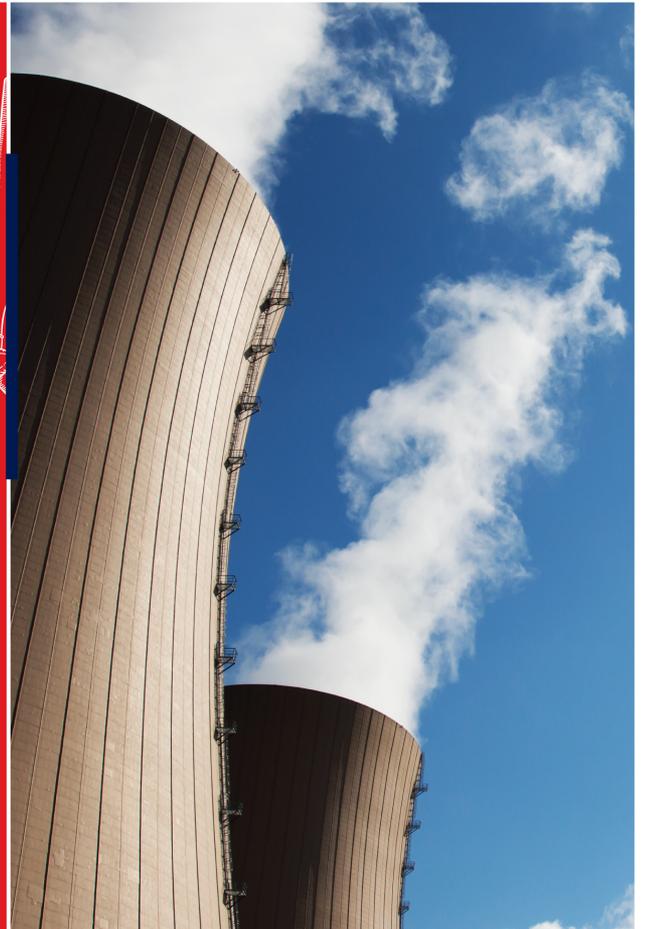
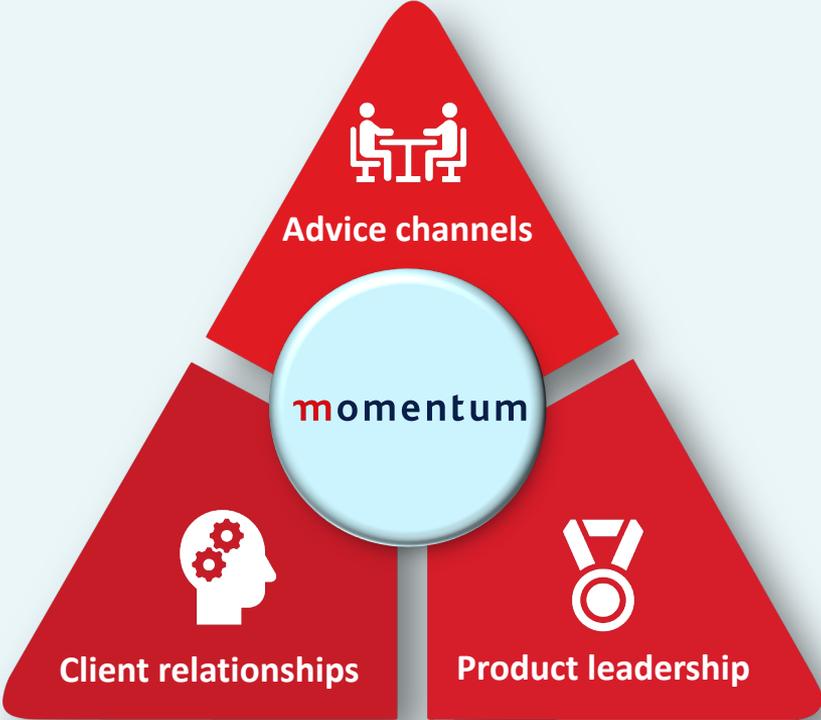




**Momentum retail:
Enabling digital-led
distribution**

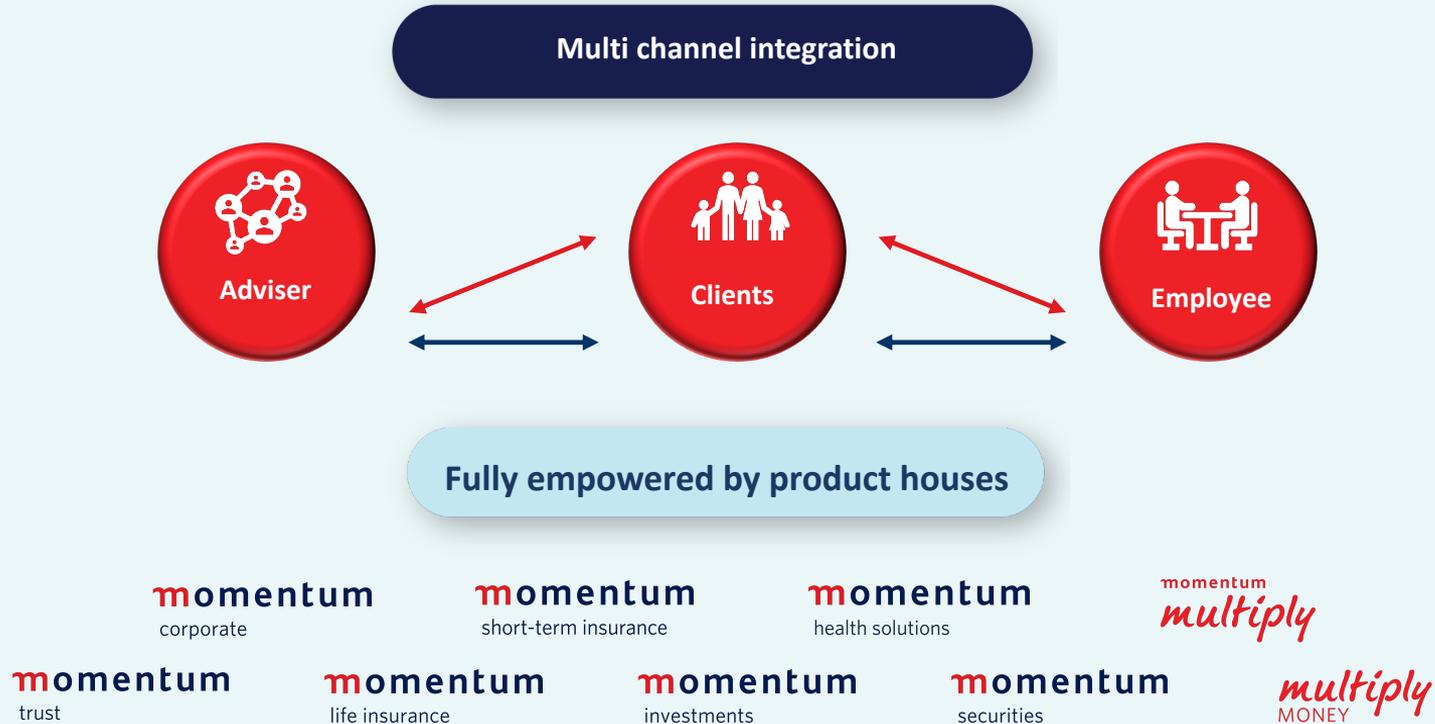
Johann Le Roux
CEO Momentum Life





Advice and digital working together

Connecting the digital ecosystem



Digital engagement demands a well-aligned business, systems and data architecture

Our strategic response: Reinvent and Grow



Channel focus

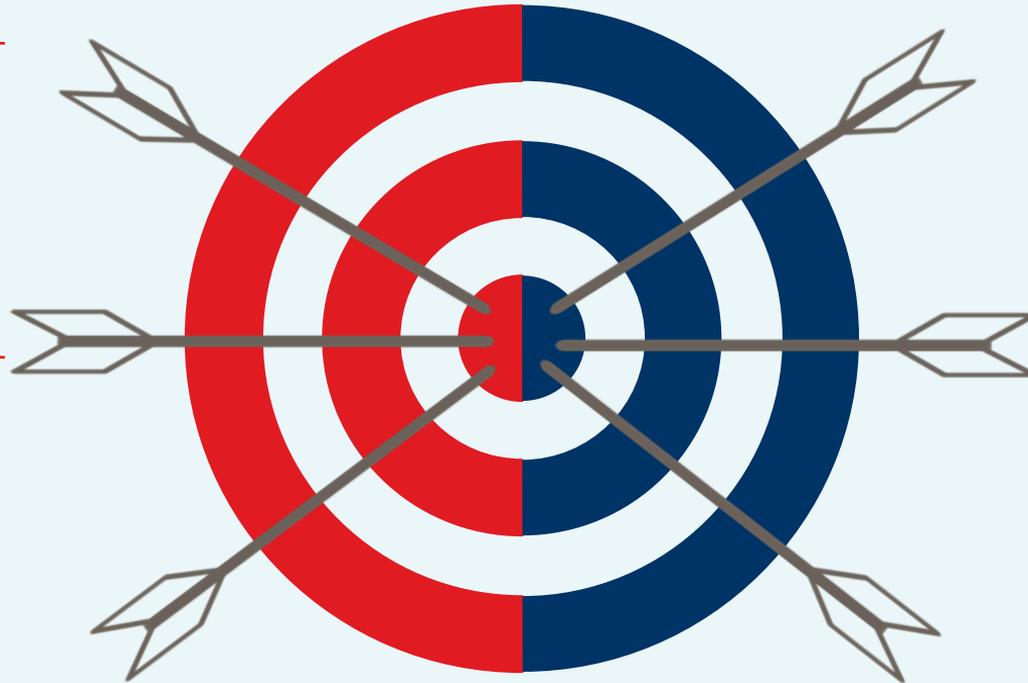
Product leadership

Digital processing
and service model

Finding growth

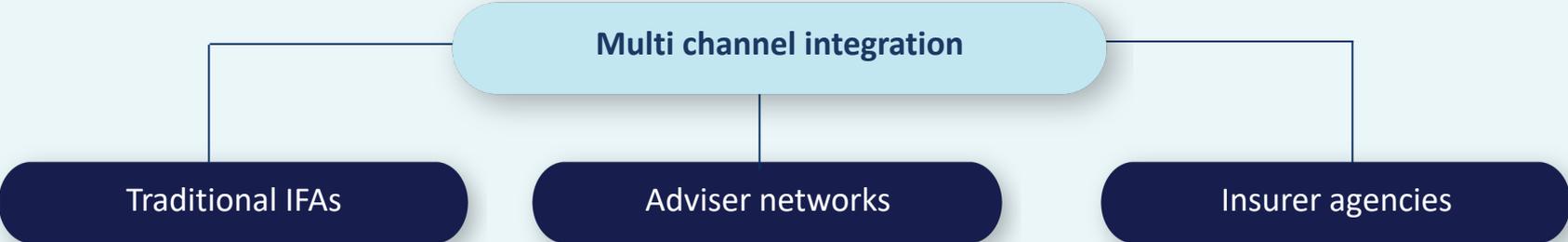
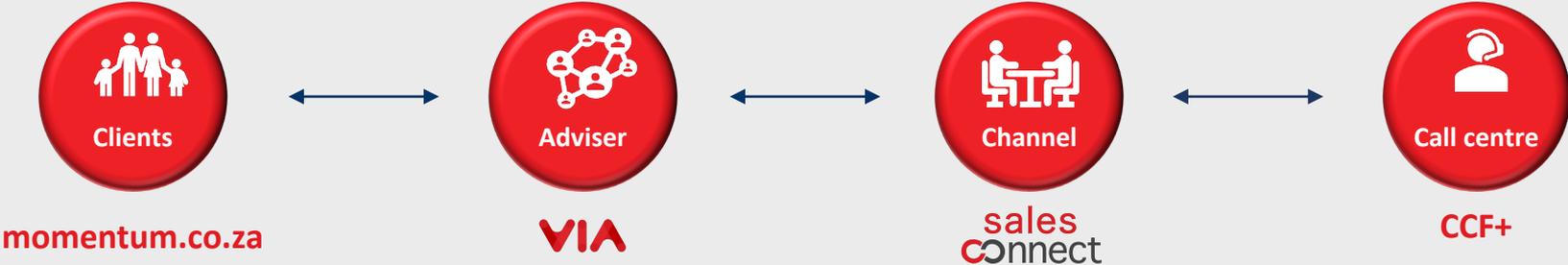
Legacy and
IT reset

Reporting and
analytics



Brand and culture

Channel focus in a digital context



Creating a consistent client and adviser experience



[Register an online profile](#)

Intermediary workspace

The solution components have been designed to ensure the ease of doing business in a consistent manner because they can be used across all products, advice and implementation processes, thereby improving the overall transparency and visibility on their client's activities.

Login

Already a user?

[Forgot password](#) or [forgot username](#)

Login

Features



Product leadership in a **digital context**

Onboarding and service innovation

Direct-to-consumer digital advice-led sales

Optimise the process value chain

Enhance CX through analytics

Digital underwriting capabilities

Vertical integration

In the future we build for digital first

Digital processing enhancing our service model



From contact centre
to decentralised
digital



Eliminate the
post-box



Process is
your product



Build once; connect
multiple platforms

Reinvent our service model

Finding growth – digital-driven leads flow

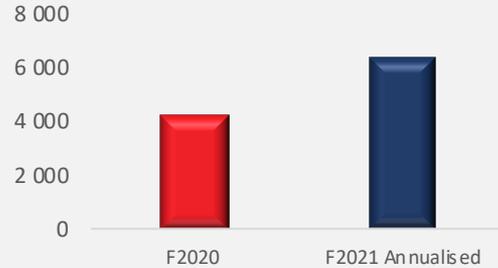


Online leads

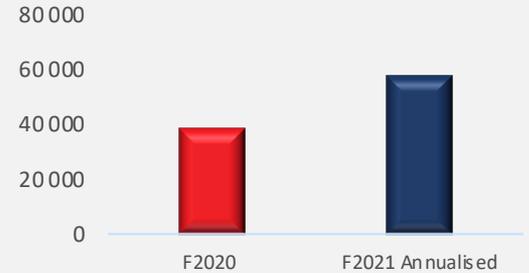
Momentum Life



Momentum Investments



Momentum Insurance



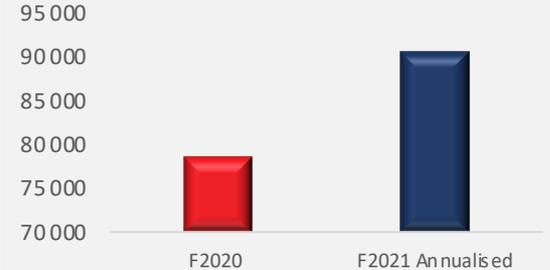
Momentum Financial Planning



Momentum Health



Momentum product houses



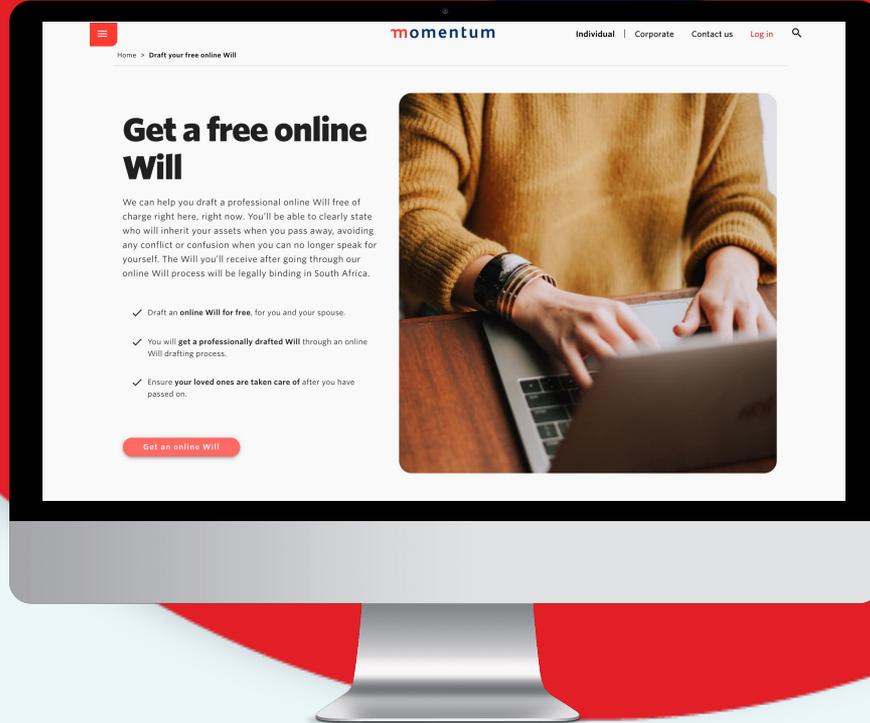
Digital-led sales

Finding growth – digital wills



More than
20 000
online visits

1 700 wills
in use



6 200 wills
drafted
since
launch

2/3 of
these
clients are
self-
fulfilling

Client-led digital change

Legacy and IT reset – coming of age



1

Reset business accountability

3

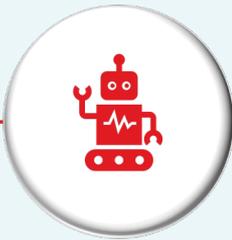
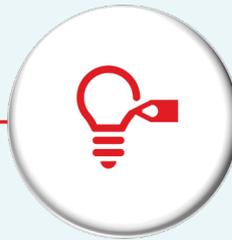
Establish a new delivery framework – new way of work

5

Switch off legacy systems

7

Streamlining quote engines in product houses



2

Re-configure IT governance forums

4

Reconfigure client data architecture and data warehouse structures

6

Leverage new IT infrastructure

8

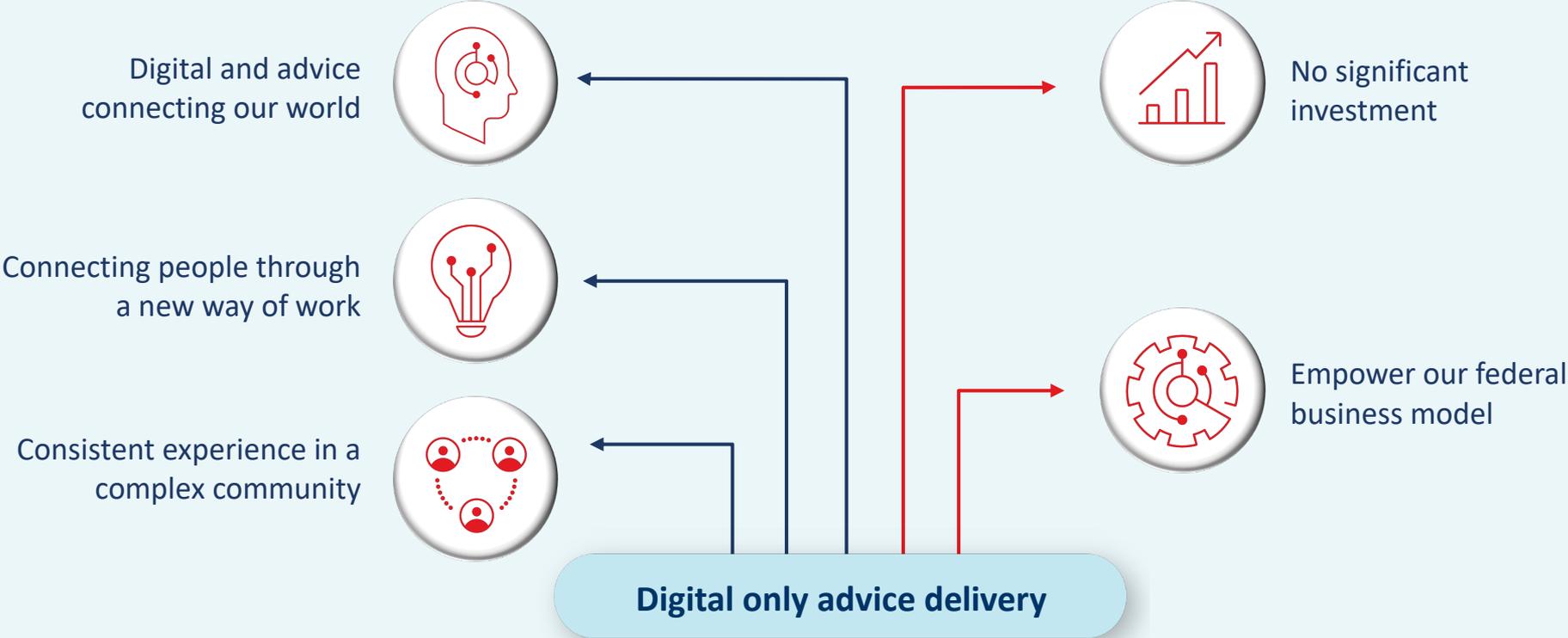
Everyone to build for VIA and client web and mobile

Digital as a connector



Playing together in this digital world

Driving digital the Momentum way



“ THIS IS THE
MOMENTUM
WAY”



Thank you

momentum

Here for your journey to success