








































02 Strategic Performance continued

Strategic report











Create a platform for growth

									
Strategic initiative	60 – 100% delivered	30 – 60% delivered	<30% delivered	60 – 100% delivered	30 – 60% delivered	<30% delivered	60 – 100% delivered	30 – 60% delivered	<30% delivered
Leverage and expand existing network of Business Partners and customer real estate									
Leverage existing product and service offerings									
Expand into new products and services and customer bases									
Identify new strategic partners									
2018									
	2019			2020			2021		











Create capacity

									
Strategic initiative	60 – 100% delivered	30 – 60% delivered	<30% delivered	60 – 100% delivered	30 – 60% delivered	<30% delivered	60 – 100% delivered	30 – 60% delivered	<30% delivered
Create a people centric organisation									
Advance measurements and data collection									
Implement automation in key areas									
Improve internal process management									
Review and refine operating models									
2018									
	2019			2020			2021		







Improve B-BBEE profile

									
Strategic initiative	60 – 100% delivered	30 – 60% delivered	<30% delivered	60 – 100% delivered	30 – 60% delivered	<30% delivered	60 – 100% delivered	30 – 60% delivered	<30% delivered
Develop and implement comprehensive B-BBEE plans									
2018									

Grow the Group

									
Strategic initiative	60 – 100% delivered	30 – 60% delivered	<30% delivered	60 – 100% delivered	30 – 60% delivered	<30% delivered	60 – 100% delivered	30 – 60% delivered	<30% delivered
Deliver bolt-on acquisitions at subsidiary company level									
2018									

Elevate the Huge Brand

									
Strategic initiative	60 – 100% delivered	30 – 60% delivered	<30% delivered	60 – 100% delivered	30 – 60% delivered	<30% delivered	60 – 100% delivered	30 – 60% delivered	<30% delivered
Understand the ability to expand the Huge brand in the business community									
2018	