

**SANLAM KENYA PLC**
**QUESTIONS FROM SHAREHOLDERS EGM 11<sup>TH</sup> DECEMBER 2024**

	<b>NAME</b>	<b>QUESTION</b>	<b>ANSWER</b>
1.	KIMANI, SAMUEL MWANGI	What did you do with the borrowed money?	The borrowings were utilized to capitalize the insurance subsidiaries and offset losses associated with impaired assets in 2017.
2.	GICHAMBA, LYDIA WANJIKU	Is there any gift this AGM or a voucher.	The Board has not proposed such given the immediate need to increase company share capital.
3.	KAGUNDA,ELIJAH KAMAU	Are there reports for shareholders to read before EGM?	The EGM Notice has been circulated to the shareholders. The Information Memorandum will be circulated to the shareholders following the approval of the Capital Markets Authority.
4.	BUNATAL,PATRICK TERENCE	Is there any reason why the stock value has not risen in the past 12 months?	The share price has improved by 5.67% in the current year.
5.	MURUU,REGINA WANGUI	What happens to the un-issued shares.	The unissued shares will also be allotted after receipt of the requisite Board and Regulatory approval.
6.	WAWERU,ALEXANDER MUTUNE	What plan does management have to prop up share price of Sanlam? So many shares of this counter will make it a penny stock bearing in mind it	The strategy taken by the board and management of opting to repay the loan will eliminate the significant finance burden from the company and the strategy implemented by the insurance subsidiaries on expense management, innovation and strategic

7	SALLY CHEPKORIR	<p>What is the position of the company in terms of profitability?</p>          <p>What role does the company play in building the economy and ensuring that the youth are employed and does the company nurture the young talents?</p>	<p>Over the last years, our core business subsidiaries i.e Sanlam General Insurance Limited and Sanlam Life Insurance businesses have been profitable.</p> <p>However, the Group's profitability has not translated to the SKP shareholders because of the huge finance costs of the Loan which we intend to repay.</p> <p>The Board is confident that going forward, the trajectory looks positive and the Group will remain in the profitable territory.</p>  <p>As regards the growth and our contribution to nurturing the youth, we are happy to mention to the Shareholders that our internship program offers training and attachment to students in various universities in the various disciplines but with much emphasis to the disciplines that are relevant to our industry such as Actuarial science, Finance, Insurance Law and Marketing. Further we have offered permanent employment to some of the interns.</p>
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8	MARY PAULINE	<p>What is the company doing to improve its financial position?</p> <p>How will the company ensure it attracts its investors to purchase the shares despite the economic challenge.</p>	<p>The Group has put in place strategic plans aimed at optimizing the profitability and improving its performance with more efforts on the innovation and distribution of products.</p> <p>Through our stakeholder management strategy, we are encouraging shareholders to exercise their Rights.</p>
9	DANIEL KIMOTHO	<p>I was expecting you to tell us for those who have not read much on the circulars, how much is the company raising and how many shares are shareholders entitled?</p> <p>Will the funds raised be enough to settle the loan and bring the company to profitability?</p>	<p>We wish to raise up to a maximum of Kshs 3.25 Billion. Our view is that each shareholder will take their rights proportionately to their shareholding.</p> <p>The Board confirms that the funds raised from the Rights Issue will be sufficient to repay the loan.</p>

10	DANIEL KIMOTHO	<p>If you get the raised money, will it be enough to settle the loan and bring the company to profitability and will the company start paying dividends ?</p> <p>Is there a possibility of the rights issue being undersubscribed and does the Company have a Plan B?</p> <p>Please also reconsider the price or offer it at a discount.</p>	<p>The Board confirms that the funds raised from the Rights Issue will be sufficient to repay the loan.</p> <p>The Rights issue will be underwritten by Sanlam Allianz and that will address any undersubscription.</p> <p>The Board will take this request into consideration.</p>
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