



*A leading provider of support services for the insurance industry*

## **Business strengths**

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# Business strengths

**People**

**Strategic position**

**Financial strength**



# Strategic position

- Balanced portfolio
- Knowledge-based businesses
- Niche markets
- High market shares
- Sticky client base (management)
- Entrenched in market (adjusting)
- Small scale/ offshore (run-off)

		Market development		
		Embryonic	Growth	Mature
Competitive strength	H	Public sector	Life run-off	Management Average adj Adjusting
	M		Non-life run-off	
	L			

# Financial strength

<b>Business performance</b>	<b>Financing and flexibility</b>
<ul style="list-style-type: none"><li>• Revenue growth and stability</li><li>• High margins</li><li>• Upside opportunities (acquisitions and organic)</li><li>• Dividend growth and cover</li></ul>	<ul style="list-style-type: none"><li>• Low capital intensity</li><li>• Debt capacity</li><li>• Good cash flow</li></ul>

# Financial strength

