

INVESTORS' BRIEFING

REZ BURCHENSON, CEO

SEPTEMBER 14, 2022



VM Investments
Limited

Transform Your Everyday.

Who We Are

Operating Environment

Key Performing Indicators

Financial Highlights

Business Highlights

Strategic Outlook



Who We Are

VMIL is an investment and financing company with its operations managed by VM Wealth Management.

20% of VMIL's shares is listed on the JSE (December 2017).

Incorporated and domiciled in Jamaica

-
- ▶ **A member of the VM Group**
 - ▶ Owns 100% of VM Wealth Management
 - ▶ **Best Financial Advisory Team** - Caribbean 2021 (from Capital Finance International, 3 consecutive years)
 - ▶ Investment-grade rating (CariBBB-) maintained from regional rating agency, CariCris, in August 2022

Who We Are - Mission, Vision and Purpose

Group Mission

We are a Mutual organization whose purpose is to empower our Members globally to achieve financial well-being through homeownership and innovative investment solutions that are delivered across multiple channels by an expert, caring team.

Group Vision

A leading Caribbean-based Member-focused organization transforming lives by advancing the financial well-being of individuals globally.

VMIL's Purpose

To educate and empower our clients to create, grow and sustain their wealth.

Who We Are – 2028 Vision of Success

Our 2028 Vision of Success

We remain committed to our 2028 Vision of Success which will be demonstrated by the achievement of the following:

01. The place to work for high performers.

02. Overseas expansion – Caribbean, Central America and Latin America.

03. #1 in customer service.

04. #1 provider of financial education.

05. #1 provider of cutting-edge solutions.

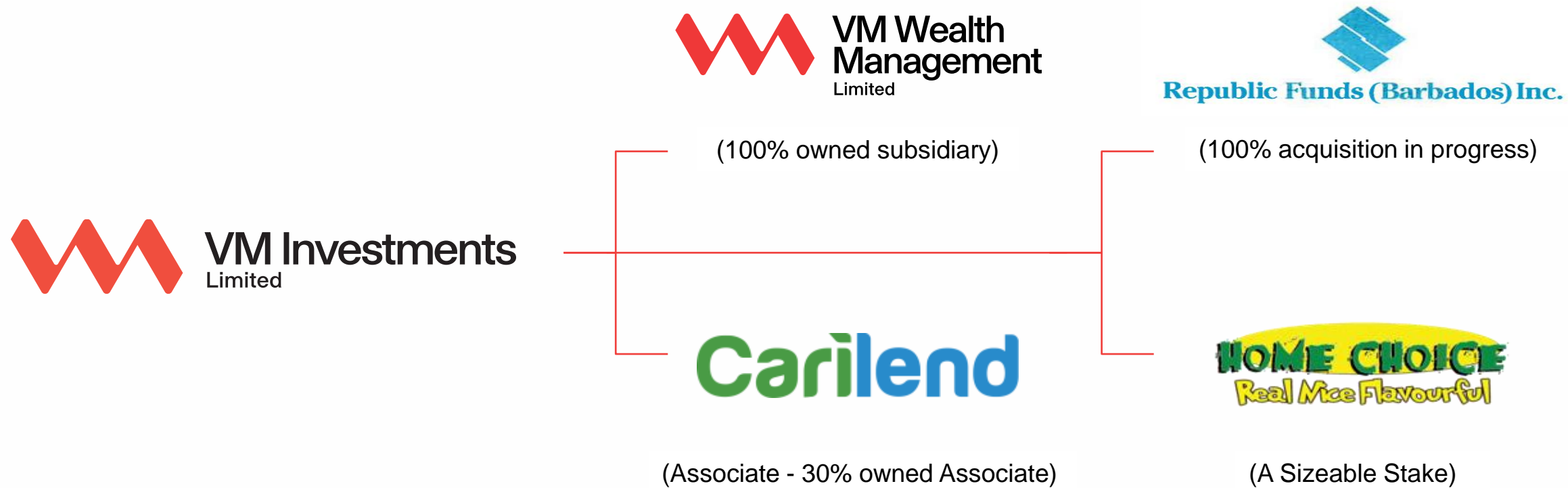
06. #1 fund manager.

07. JSE Stock of the Decade – Best Corporate Governance and Customer Service.

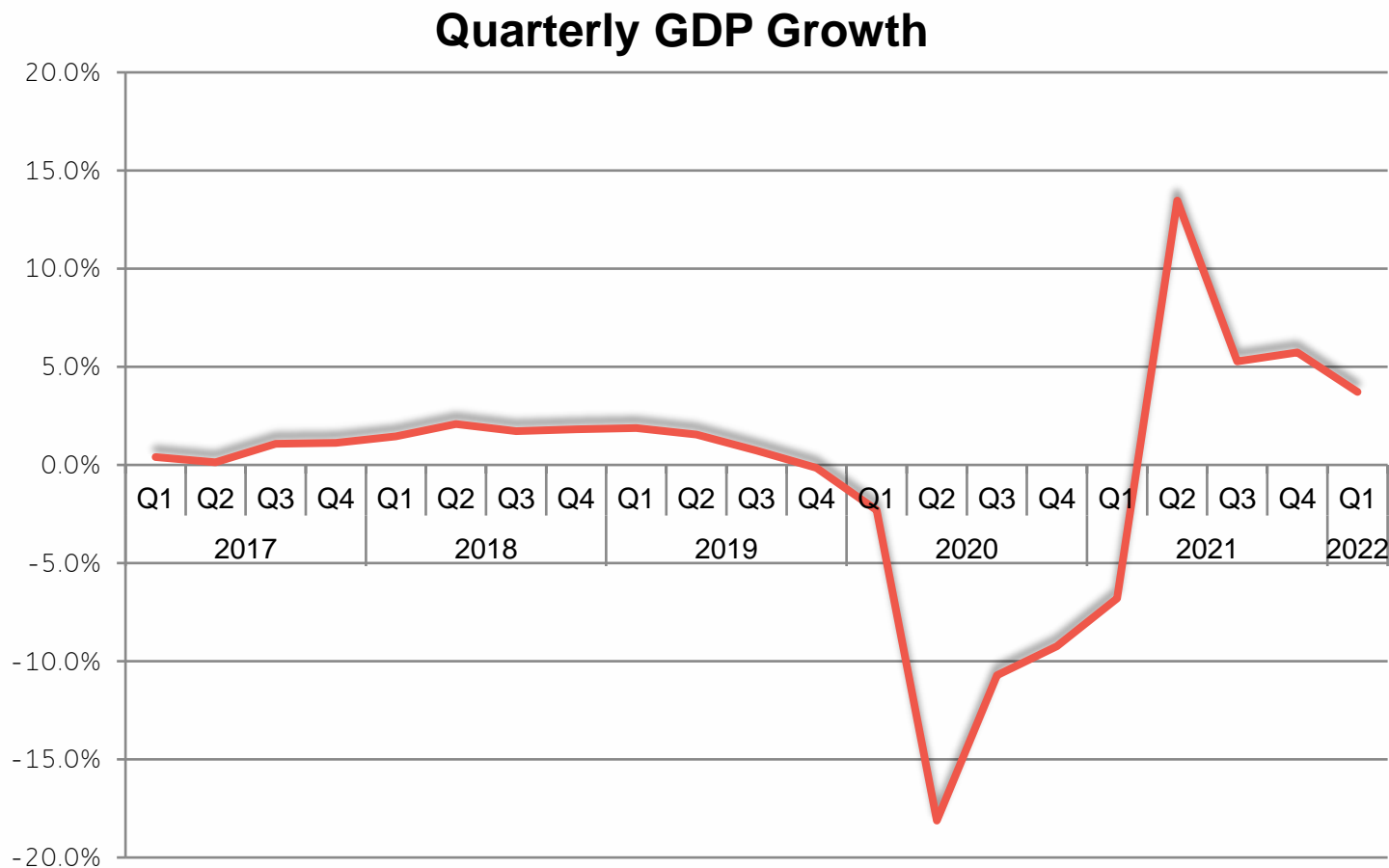
To achieve these milestones, we review our strategic goals, objectives, and initiatives each year and we monitor the monthly performance of our strategies using the balanced scorecard.



Who We Are – Subsidiaries, Associates Significant Holdings

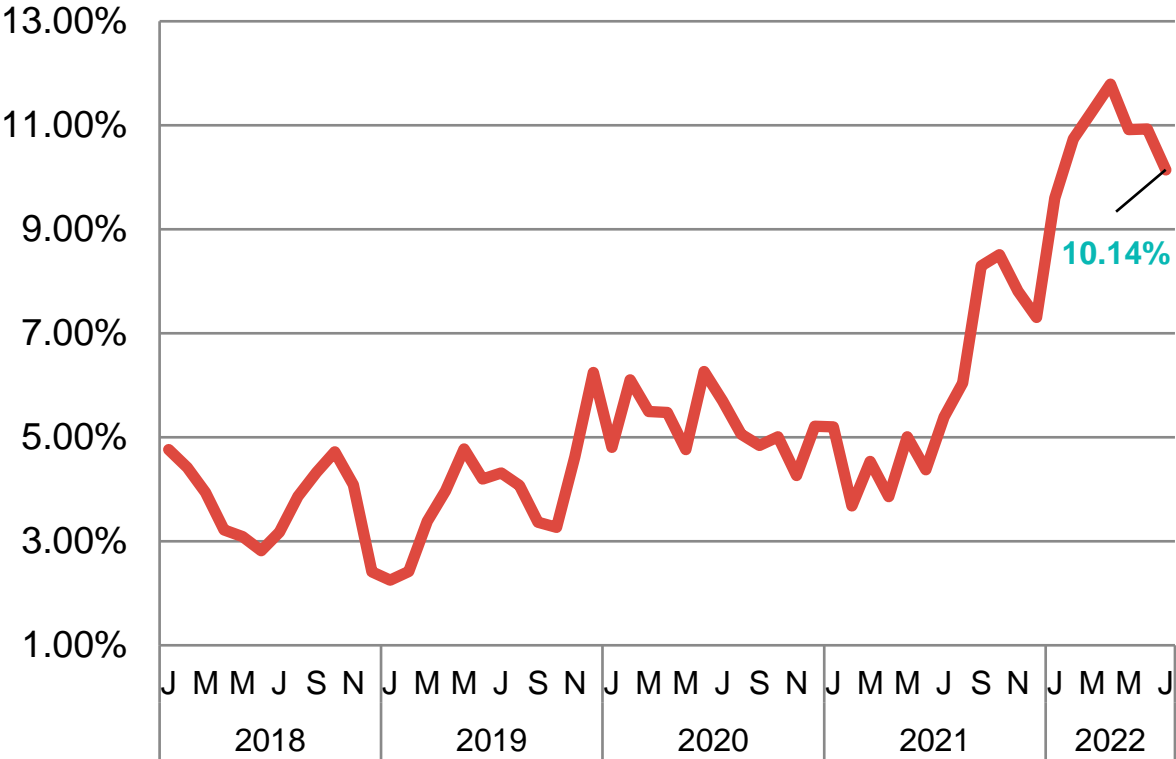


The domestic economy continues to withstand global shocks

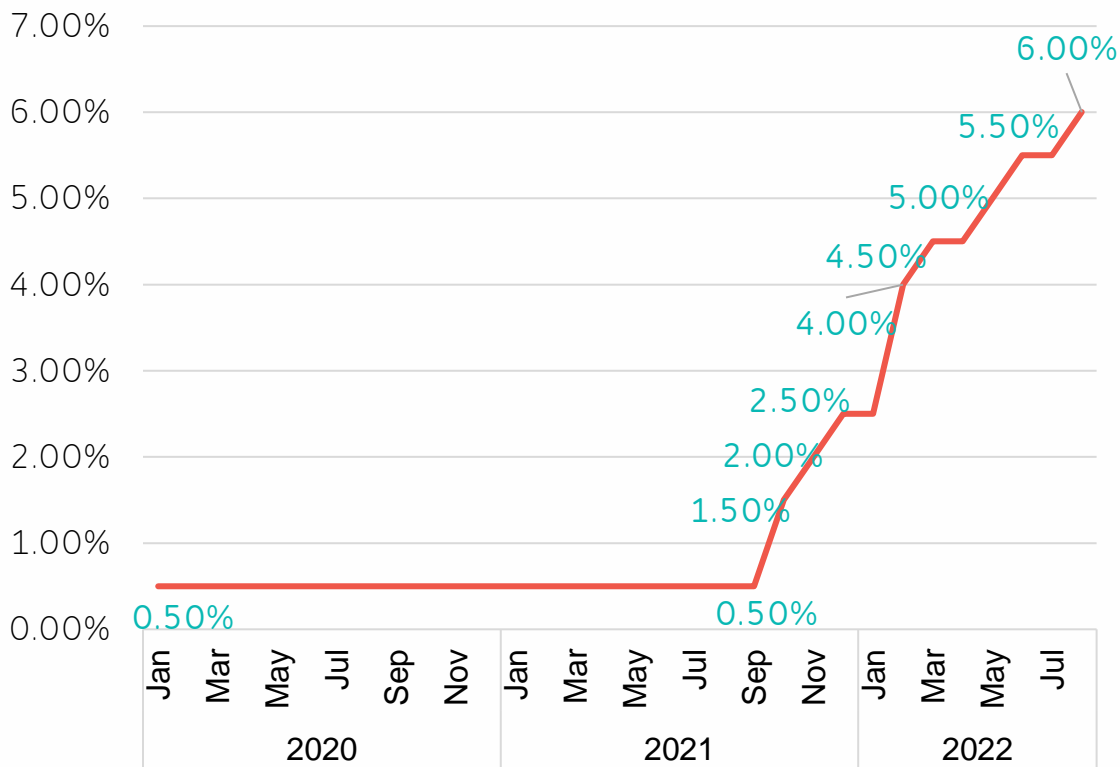


Operating Environment – Economic Environment

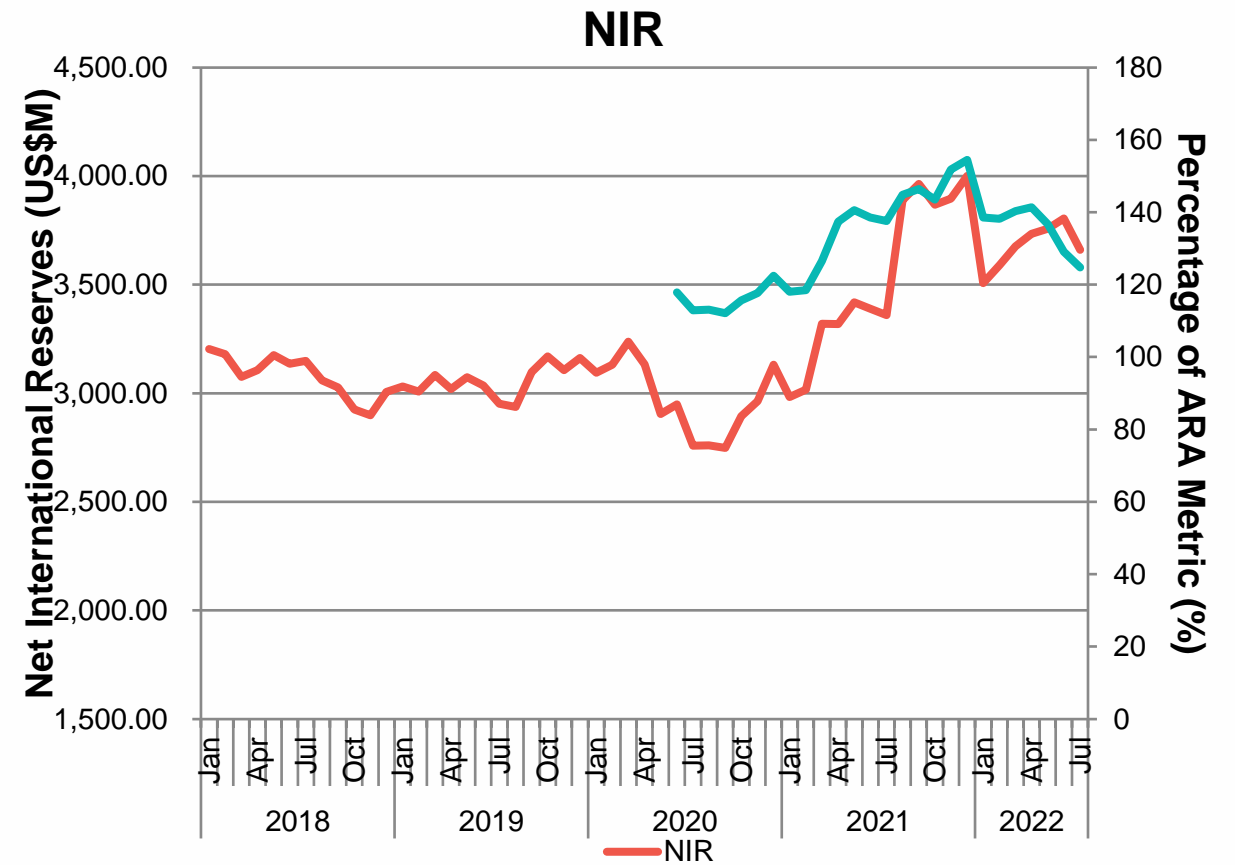
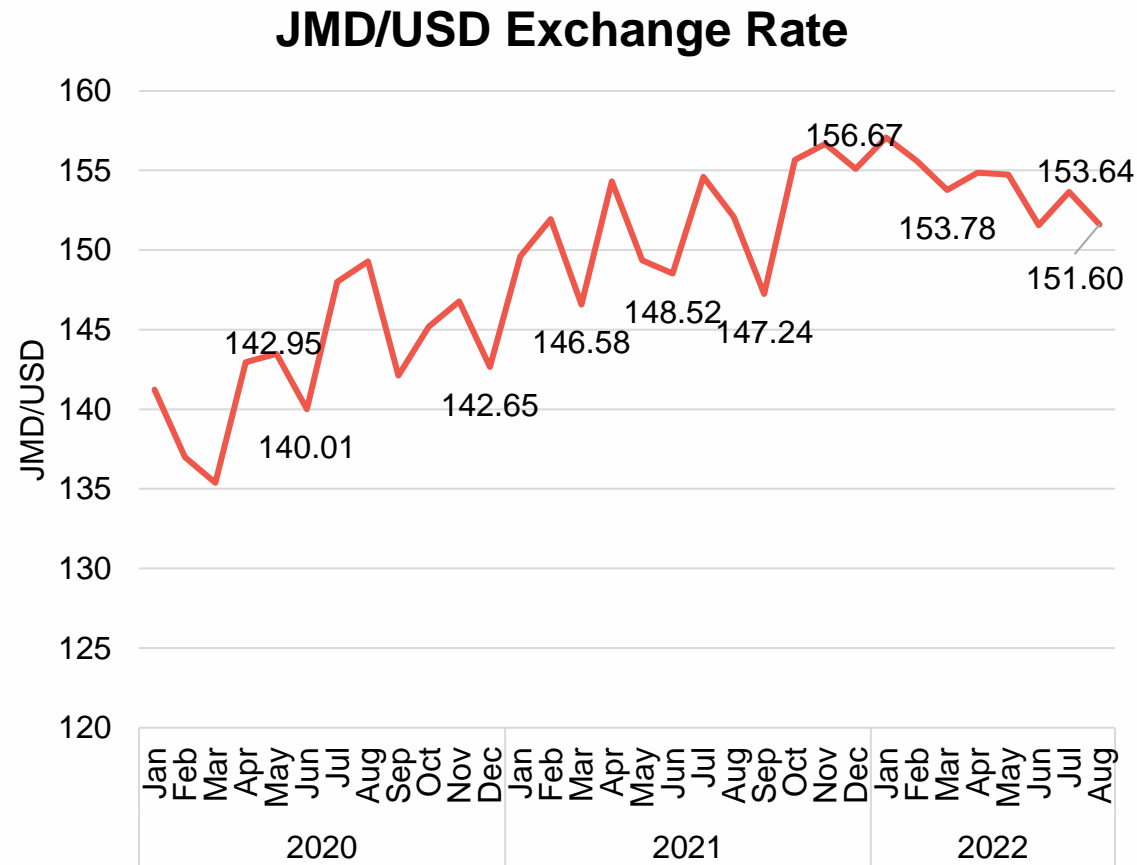
12-Month Point-To-Point Consumer Inflation



BOJ Overnight Policy Rate



Operating Environment – Economic Environment



Key Performance Indicators

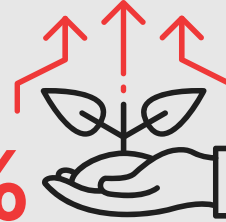
**Net Fees
& Commission
UP (YOY)**

157.28%



**Total
Revenue UP
(YOY)**

47.88%



Raised

\$3.50B

of Capital for Clients



Net Profit of

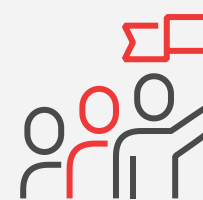
\$242.45M,

UP (YOY) **38.56%**



**ROE
— of —**

27.94%



**HREI
Score of**

74%



Q2 2022

**NPS Score
of 34**

BUSINESS HIGHLIGHTS

Historic
**Dolla Financial
Services IPO**, raising
\$4.72B in funds



Launched
JASMEF
a Private Equity Fund
to invest in SMEs



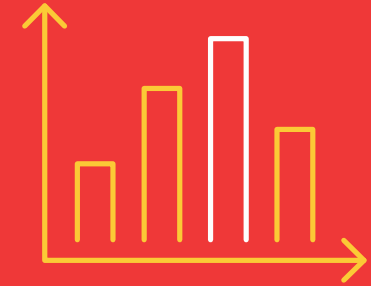
Brokered MF
Acquisition Limited
reverse takeover of
SSLVC
Stocks and Securities Venture Capital Ltd



Acquired a
private equity stake in
Home Choice



KPREIT
APO, raising
\$1.55B
in funds



BUSINESS HIGHLIGHTS



Closed the
Acquisition of a
BPO Facility



Improved our
Bond trading income,
despite the bearish market



Capital injection of
\$600M
from **VMIL** to **VMWM**



Top performing
diversified portfolio
– **Goal Maximiser**



Exceeded our
J-Trader set up target

■ VMIL in the Media:

- VMIL Corporate Governance Policy Updated – January 31, 2022
- VMIL's Associate Company, Carilend Limited, expanded to Trinidad through Massy Finance Partnership – July 12, 2022
- VMIL's shareholders voted in support of VM Group's Scheme of Arrangement – August 19, 2022
- Management changes at VMWM – August 23, 2022
- MoneyMasters Limited signs VMIL as Lead Broker – August 25, 2022

Q2 2022 Financial Highlights

VONIEL WYNTER

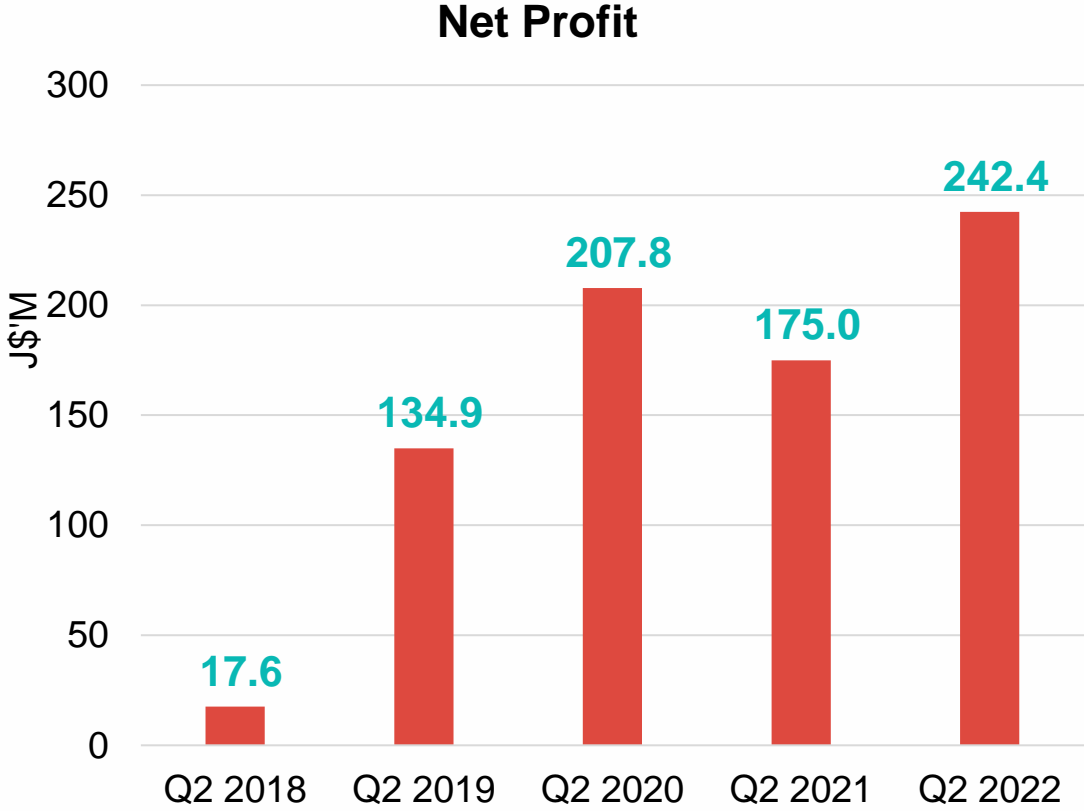
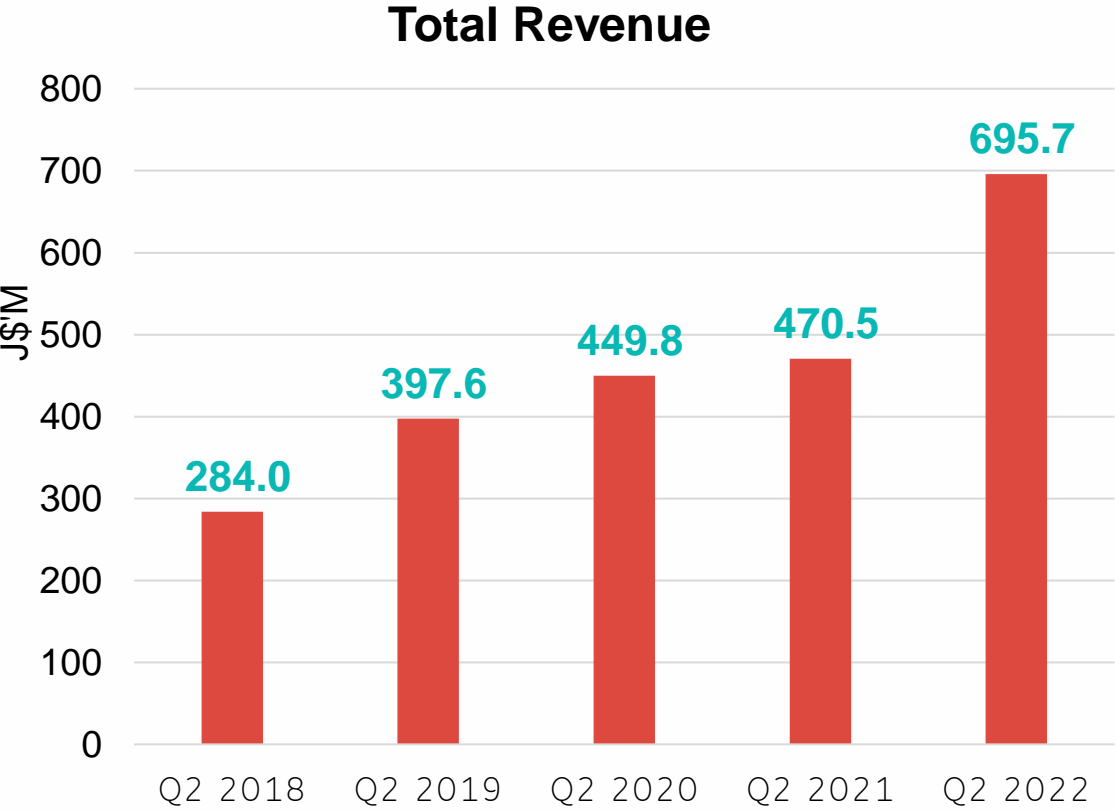
Manager, Group Finance



Transform Your Everyday.

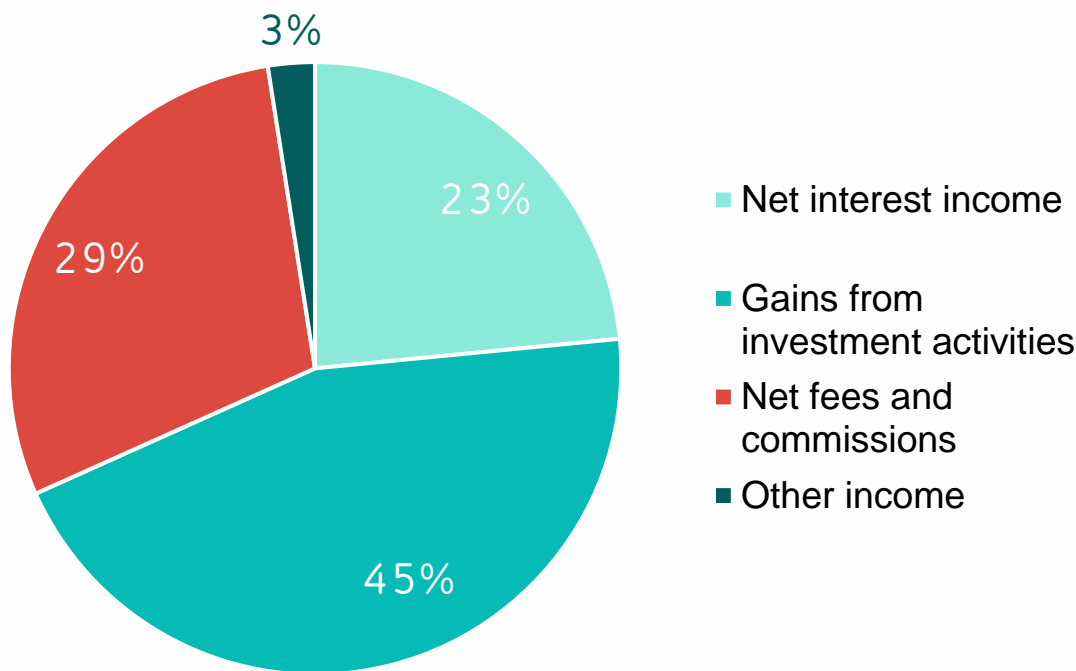
FINANCIAL HIGHLIGHTS

Total Revenue improved by 47.88% and NPAT grew by 38.56%

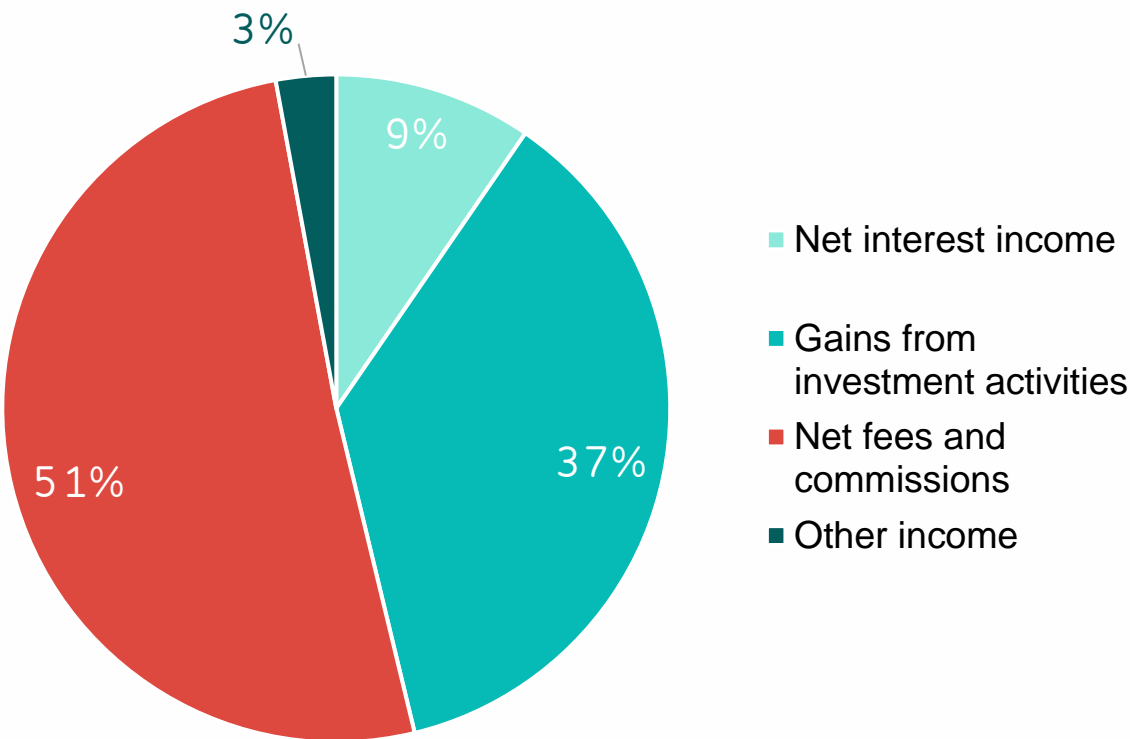


Net Fees and Commissions now contributes to over 51% of Operating Revenue

Operating Revenue Q2 2021

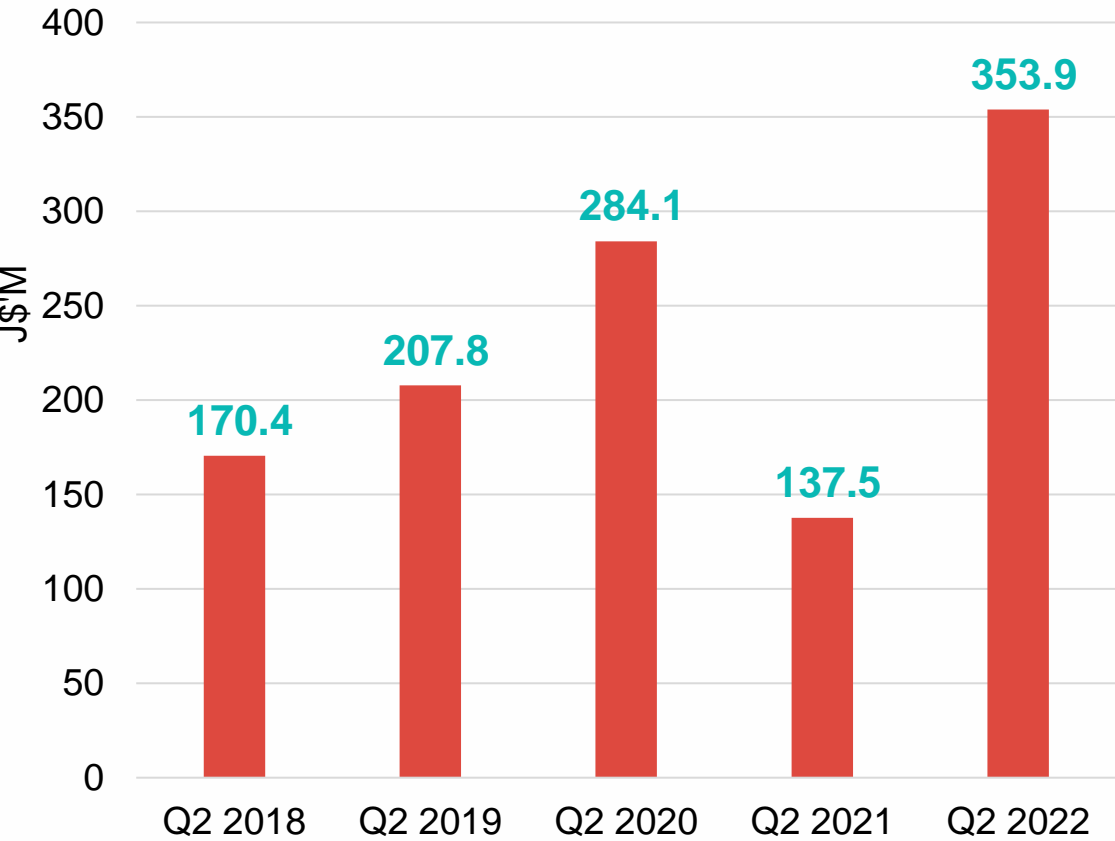


Operating Revenue Q2 2022

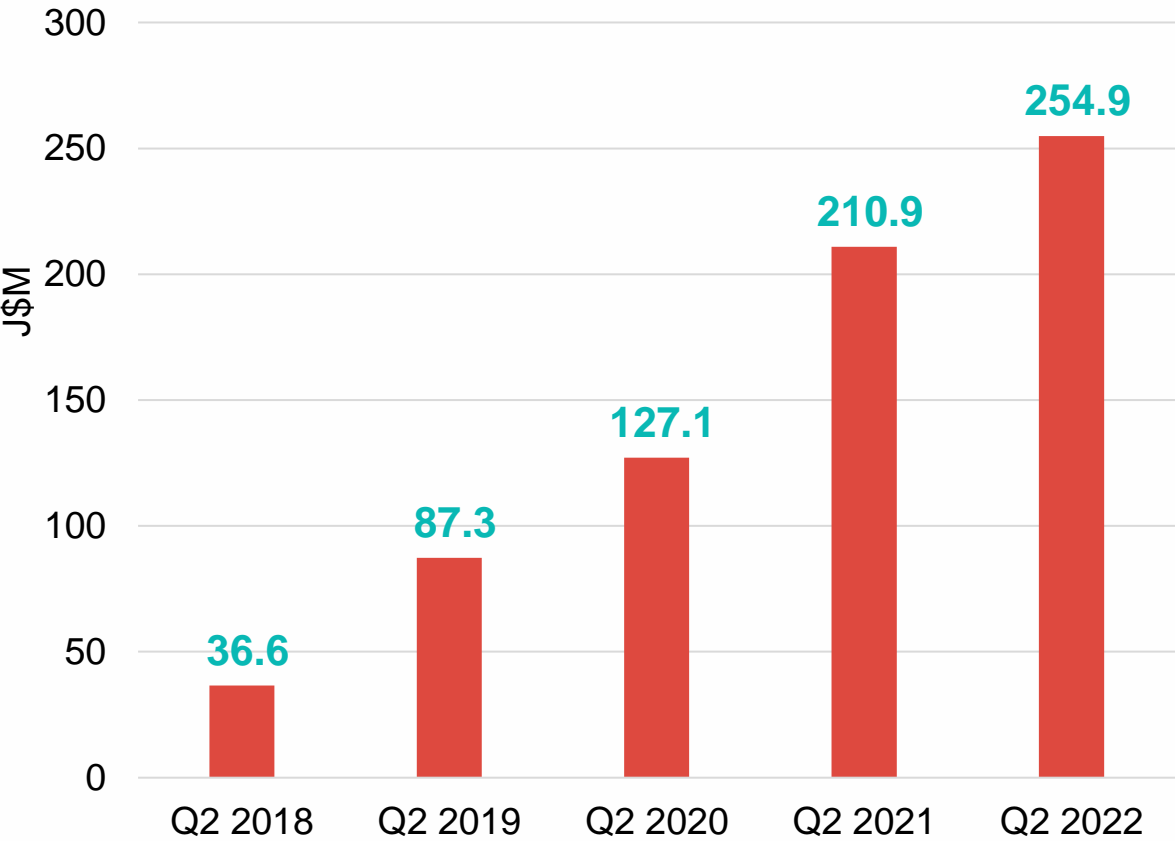


FINANCIAL HIGHLIGHTS

Net Fees and Commission

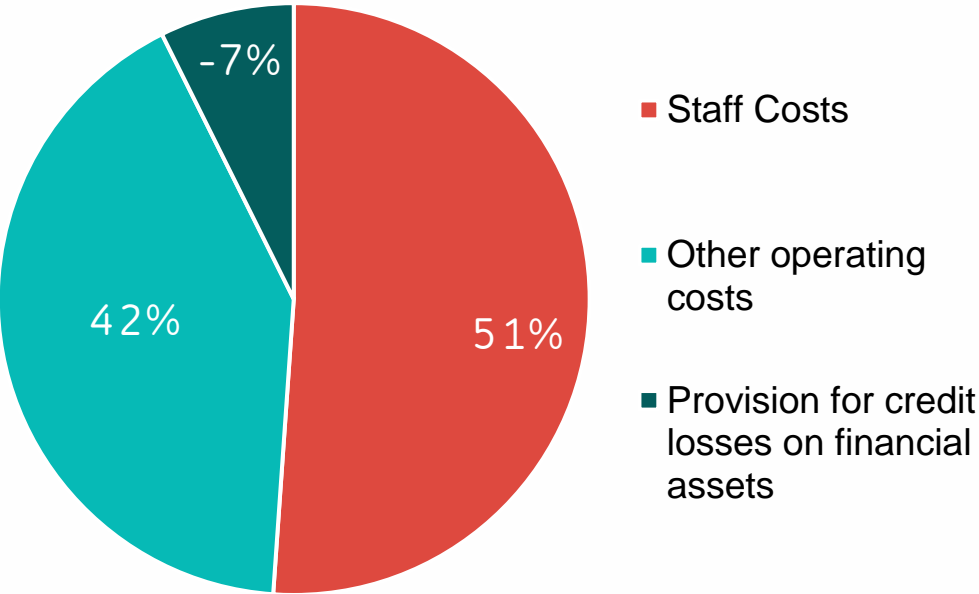


Gains on Investment Activites

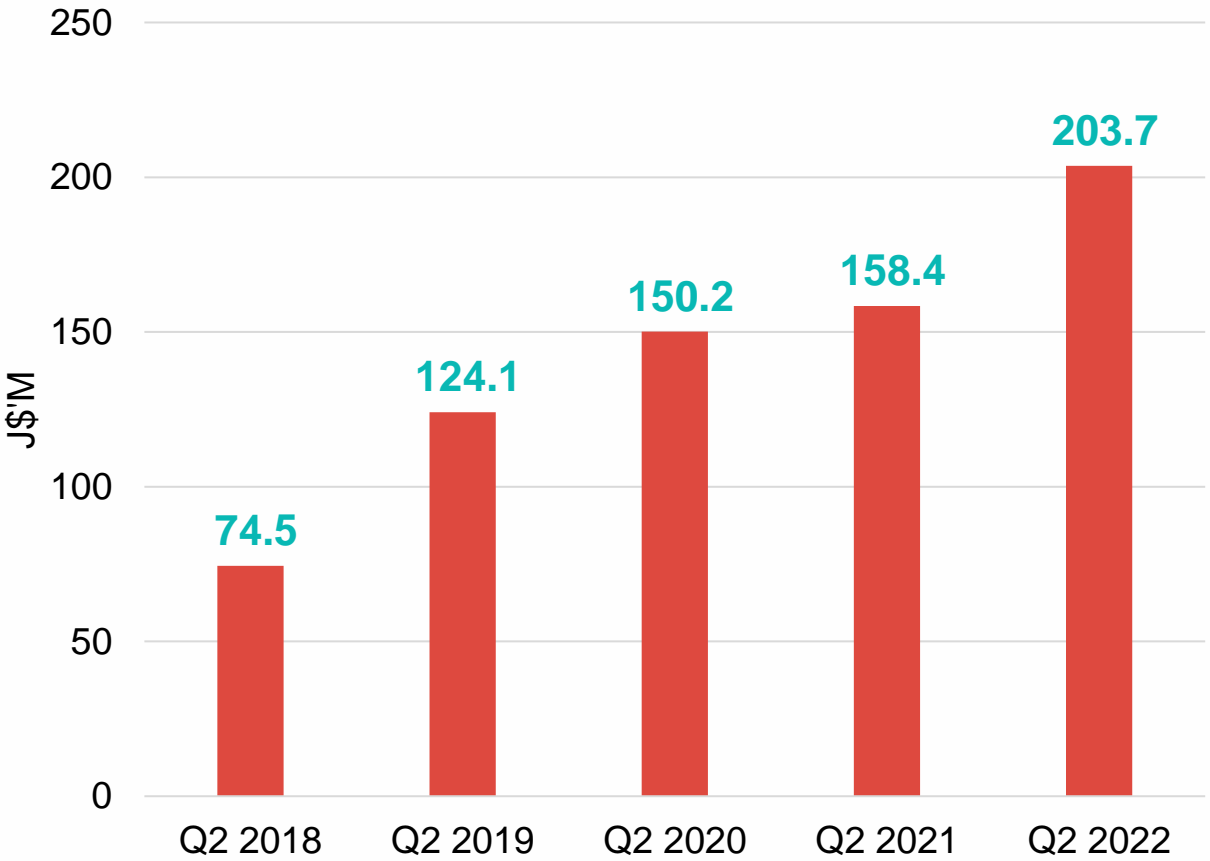


FINANCIAL HIGHLIGHTS

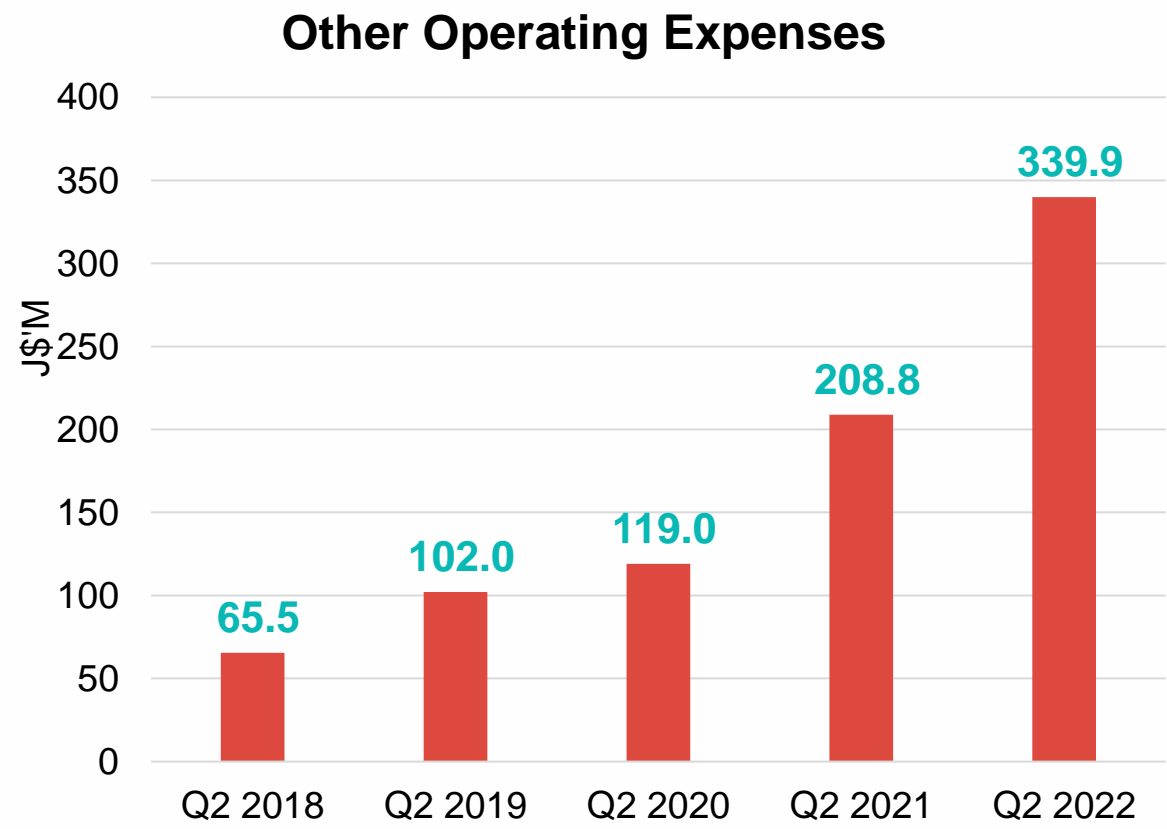
Share of Expenses Q2 2022



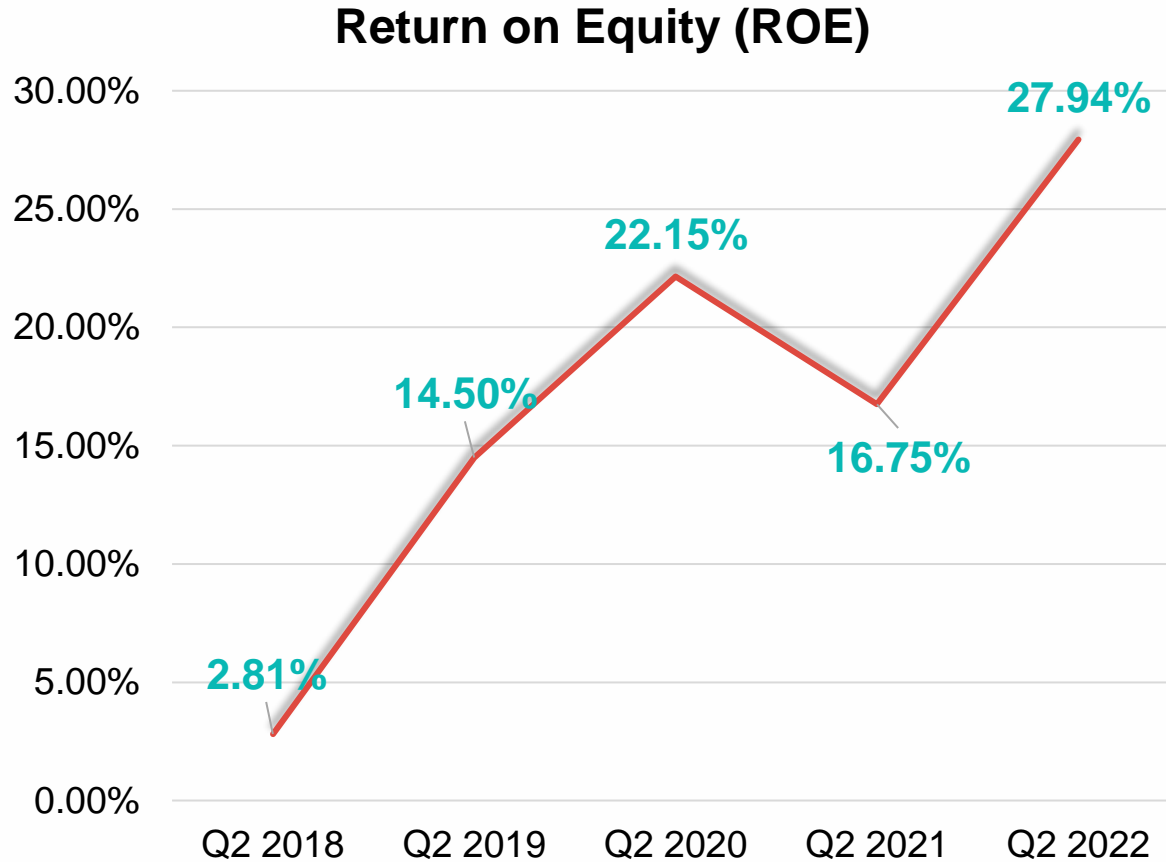
Staff Costs



FINANCIAL HIGHLIGHTS



FINANCIAL HIGHLIGHTS



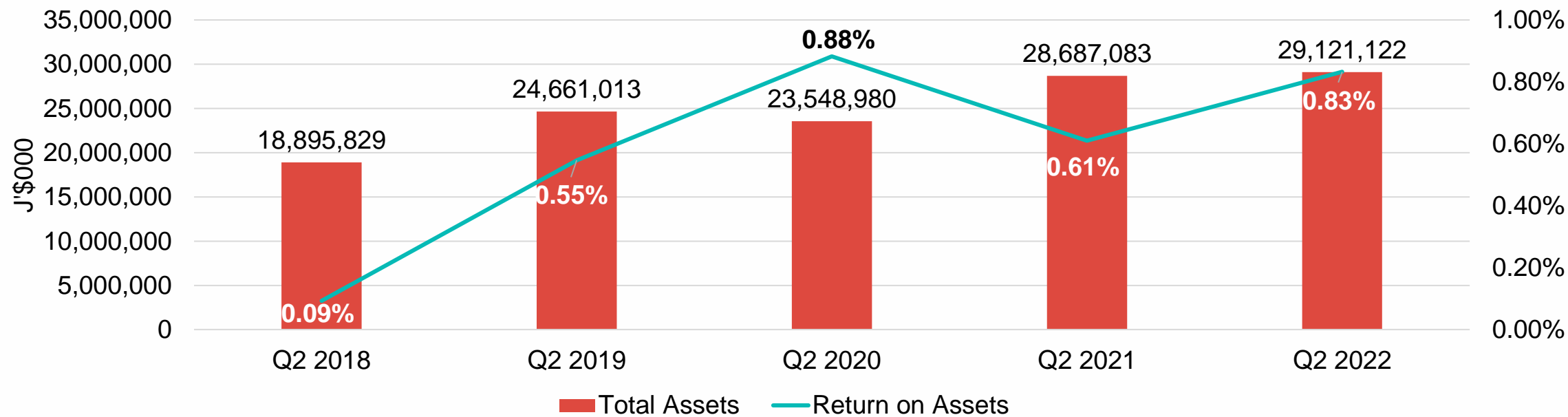
Capital Management

- VMIL remains aggressive towards capital management
- Medium-term management strategy

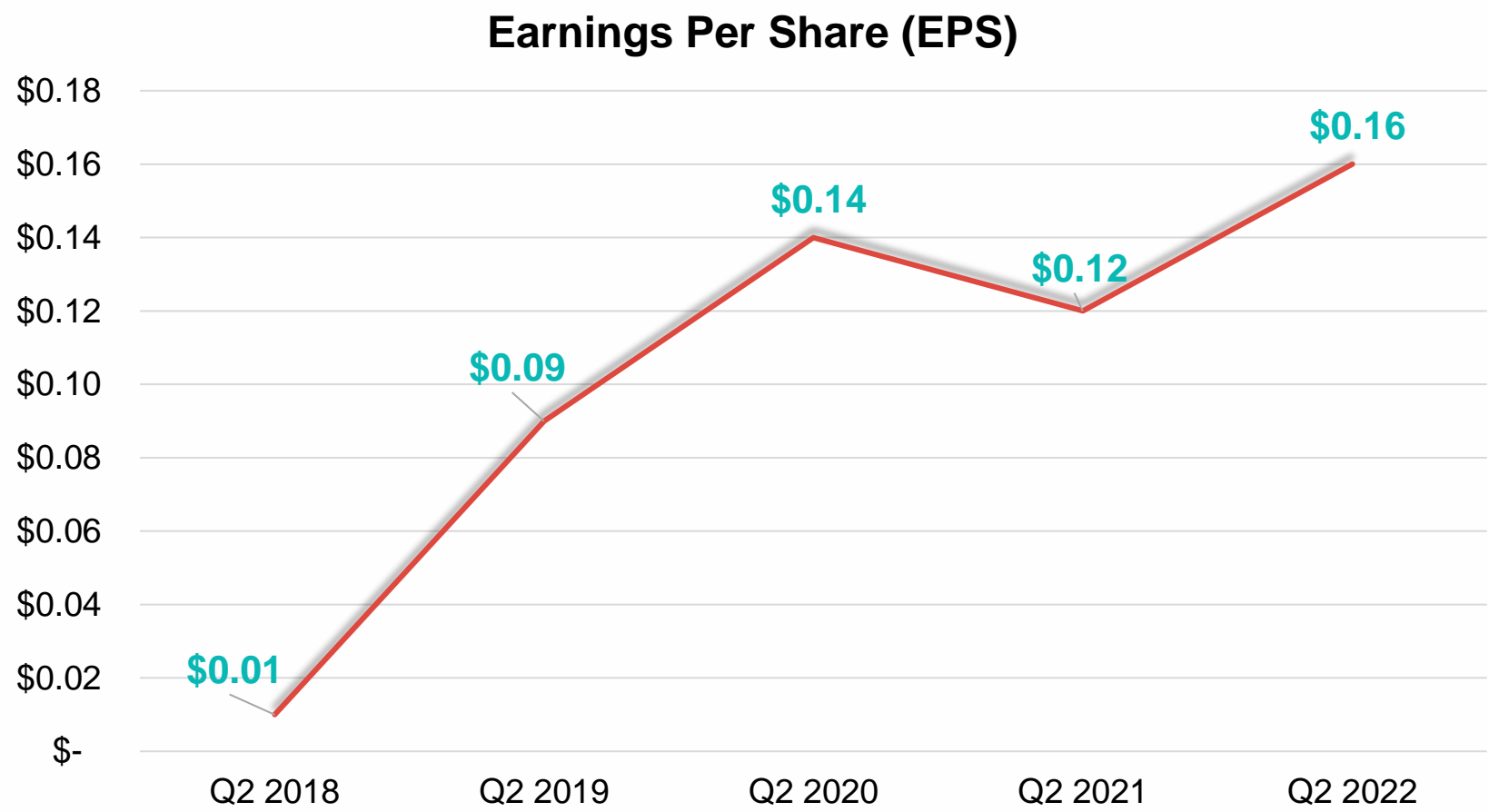
FINANCIAL HIGHLIGHTS

Total Assets grew 1.51%, even as we began de-risking our balance sheet

Total Assets



FINANCIAL HIGHLIGHTS



Strategic Outlook

REZ BURCHENSON, CEO

SEPTEMBER 14, 2022



VM Investments
Limited



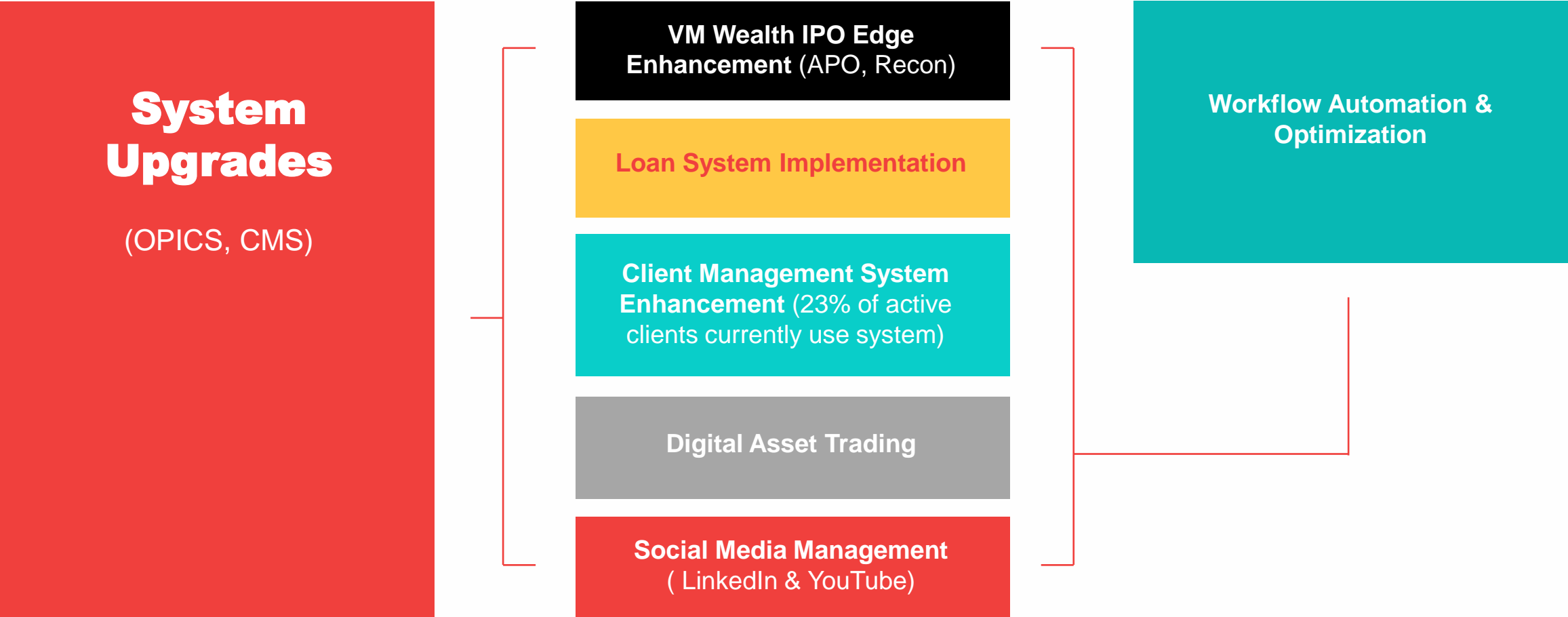
Transform Your Everyday.

Strategic Outlook – 2022 Initiatives

Initiatives	Status
Integration of Republic Funds	Three (3) rounds of regulatory approvals received from Jamaica/Barbados. Project on track
Private Equity Investments	Investments made in Home Choice, Formation of JASMEF
Online Financial Services – Wealth	Additional services to be rolled out through our Client Services Portal and trading of USD-JSE stocks available on JTrader. US stock trading on IB
Expanding our footprint in the real estate industry, through the Property Portfolio	BPO facility was closed in June, the yield is in excess of 7% in USD, with 7 years left on the lease
Investing in our people	Great Place to Work, VM University, High Performance, Caring Culture
Executing our ESG Framework for VMIL	ESG report included in our 2021 annual report 2021, which was the First in the Industry!

Strategic Outlook – 2022 Initiatives

Initiatives	BSC Quadrants
Integration of Republic Funds	Financial and Learning & Growth
Private Equity Investments	Financial and Learning & Growth
Online Financial Services – Wealth	Customer and Internal Processes
Expanding our footprint in the real estate industry, through the Property Portfolio	Financial and Learning & Growth
Investing in our people	Learning & Growth
Executing our ESG Framework for VMIL	Internal Processes



BUSINESS HIGHLIGHTS



Youth Empowerment

Rezworth Burchenson, CEO of VMIL presented the Breakthrough Artiste of the Year Award to Jo Benee Morris, with a \$50,000 VM Wealth Unit Trust gift certificate at the Jamaica Reggae Industry Association (JaRIA) 2022 Honour Awards, held in April. This was one in a series of activities throughout the year that our subsidiary, VM Wealth Management, will support financially and logistically as well as providing a focus on financial education and guidance to help Creatives thrive financially.

Financial Literacy

The VM WealthWise Podcast series resumed in Q2, with the broadcasting of seven (7) information packed episodes and guests such as Teasea Bennett, Owner, Reve Jewellery, Danielle Thompson, Founder, Nature my Therapy, and Trevanne Donegal-Porter, Executive Chef, S.E.A.R. 274. The podcast discusses all things wealth with experts and industry titans that help listeners become wiser about their wealth.



Environmental

VMIL, together with the VM Project Management Office (PMO), VM Foundation and HTG Engineering, conducted a beach cleanup along the Palisadoes strip in Kingston. (April 23, 2022)

VMIL also adopted the St. Toolies River in Clarendon and conducted a thorough cleanup of sections of the river with the help of the VM Foundation and VM Pensions Management. (June 4, 2022)



Our strategic initiatives will continue to focus on:

- Revenue diversification and growth
- Increasing our market share
- Sales and service excellence
- Talent engagement and retention
- Accelerating digitalization and automation
- Sustainable ESG framework

We remain committed to our 2028 vision of success!



VM Investments
Limited

Carilend



**VM Wealth
Management**
Limited



Never miss
another **IPO**
or **APO**.

Introducing **Wealth IPO Edge**,
VM Wealth's online portal enabling
investors to enjoy convenience and
ease when accessing IPOs and APOs.

Registration is easy, in a few simple
steps you will have access to the
latest offers on the stock market.



SCAN HERE



Let's get you started!



**VM Wealth
Management**
Limited

**Wealth IPO
EDGE**

Transform Your Everyday.



THANK YOU

► Questions and Answers

Transform Your Everyday.