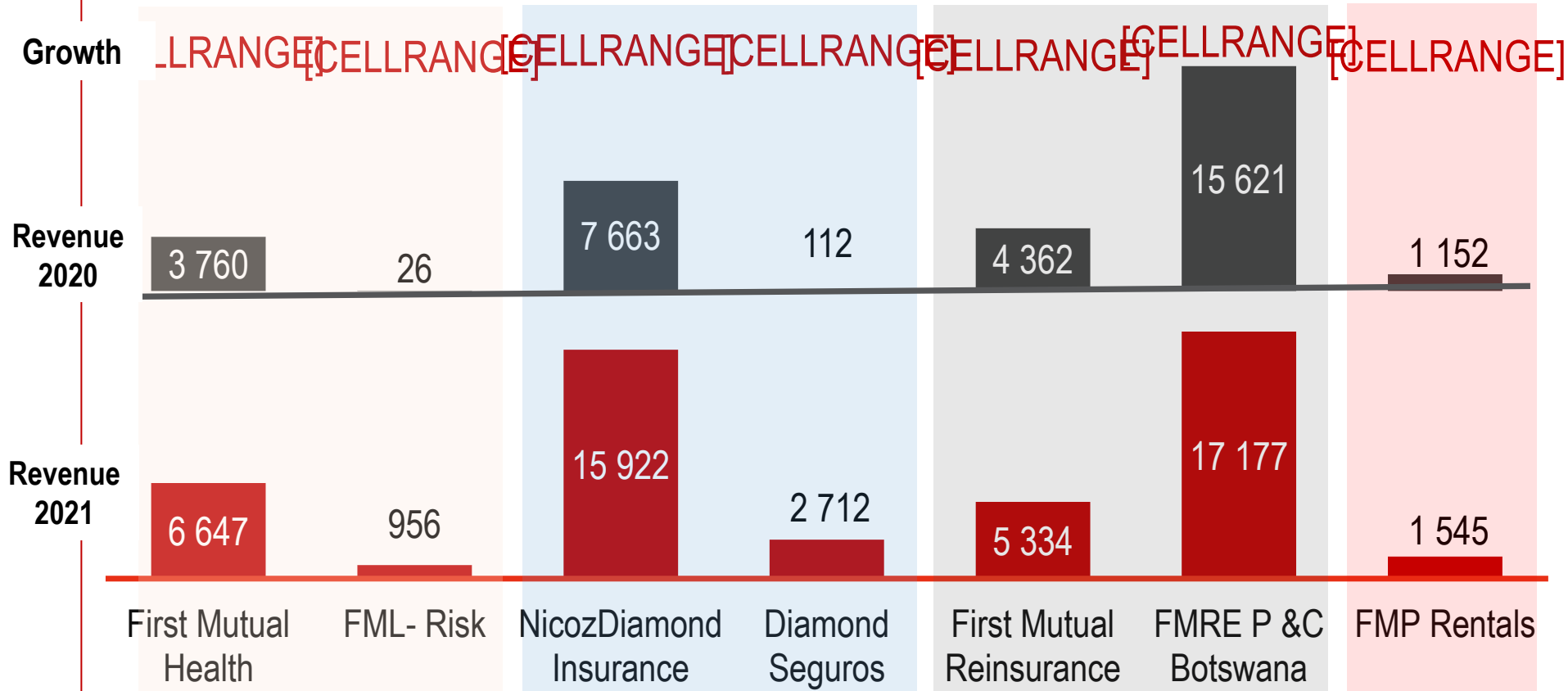
# Gross Premium Written

Historical ZWL m

Historical ZWL\$'M	FY 2021	FY 2020	% Change	% Contr.
<b>Life &amp; Health Cluster</b>	<b>5,818</b>	<b>1,768</b>	<b>229%</b> 	<b>51%</b>
First Mutual Health	4,350	1,425	205% 	
FML- Risk	606	144	321% 	
FML Savings	862	199	334% 	
<b>Short Term Cluster</b>	<b>3,538</b>	<b>1,453</b>	<b>143%</b> 	<b>31%</b>
NicozDiamond Insurance	3,282	1,444	127% 	
Diamond Seguros	256	9	2744% 	
<b>Reinsurance Cluster</b>	<b>2,415</b>	<b>1,062</b>	<b>127%</b> 	<b>21%</b>
First Mutual Reinsurance	789	243	224% 	
FMRE P &C Botswana	1,626	819	98% 	
<b>Consolidation Elimination</b>	<b>(365)</b>	<b>(156)</b>	<b>134%</b>	<b>-3%</b>
<b>Group GPW</b>	<b>11,407</b>	<b>4,127</b>	<b>176%</b> 	<b>100%</b>

# Consolidated Financial Highlights - USD Revenue

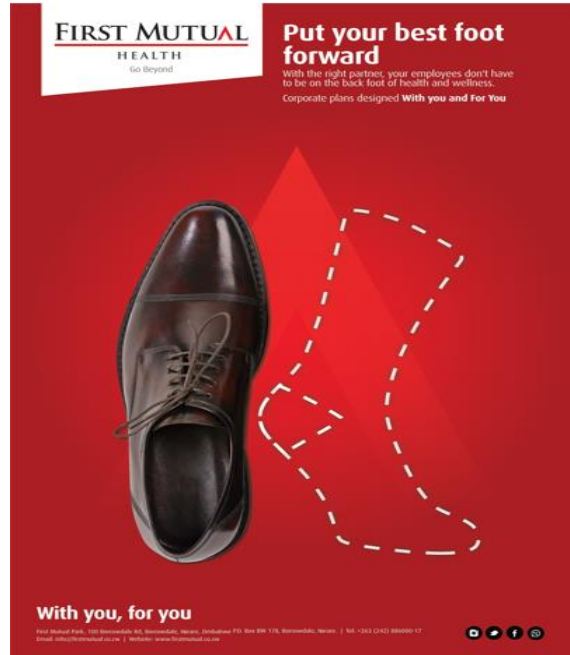
## Group SBU - USD Revenues - (USD'000) & % Growth



Group USD Revenues up by **54%** to **USD\$50.3m** in year 2021 from **USD\$32.6m** in year 2020



## Unconsolidated SBU Performance Highlights (Historical\*)

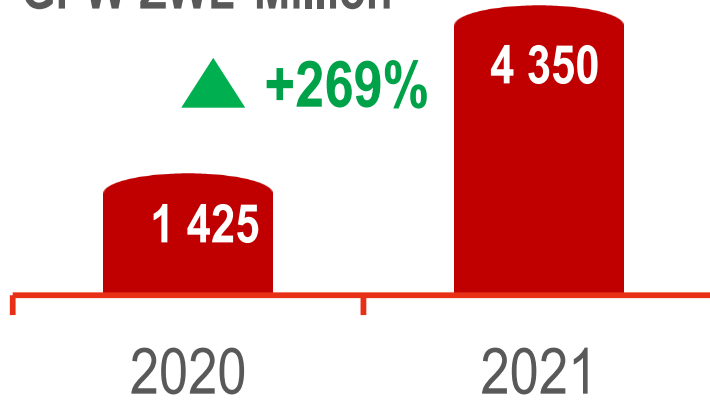


# Creating value through Risk Management, Wealth Creation and Wealth Management

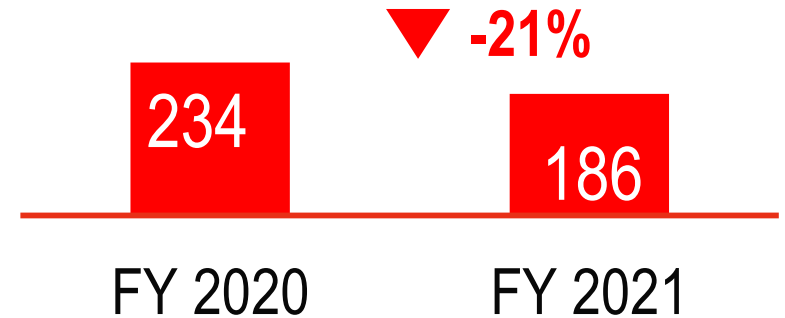
\*Historical numbers used to avoid KPI analysis distortion.

# First Mutual Health Highlights - Historical

GPW-ZWL' Million

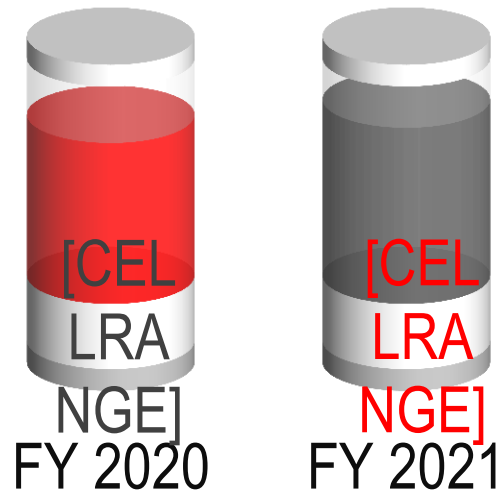


Operating Profit for the Year –  
ZWL' Million

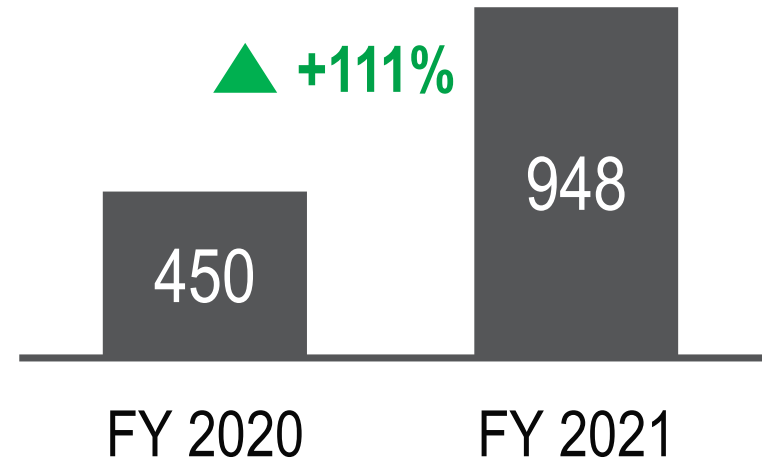


Claims Ratio

▲ +7%



Profit for the Year – ZWL' Million



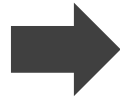
# First Mutual Health Review

## Revenues



- ❑ Inflation Adjusted – went up by 71% to ZWL5.5b
- ❑ Historical Terms – rose by 269% to ZWL4.4b
- ❑ USD Revenues - recorded GPW of US\$6.6 million compared to prior year US\$3.8 million
- ❑ Revenue Growth driven by premium adjustments & increase in USD Gold product members

## Claims Experience



- ❑ Upsurge in claims ratio as the company absorbed part of escalation in medical costs for the benefit of clients
- ❑ Claims Ratio – increased to 81% in 2021 (2020: 74%)
- ❑ Adjusted premium rates to contain surge in claims

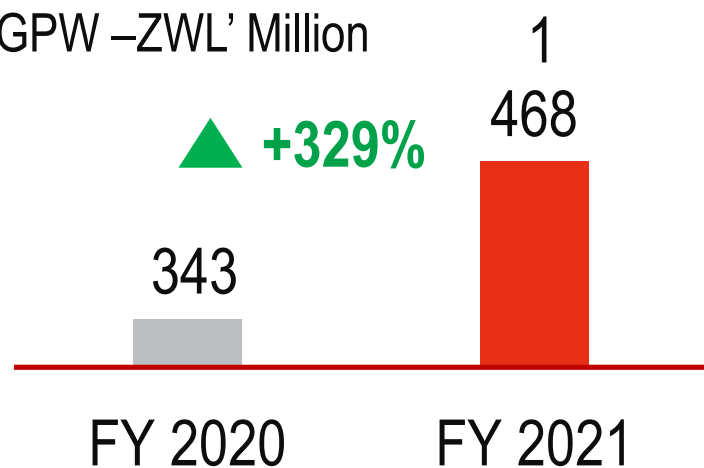
## Profitability



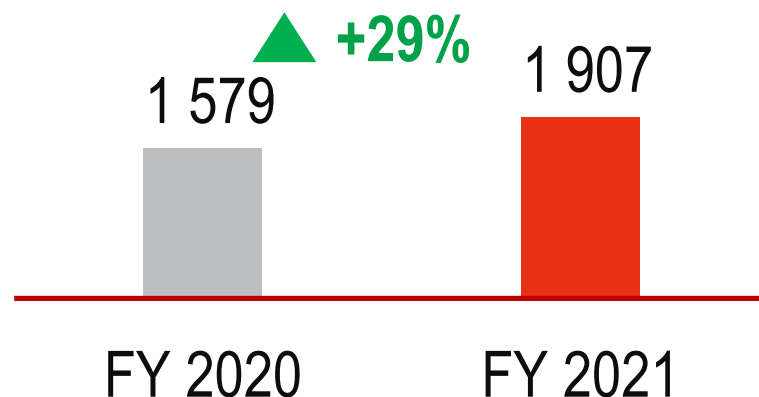
- ❑ The major driver for the higher profit after tax was higher investment income in the listed equity investment portfolio mainly driven by the bull run on the ZSE in 2021

# First Mutual Life Highlights - Historical

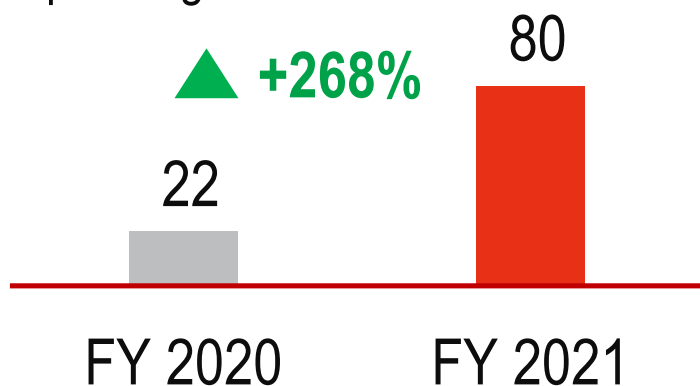
GPW –ZWL' Million



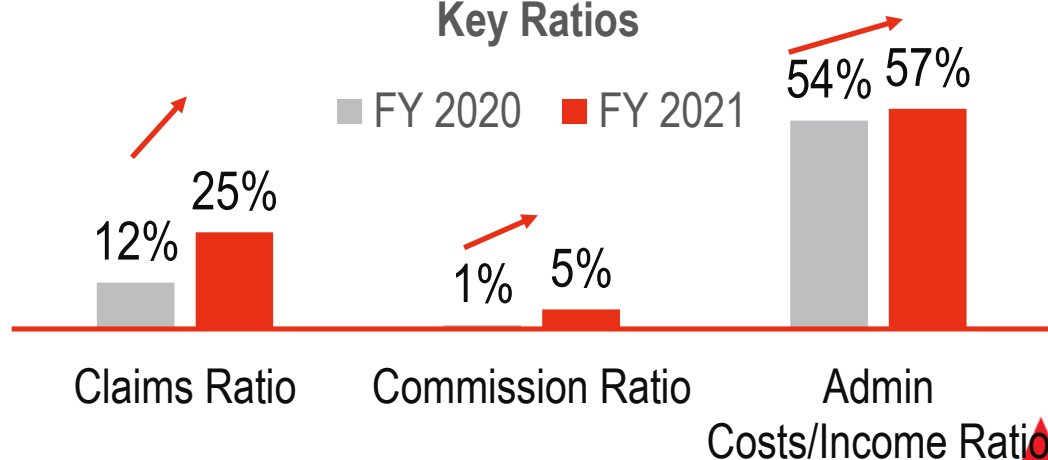
Profit for the Year – ZWL' Million



Operating Profit –ZWL' Million



Key Ratios

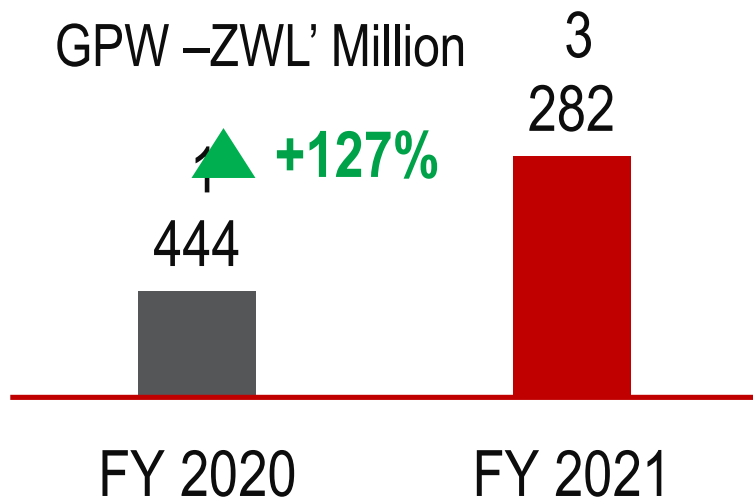


# First Mutual Life Review

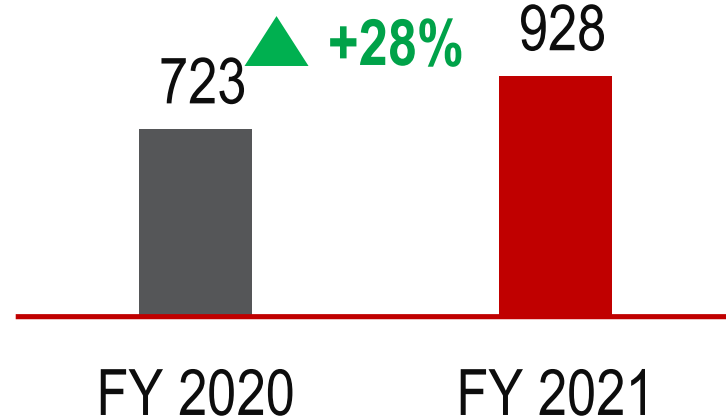
Revenues	<ul style="list-style-type: none"><li>❑ Inflation Adjusted - up by 105% to ZWL1.7b</li><li>❑ Historical Terms – increased by 329% to ZWL1.5b (FY:2020 – ZWL342.5m),</li></ul>
Pensions & Savings – Policyholder (PH)	<ul style="list-style-type: none"><li>❑ GPW growth was underpinned by salary increments as employers endeavored to catch up to USD era earnings.</li><li>❑ The growth was also driven by an increase in single premiums arising from retrenchments and new accounts</li></ul>
Life assurance – Shareholder (SH)	<ul style="list-style-type: none"><li>❑ Performance has been largely driven by the USD denominated premiums on the E-FML Gold plan and Group Life Assurance</li></ul>
Claims Experience	<ul style="list-style-type: none"><li>❑ Overall, the claims ratio for the risk business was 39% against 23% for the same period in 2020 due to increased product relevance</li></ul>

# NicozDiamond Highlights

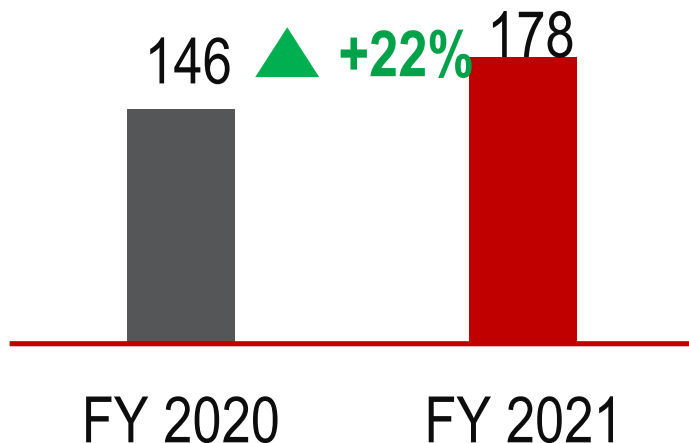
GPW –ZWL' Million



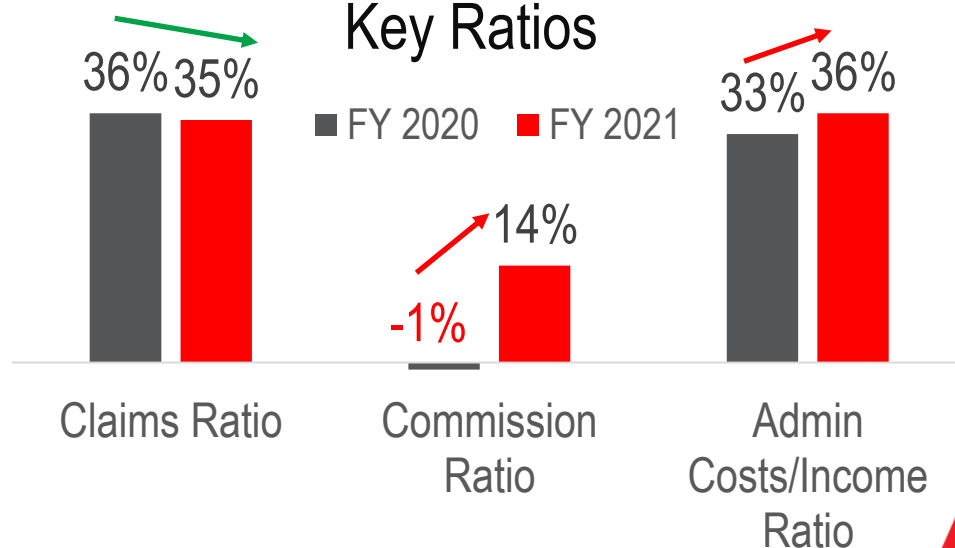
Profit for the Year – ZWL' Million



Operating Profit –ZWL' Million



## Key Ratios



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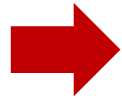
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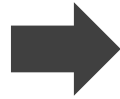
# NicozDiamond Review

## Revenues



- ❑ Inflation Adjusted – went up by 29% to ZWL4.1b
- ❑ Historical Terms – rose by 127.2% to ZWL3.3b
- ❑ USD Revenues - Grew to USD15.9 million from USD7.7 million due to a greater proportion of renewals in USD as clients sought to better protect their assets

## Claims Experience



- ❑ Lower than normal claims ratio of 35% (2020: 36%) largely due to the lower claims on motor class from COVID lockdown measures during last two years. Motor class had higher contribution to net premium due to lower retention on USD business in other classes.

## Profitability



- ❑ The business benefitted from the fair value gains on investment property as well as fair value gains from ZSE quoted equities, which resulted in a profit for the period at ZWL928 million

# First Mutual Reinsurance Highlights

GPW –ZWL' Million

▲ +225%

243

789

FY 2020

FY 2021

Profit for the Year – ZWL' Million

▲ +129%

152

347

FY 2020

FY 2021

Operating Profit –ZWL' Million

▼ -236%

74

-101

FY 2020

FY 2021

Key Ratios

■ FY 2020 ■ FY 2021

49% 55%

Claims Ratio

14% 25%

Commission Ratio

50% 38%

Admin Costs/Income Ratio

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# First Mutual Reinsurance – Zimbabwe

Revenues	<ul style="list-style-type: none"><li>❑ GPW for the period was ZWL998m, in inflation adjusted terms, and ZWL789m (FY2020: ZWL243.2m), in historical terms</li><li>❑ The business received premiums amounting to ZWL236 million from companies within the Group which has been eliminated on consolidation</li><li>❑ The USD dollar business also grew by 22% to USD5.3 million as a result of an increase in USD policy covers being taken up by insurers</li></ul>
Claims Experience	<ul style="list-style-type: none"><li>❑ The claims ratio of 55%, which was higher than prior year of 49% due to the increases in the claims outturn, from the fire, agriculture and motor classes as economic activities improved</li></ul>
Regaining Market Confidence	<ul style="list-style-type: none"><li>❑ The company has an engagement plan in 2022 to improve market confidence with a view to improving the contribution to GPW of treaty business relative to facultative business</li></ul>
Profitability	<ul style="list-style-type: none"><li>❑ The profit after tax was ZWL347 million compared to ZWL152 million in 2020 due to significant gains from quoted equities held by the business</li></ul>

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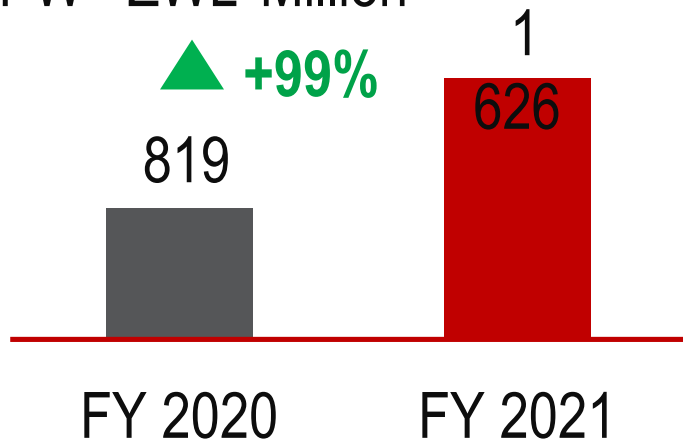
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Go Beyond

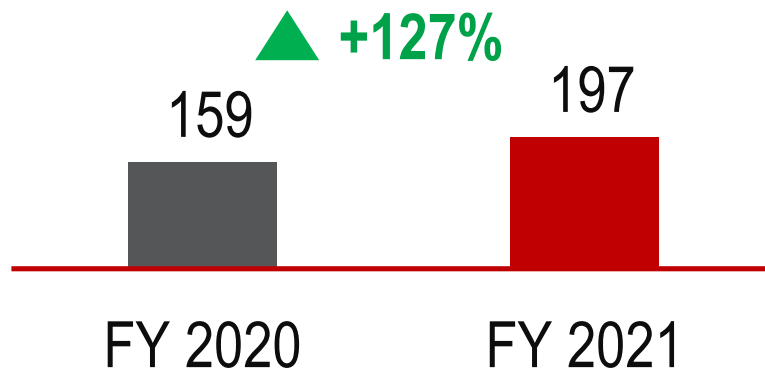
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# FMRE P&C Botswana Highlights

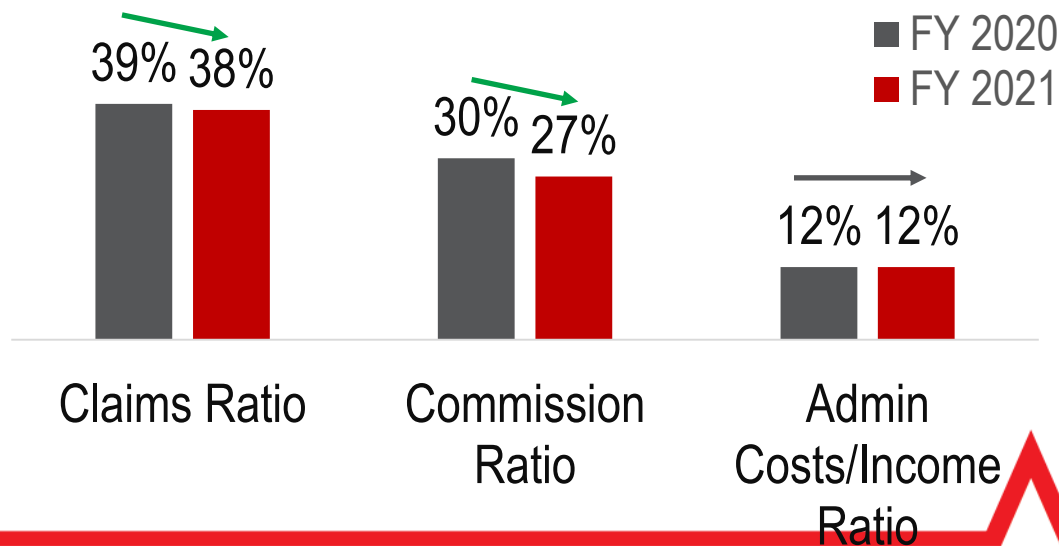
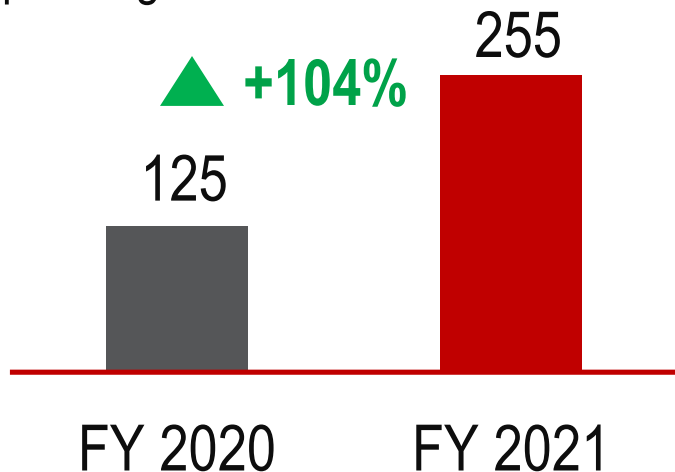
GPW –ZWL' Million



Profit for the Year – ZWL' Million



Operating Profit –ZWL' Million



# FMRE P&C Botswana Review

Revenues	<ul style="list-style-type: none"> <li>□ GPW at ZWL2.1b was 4% above prior year, in inflation adjusted terms and at ZWL1.6b was 104% above prior year, in historical terms due to: <ul style="list-style-type: none"> <li>✓ The lower than inflation movement in the ZWL foreign exchange rate on the RBZ auction resulted in a below average year on year growth</li> </ul> </li> <li>□ In BWP terms, the GPW was 14% above prior year at BWP203 million reflecting continued double digit growth in BWP terms</li> </ul>
Claims Experience	<ul style="list-style-type: none"> <li>□ The increase in ZWL claims over the prior year was due to the depreciation of the ZWL against the BWP</li> <li>□ During the period under review, the claims ratio was marginally below same period in the prior year at 39% (FY2020 – 41%)</li> </ul>

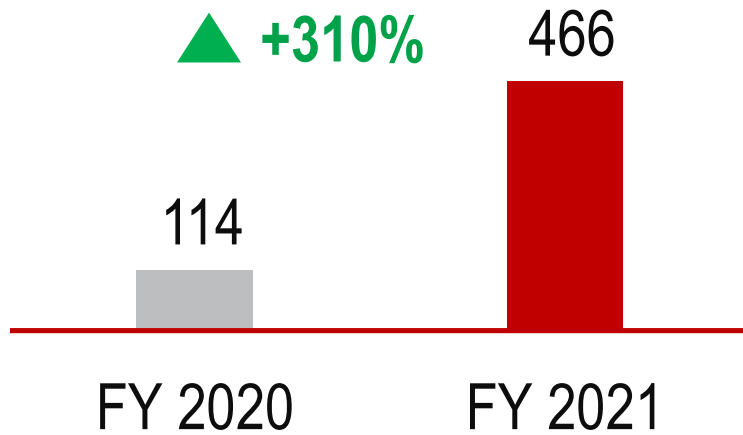


FMRe P&C Ratings	
Zim	AAA
Moz	AAA
Zambia	AAA
Eswatini	AA

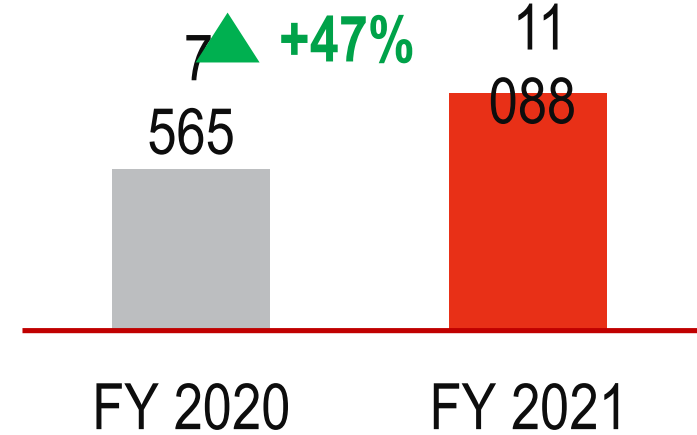
GCR assigned FMRe P&C strong ratings in most of its regional markets backed by exceptional earnings performance over the years and strong liquidity metrics on the balance sheet

# First Mutual Properties Highlights – Historical

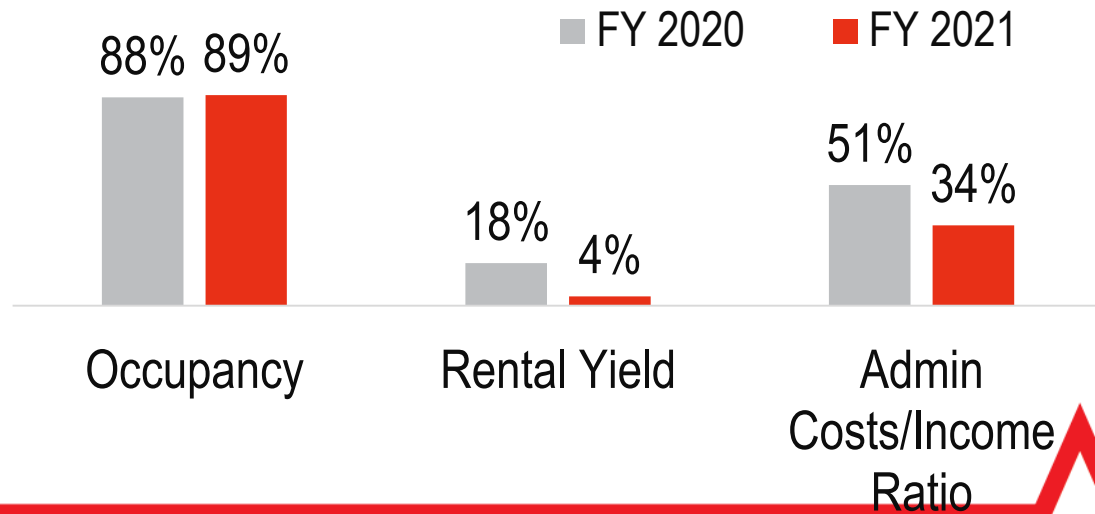
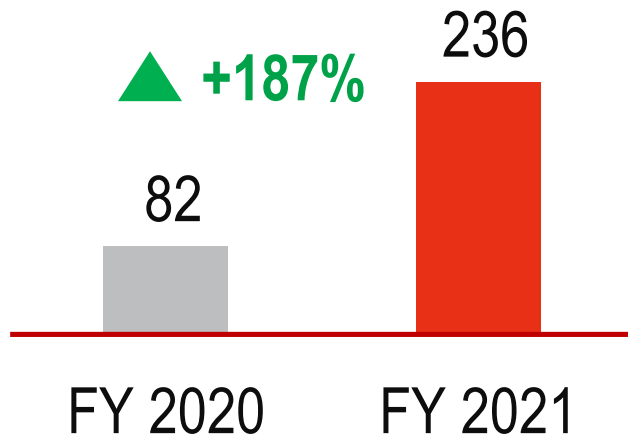
Rental Income –ZWL' Million



Profit for the Year – ZWL' Million



Operating Profit –ZWL' Million





# First Mutual Properties Commentary

## Revenues

- Revenue for the year increased by 310% to ZWL465.7m (FY2020: ZWL113m) due to:
  - ✓ Improved rental rates including higher turnover rentals
  - ✓ Marginal improvement in room occupancy to 89%.
  - ✓ Higher USD revenue

## Profitability

- Profit for the period increased by 47% to ZWL11.1b (FY 20 ZWL7.5b) mainly due to the fair value gains on investment property.

# Consolidated Financial Results

for the year ended 31 December 2021



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# Year-end Audit

- ❑ As shareholders were advised in a cautionary announcement issued on 6 April 2022, the Insurance and Pensions Commission (IPEC) intends to perform a forensic investigation on First Mutual Life Assurance Company (FML), a subsidiary of the Group arising from the asset separation exercise initiated by IPEC. FML has, since demutualisation in 2003, separately maintained the assets of the policyholders and the shareholders.
- ❑ IPEC has deemed the submissions made by FML not to be adequate to enable completion of the review of asset separation at FML. FML is therefore consulting with IPEC to understand the areas of inadequacy and will continue to work closely with the regulator to resolve the outstanding issues in the shortest possible time.
- ❑ The audit of the Group is incomplete pending the finalisation of the IPEC forensic investigation of FML because of the possible impact that the results may have on the financial statements as at 31 December 2021. The timeline of three to four months indicated by IPEC for the completion of the forensic investigation exercise will not enable the Group to publish audited financial statements within the Zimbabwe Stock Exchange approved timelines. In the interim, the board of directors, in consultation with the ZSE, has decided to publish unaudited financial information in the form of this preliminary report. The audited financial information as at 31 December 2021 will be finalised and published upon the completion of the FML forensic investigation.

# Basis of presentation

- ❑ The Group's financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS"), as issued by the International Accounting Standards Board ("the IASB") except for non-compliance with IAS 21 'The effects of changes in foreign exchange rates' and IAS 8 'Accounting policies.
- ❑ The financial statements are based on statutory records that are maintained under the historical cost convention except for investment properties, equity securities at fair value through profit or loss and insurance and investment contract liabilities that have been measured on a fair value basis.
- ❑ For the purpose of fair presentation in accordance with IAS 29 "Financial Reporting in Hyperinflationary Economies", this historical cost information has been restated for changes in the general purchasing power of the Zimbabwe Dollar and appropriate adjustments and reclassifications have been made.

# Statement of Comprehensive Income

	Inflation adjusted				Historical cost	
	FY 2021 ZWL000	FY 2020 ZWL000	Change %		FY 2021 ZWL000	FY 2020 ZWL000
<b>Gross premium written</b>	<b>14,351,063</b>	<b>9,569,302</b>	<b>50%</b>	<b>▲</b>	<b>11,407,035</b>	<b>4,127,231</b>
Reinsurance	(3,124,676)	(2,476,200)	(26%)	▼	(2,489,181)	(1,183,181)
<b>Net premium written</b>	<b>11,226,387</b>	<b>7,093,102</b>	<b>58%</b>	<b>▲</b>	<b>8,917,854</b>	<b>2,944,050</b>
Unearned premium reserve	(276,014)	(372,596)	26%	▲	(379,226)	(27,471)
<b>Net premium earned</b>	<b>10,950,373</b>	<b>6,720,506</b>	<b>63%</b>	<b>▲</b>	<b>8,538,628</b>	<b>2,916,579</b>
Rental income	599,540	414,424	45%	▲	480,100	174,758
Fair value adjustments - investment property	7,111,988	5,246,177	36%	▲	12,942,135	8,184,676
Net investment income	2,509,904	557,471	350%	▲	3,852,705	1,464,678
Interest income from investments	63,861	18,175	251%	▲	57,556	9,825
Net interest income	71,102	-	100%	▲	58,118	-
<i>Fee income:</i>						
- Insurance contracts	450,769	318,320	42%	▲	324,142	123,685
- Investment contracts	13,421	2,701	397%	▲	10,968	602
Other income	236,743	399,450	(41%)	▼	158,690	87,402
Foreign currency exchange gain/(loss)	254,739	464,592	(45%)	▼	204,515	406,183
Monetary gain- IAS29	(972,359)	(1,797,576)	(46%)	▼	-	-
<b>TOTAL INCOME</b>	<b>21,290,081</b>	<b>12,344,240</b>	<b>72%</b>	<b>▲</b>	<b>26,627,557</b>	<b>13,368,388</b>
<b>EXPENDITURE</b>						
Pension benefits	(375,443)	(129,802)	(189%)	▼	(310,010)	(57,811)
Insurance claims and loss adjustment expenses	(6,848,337)	(3,628,078)	(89%)	▼	(5,458,563)	(1,731,146)
Insurance claims and loss adjustment expenses recovered from reinsurers	711,263	275,614	(158%)	▼	594,827	125,461
<b>Net insurance benefits and claims</b>	<b>(6,512,517)</b>	<b>(3,482,266)</b>	<b>(87%)</b>	<b>▼</b>	<b>(5,173,746)</b>	<b>(1,663,496)</b>

# Statement of Comprehensive Income continued...

	Inflation adjusted				Historical cost	
	FY 2021 ZWL000	FY 2020 ZWL000	Change %		FY 2021 ZWL000	FY 2020 ZWL000
<b>Net insurance benefits and claims</b>	<b>(6,512,517)</b>	<b>(3,482,266)</b>	<b>(87%) ▼</b>		<b>(5,173,746)</b>	<b>(1,663,496)</b>
Movement in insurance contract liabilities	(3,703,874)	(1,857,036)	(99%) ▼		(6,445,136)	(3,602,820)
Movement in shareholder risk reserve	-	192,449	100% ▲		-	26,647
Investment loss on investment contract liabilities	(942,002)	(427,115)	(121%) ▼		(1,223,438)	(422,092)
Movement in member assistance fund	-	(22,944)	100% ▲		-	(8,323)
Acquisition of insurance and investment contracts expenses	(963,277)	(446,649)	(116%) ▼		(777,361)	(260,323)
Administration expenses	(4,086,154)	(2,499,551)	(63%) ▼		(3,158,796)	(1,179,117)
Allowance for expected credit losses	(181,154)	(355,736)	49% ▲		(181,154)	(212,733)
Finance cost	(1,609)	(2,158)	25% ▲		(1,321)	(1,290)
<b>TOTAL EXPENDITURE</b>	<b>(16,390,587)</b>	<b>(8,901,006)</b>	<b>(84%) ▼</b>		<b>(16,960,952)</b>	<b>(7,323,547)</b>
<b>Profit before share of (loss)/profit of associate</b>	<b>4,899,494</b>	<b>3,443,234</b>	<b>42% ▲</b>		<b>9,666,605</b>	<b>6,044,841</b>
Share of profit of associate	3,840	(2,787)	(238%) ▼		33,647	(1,916)
<b>Profit before income tax</b>	<b>4,903,334</b>	<b>3,440,447</b>	<b>43% ▲</b>		<b>9,700,252</b>	<b>6,042,925</b>
Income tax expense	(1,574,529)	332,149	(574%) ▼		(2,237,306)	(779,151)
<b>Profit for the period</b>	<b>3,328,805</b>	<b>3,772,596</b>	<b>(12%) ▼</b>		<b>7,462,946</b>	<b>5,263,774</b>



# Investment Income Analysis - Historical cost

ZW\$ 000s	Policyholder	Shareholder	FY 2021	FY 2020	Change	
Interest income	9,022	51,247	60,269	9,825	513%	▲
Investment expenses	(536,260)	(8,941)	(545,200)	(126,711)	330%	▲
Dividend received	75,525	133,850	209,375	31,829	558%	▲
Gains on disposal of investments	-	100,545	100,545	(66,890)	(250%)	▼
Fair value gain/(loss) - equities	2,595,087	1,432,629	4,027,716	1,616,625	149%	▲
<b>Net Investment profit</b>	<b>2,143,374</b>	<b>1,709,330</b>	<b>3,852,705</b>	<b>1,464,678</b>	<b>163%</b>	<b>▲</b>

# Statement of Financial Position – FY December 2021

ASSETS							
Property, plant and equipment	479,484.0	463,178	4%	▲	140,853	55,827	
Investment property	22,506,950.0	15,373,977	46%	▲	22,506,950	9,549,054	
Right of use of assets - IFRS 16	13,967.0	28,613	-51%	▼	13,967	17,772	
Goodwill	24,303.0	25,333	-4%	▼	24,303	15,735	
Other intangible assets	16,685.0	36,383	-54%	▼	3,668	669	
Investment in associates	353,079.0	570,426	-38%	▼	213,844	172,213	
Financial assets:							
- Equity securities at fair value through	6,133,603.0	3,427,998	79%	▲	6,133,603	2,129,191	
- Debt securities at amortised cost	186,656.0	132,764	41%	▲	186,656	82,462	
Deferred acquisition costs	243,329.0	158,229	54%	▲	162,029	56,783	
Deferred tax asset	107,560.0	-	100%	▲	103,318	-	
Non current assets held for sale	-	78,597	-100%	▼	-	48,818	
Income tax asset	-	514	-100%	▼	-	319	
Inventory	43,784.0	42,021	4%	▲	30,366	14,544	
Insurance, tenant and other receivables	2,765,452.0	2,000,897	38%	▲	2,637,947	1,188,173	
Cash and balances with banks	3,053,838.0	2,671,650	14%	▲	3,053,838	1,659,410	
<b>TOTAL ASSETS</b>	<b>35,928,690</b>	<b>25,010,580</b>	<b>44%</b>	<b>▲</b>	<b>35,211,342</b>	<b>14,990,970</b>	

# Statement of Financial Position – FY December 2021 continued...

	Inflation adjusted				Historical cost	
	FY 2021 ZWL000	FY 2020 ZWL000	Change %		FY 2021 ZWL000	FY 2020 ZWL000
<b>EQUITY &amp; LIABILITIES</b>						
<b>Equity</b>						
Shareholders' equity	7,615,441	5,267,239	45%	▲	7,993,085	3,961,712
Non-controlling interests	5,989,968	5,260,574	14%	▲	5,983,668	2,653,035
<b>Total Equity</b>	<b>13,605,409</b>	<b>10,527,813</b>	<b>29%</b>	<b>▲</b>	<b>13,976,753</b>	<b>6,614,747</b>
<b>Liabilities</b>						
Life insurance contracts with and without DPF and investment contracts with DPF liabilities	10,939,010	7,235,137	51%	▼	10,939,010	4,493,874
Investment contract liabilities without DPF	1,679,388	751,740	123%	▼	1,679,388	466,919
Member assistance fund	9,041	14,556	-38%	▲	9,041	9,041
Borrowings	166,721	-	100%	▼	166,721	-
Financial liability	568,099		100%	▼	568,099	
Lease liability - IFRS 16	15,036	23,496	-36%	▲	15,036	14,594
Insurance contract liabilities - short term	4427028	3823471	16%	▼	3357032	1806597.3
Insurance liabilities - life assurance	108,749	28,750	278%	▼	108,749	17,857
Share based payment liabilities	266,720	146,449	82%	▼	266,720	90,962
Other payables	771,482	704,056	10%	▼	770,251	437,302
Deferred tax	3,275,743	1,649,449	99%	▼	3,258,278	973,449
Current income tax liabilities	96,264	105,663	-9%	▲	96,264	65,629
<b>Total liabilities</b>	<b>22,323,281</b>	<b>14,482,767</b>	<b>54%</b>	<b>▼</b>	<b>21,234,589</b>	<b>8,376,223</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>35,928,690</b>	<b>25,010,580</b>	<b>44%</b>	<b>▼</b>	<b>35,211,342</b>	<b>14,990,970</b>

# Consolidated Statement of Cash Flows for Full Year ended December 2021

Period ended:	Inflation adjusted				Historical cost	
	FY 2021 \$000	FY 2020 \$000	Change		FY 2021 \$000	FY 2020 \$000
<b>Profit before income tax</b>	<b>4,903,334</b>	<b>3,440,447</b>	<b>43%</b>	<b>▲</b>	<b>9,700,252</b>	<b>6,042,925</b>
Total non- cash and separately disclosed items	(3,455,285)	(953,606)	(262%)	▼	(8,205,143)	(5,507,502)
<b>Operating cash flows before working capital changes</b>	<b>1,448,049</b>	<b>2,486,841</b>	<b>(42%)</b>	<b>▼</b>	<b>1,495,109</b>	<b>535,423</b>
Working capital changes	(768,623)	46,342	1,759%	▼	(470,612)	351,638
<b>Cash (utilised in)/generated from operations</b>	<b>679,426</b>	<b>2,533,183</b>	<b>(73%)</b>	<b>▼</b>	<b>1,024,497</b>	<b>887,061</b>
Finance costs on lease liability	(1,609)	(2,157)	25%	▲	(1,321)	(1,290)
Cash settled share based payments	(148,098)	-	(100%)	▼	(124,452)	
Interest received	63,861	18,175	251%	▲	57,556	9,825
Interest paid	(14,056)	-	(100%)	▼	(14,056)	-
Tax paid	(39,330)	(65,087)	40%	▲	(30,488)	(19,817)
<b>Net cash flows(utilised in)/ generated from operating activities</b>	<b>540,194</b>	<b>2,484,114</b>	<b>(78%)</b>	<b>▼</b>	<b>911,736</b>	<b>875,779</b>
<b>Net cash flow generated from/(used in) investing activities</b>	<b>217,671</b>	<b>(200,681)</b>	<b>208%</b>	<b>▲</b>	<b>156,902</b>	<b>(209,068)</b>
<b>Net cash flow used in financing activities</b>	<b>132,142</b>	<b>(108,104)</b>	<b>222%</b>	<b>▲</b>	<b>100,259</b>	<b>(32,907)</b>
Net increase/(decrease) in cash and cash equivalents	890,007	2,175,329	(59%)	▼	1,168,897	633,805
Cash and cash equivalents at the beginning of the year	2,671,650	2,018,727	32%	▲	1,659,410	279,516
Effects of exchange rate changes on cash and cash equivalents	(623,020)	(402,949)	(55%)	▼	225,531	746,089
Effects of inflation on cash and cash equivalents	115,201	(1,119,457)	110%	▲	-	-
<b>Cash and cash equivalents at the end of the period</b>	<b>3,053,838</b>	<b>2,671,650</b>	<b>14%</b>	<b>▲</b>	<b>3,053,838</b>	<b>1,659,410</b>
<b>Balances in foreign currency:</b>						
United states dollars	23,337	17,135	36%	▲	23,337	17,135

# Dividend and Going Concern

- On 28 March 2022, the Board resolved that a final dividend of ZWL115 million, being 29.42 cents per share, be declared from the profits of the Company for the 12 months ended 31 December 2021.

Dividend	Last Day of Registration	Payment Date
ZWL115 million	13 May 2022	27 May 2022

# Outlook & Priorities



**FIRST MUTUAL**

HOLDINGS LIMITED

Go Beyond

LIFE | HEALTH | INSURANCE | REINSURANCE | SAVINGS | PROPERTY

# Outlook & Priorities

- ❑ Group will continue to expand its use of technology to improve processes, maintain client contact and enhance customer experience.
- ❑ Retain focus on balance sheet enhancement and maintaining operating margins
- ❑ Continue to invest in areas that complement our product offering including services.
- ❑ Reinsurance unit poised for major growth on completion of BWP61 million capital raising exercise.
- ❑ To Go Beyond in delivering value to stakeholders through innovation, cost optimisation and focus on profitable product lines.



# FIRST MUTUAL PARK

**FIRST MUTUAL**  
HOLDINGS LIMITED  
Go Beyond

LIFE | HEALTH | INSURANCE | REINSURANCE | SAVINGS | PROPERTY