



PSG GROUP LIMITED

28 February 2018

Results Presentation

Piet Mouton

CEO

April 2018

DNA of PSG Group

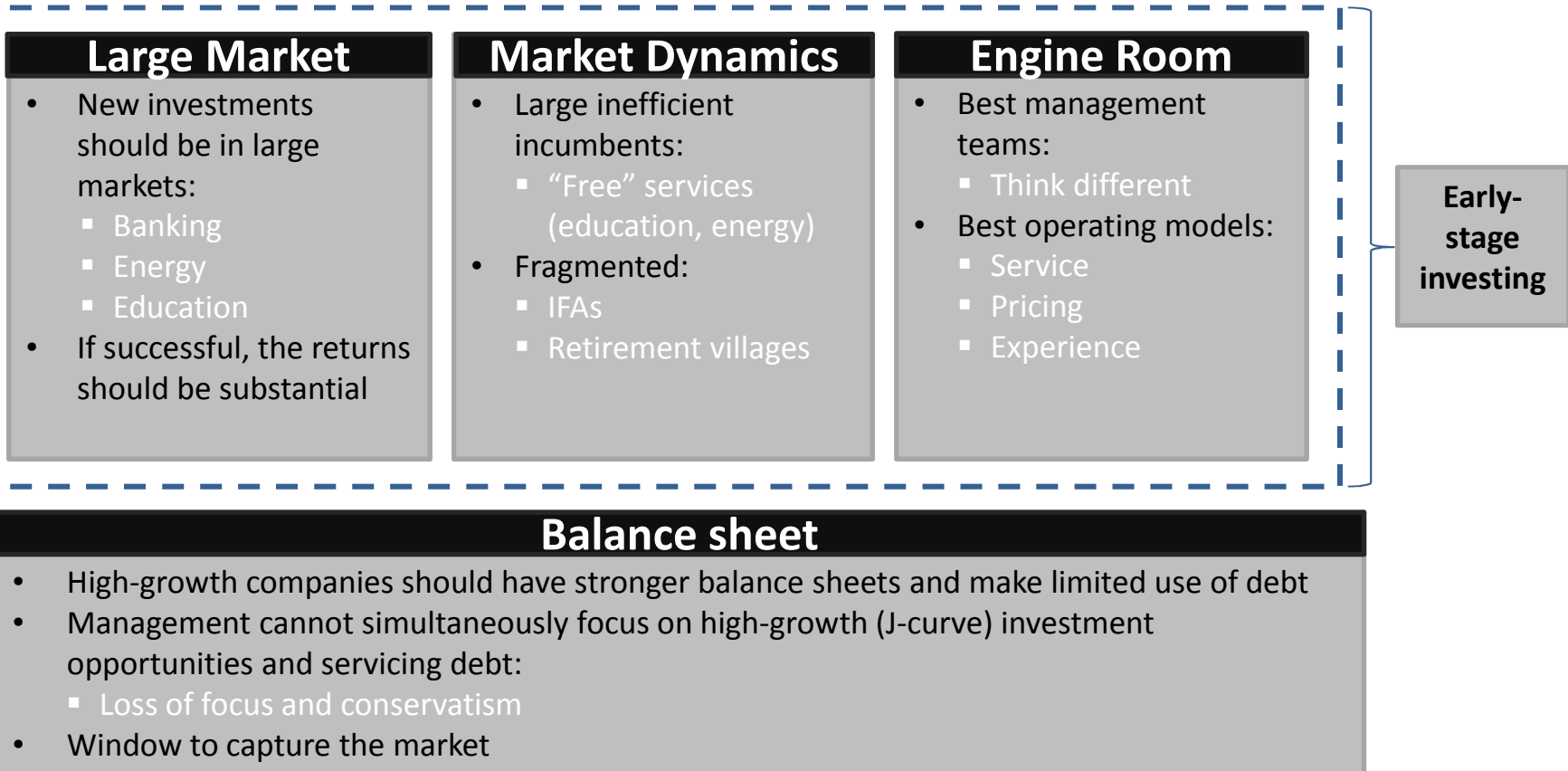
Financial	Education	Food & Agri
<ul style="list-style-type: none">• Capitec• PSG Konsult	<ul style="list-style-type: none">• Curro• Stadio• FutureLearn• ITSI• <i>CSI projects</i>	<ul style="list-style-type: none">• Zeder<ul style="list-style-type: none">▪ Pioneer Foods▪ Capespan▪ Zaad▪ Kaap Agri▪ Agrivision▪ Quantum Foods

PSG has been good at **early-stage investments** – building businesses

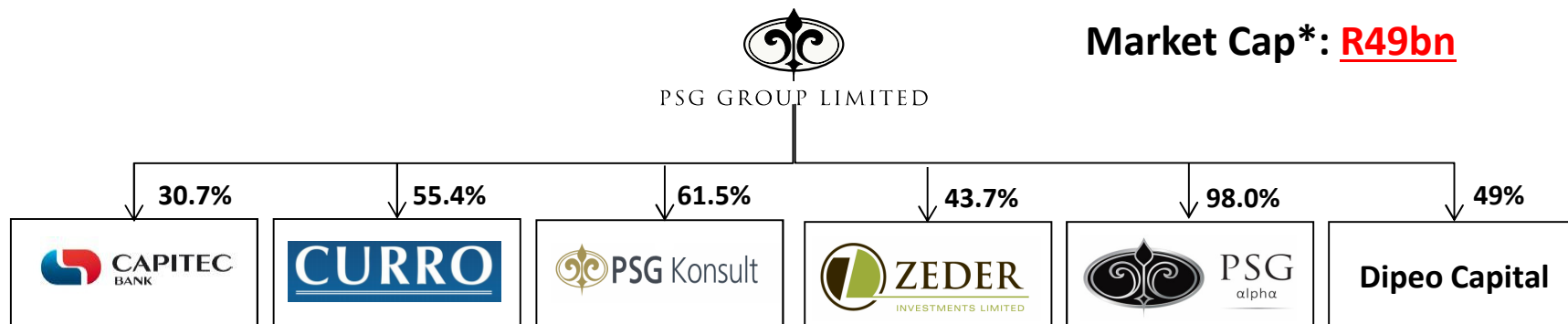
Use **PSG Alpha** to find new growth investments



Our investment philosophy






PSG Group structure



** Market capitalisation as at 13 April 2018*

Growth potential – low market share, low gearing

	 CAPITEC BANK	 PSG Konsult	 CURRO
Best management team *	✓✓✓	✓✓✓	✓✓✓
Low market share	~2.4% of total consumer credit market	<ul style="list-style-type: none"> • <5% of wealth mgmt • <2% of asset mgmt • <3% of short-term insurance 	~0.4% of school-going learners
Ability to grow market share	✓✓✓	✓✓✓	✓✓✓
Low gearing	<ul style="list-style-type: none"> • 36% CAR • R39bn cash and other liquid assets on B/S 	Debt to Equity: 4.3%	Debt to Equity: 48%

* Relative to competitors in the specific industry – subjective opinion

➤ *PSG has R1bn cash available for further investments*

Sum-of-the-parts (SOTP)

Asset/Liability	29 Feb 2016 Rm	28 Feb 2017 Rm	28 Feb 2018 Rm	Share of total	Five year CAGR [#]
Capitec*	16 820	25 727	29 540	51%	35%
Curro* (incl. Stadio until unbundling in Oct 2017)	9 773	11 180	7 987	14%	13%
PSG Konsult*	5 441	6 084	7 048	12%	25%
Zeder*	2 815	5 398	4 823	8%	14%
PSG Alpha (incl. Stadio since unbundling in Oct 2017)	1 367	1 909	5 201	9%	29%
Stadio*			2 379		
Other investments ⁺	1 367	1 909	2 822		
Dipeo ⁺	557	812	535	1%	
Other assets	5 868	3 586	2 603	5%	
Cash [^]	2 895	1 513	1 000		
Pref investments and loans receivable [^]	1 335	2 002	1 558		
PSG Corporate ⁺⁺	1 510				
Other [^]	128	71	45		
Total assets	42 641	54 696	57 737	100%	
Perpetual pref funding*	(1 309)	(1 350)	(1 278)		
Other debt [^]	(949)	(949)	(949)		
Total SOTP value	40 383	52 397	55 510		
Shares in issue (net of treasury shares) (m)	216.3	217.5	217.5		
SOTP value per share (R)	186.67	240.87	255.17		29%
Share price (R)	173.69	251.43	217.50		29%
<p>* Listed on the JSE Ltd ⁺ SOTP value ⁺⁺ Valuation [^] Carrying value</p> <p>[#] Based on share price/SOTP value per share</p> <p>Note: PSG's live SOTP is available at www.psggroup.co.za</p>					

PSG Group's gearing and interest cover

	28 Feb 2018
Gearing* (based on PSG Group's consolidated balance sheet NAV)	13.0%
Gearing* (based on PSG Group's SOTP value)	4.0%
Interest cover**	4.7x

** Incl. perpetual pref funding at MV*

*** Calculated using free cash flow*

Conclusion:

- PSG Group is conservatively geared (prudent approach given market uncertainty following downgrade, etc.)
- Has significant capacity for further debt if needed



Recurring headline earnings (RHE) to recurring earnings (RE)

RHE	
	Headline earnings*
Remove	MTMs (after-tax)
Remove	Once-off items (after-tax)
Add	Proportional earnings (after-tax) of MTM investments
=	Recurring headline earnings

RE	
	Headline earnings*
Remove	MTMs (after-tax)
Remove	Once-off items (after-tax)
Add	Proportional earnings (after-tax) of MTM investments
Add	Non-headline FV adjustments on Evergreen's investment property (after-tax)
=	Recurring earnings

* As per SAICA headline earnings circular

Rationale:

- Evergreen's financial performance is predominantly measured with reference to the FV adjustments recognised on its investment property (*non-headline* i.t.o. IFRS)
- With Evergreen being a sizeable investment, it is necessary to include such FV adjustments to provide management with a realistic measure to evaluate the group's earnings performance.

Recurring earnings

	29 Feb 2016	28 Feb 2017	Change	28 Feb 2018
	Rm	Rm	%	Rm
Capitec	989	1 164		1 369
Curro (<i>incl. Stadio until unbundling in Oct 2017</i>)	58	96		110
PSG Konsult	254	300		348
Zeder	212	275		205
PSG Alpha (<i>incl. Stadio since unbundling in Oct 2017</i>)	113	133		172
Dipeo	(28)	(20)		(56)
PSG Corporate	69	29		(7)
Other (<i>mainly pref div income</i>)	101	112		136
Recurring earnings before funding	1 768	2 089	9	2 277
Funding (<i>net of interest income</i>)	(148)	(104)		(135)
Recurring earnings	1 620	1 985	8	2 142



Headline earnings

	29 Feb 2016	28 Feb 2017	Change	28 Feb 2018
	Rm	Rm	%	Rm
Recurring earnings	1 620	1 985	8	2 142
Non-recurring items	(250)	160		(186)
Headline earnings	1 370	2 145	(9)	1 956
Non-headline items	113	17		(42)
Attributable earnings	1 483	2 162	(11)	1 914
Non-recurring items comprise:				
Unrealised fair value (losses) / gains on Diepo's investment portfolio	(170)	187		(131)
Other	(80)	(27)		(55)
	(250)	160		(186)

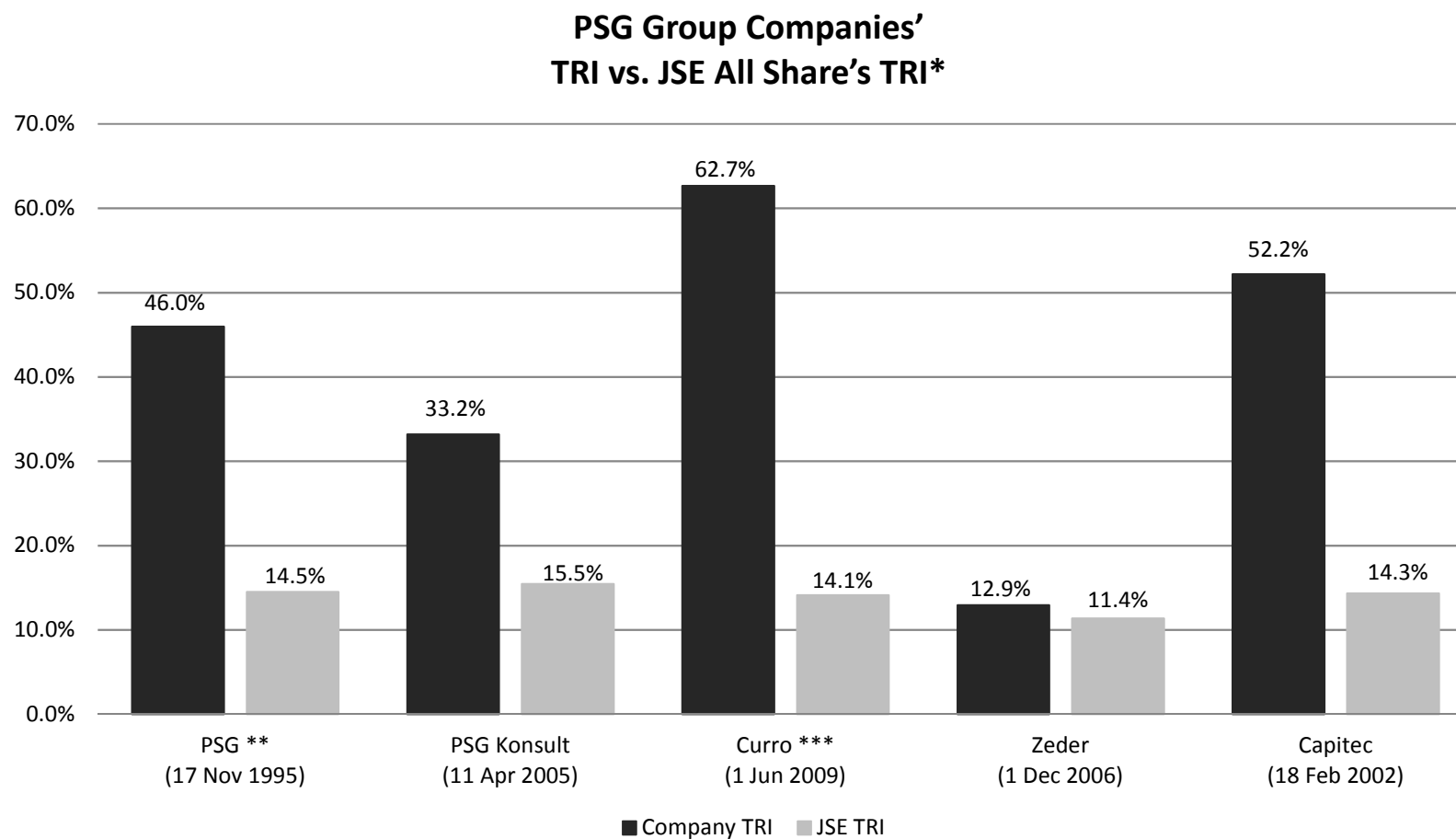


Per-share stats

	29 Feb 2016	28 Feb 2017	% <i>Change</i>	28 Feb 2018
Weighted average number of shares in issue (net of treasury shares) (m)	205.7	214.2	1	215.5
Earnings per share (R)				
- Recurring	7.88	9.27	7	9.94
- Headline	6.66	10.01	(9)	9.08
- Attributable	7.21	10.09	(12)	8.88
Dividend per share (R)	3.00	3.75	11	4.15



Long-term performance: Total Return Index (TRI)



* Measured since the respective dates noted until 28 February 2018

** Capitec unbundling in November 2003 treated as a dividend

*** Stadio unbundling in October 2017 treated as if shareholder retained shares



PSG GROUP LIMITED

Benchmarking: TRI measured in Rand

TRI

Company	1 year*	3 years*	5 years*
PSG Group	(12%)	18%	31%
Capitec	16%	28%	37%
Curro	(5%)	14%	23%
PSG Konsult	18%	8%	27%
Zeder	(12%)	(4%)	15%
Pioneer Foods	(18%)	(3%)	14%
JSE Alsi	17%	6%	11%

* CAGR

Ranking

Company	1 year*	3 years*	5 years*
PSG Group	6	2	2
Capitec	3	1	1
Curro	4	3	4
PSG Konsult	1	4	3
Zeder	5	7	5
Pioneer Foods	7	6	6
JSE Alsi	2	5	7

- All our major group companies outperformed the JSE over 5 years
- The tough agribusiness cycle resulted in Pioneer Foods and Zeder underperforming the JSE over 1 and 3 years
- PSG Group, Capitec and Curro underperformed the JSE over 1 year



PSG GROUP LIMITED

Benchmarking: TRI measured in USD

TRI

Company	1 year*	3 years*	5 years*
PSG Group	(3%)	18%	24%
Capitec	29%	28%	30%
Curro	5%	14%	17%
PSG Konsult	31%	8%	21%
Zeder	(2%)	(5%)	9%
Pioneer Foods	(9%)	(5%)	8%
MSCI EM	31%	9%	5%

* CAGR

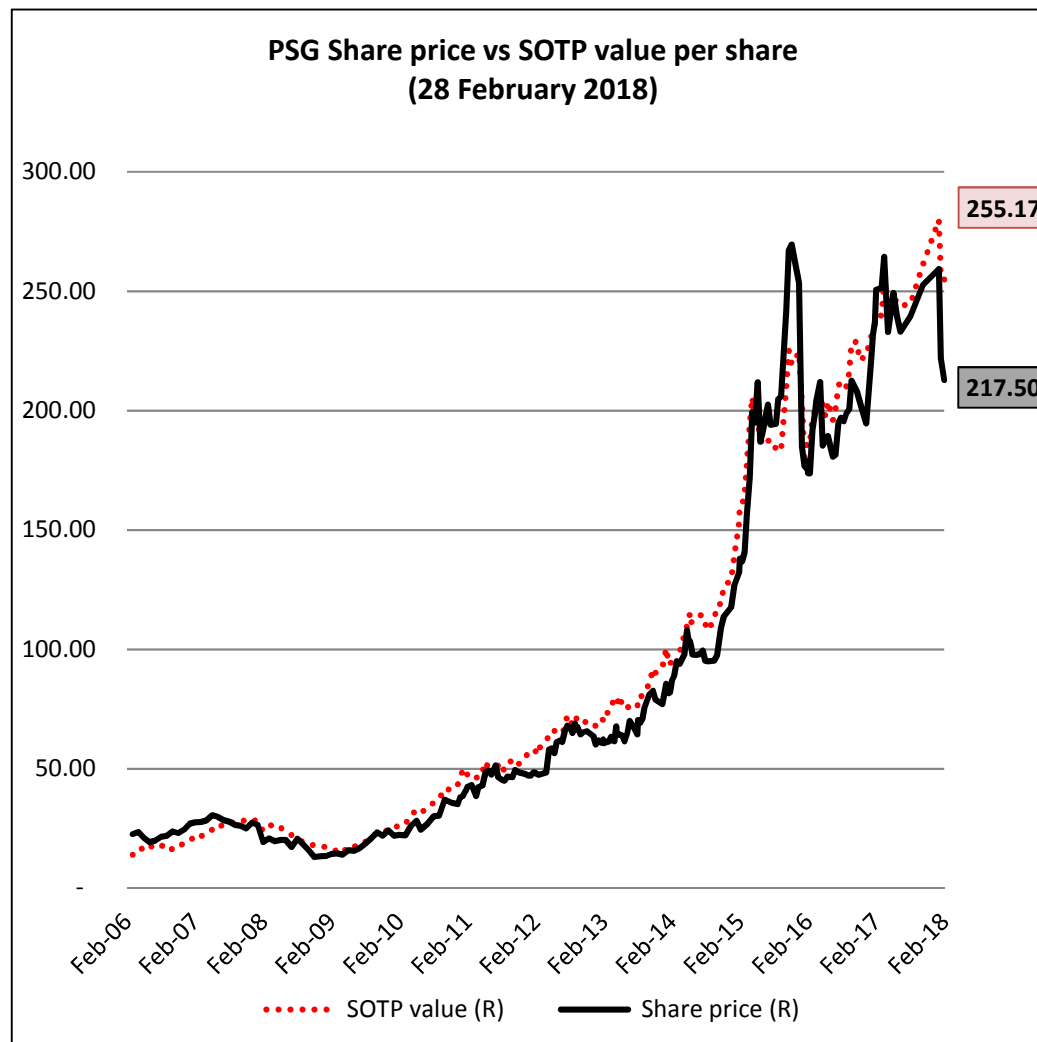
Ranking

Company	1 year*	3 years*	5 years*
PSG Group	6	2	2
Capitec	3	1	1
Curro	4	3	4
PSG Konsult	1	5	3
Zeder	5	6	5
Pioneer Foods	7	7	6
MSCI EM	2	4	7

- Solid performance by our major group companies in USD terms with the majority outperforming the MSCI EM Index over the 3- and 5-year periods
- PSG Group, Capitec, Curro, Zeder and Pioneer Foods underperformed the MSCI EM Index over the 1-year period



PSG Group share price vs SOTP value per share



Discount

Latest *discount* ~10%
12-month average *discount* ~5%

Liquidity (per annum)

Feb 2018	68%
Feb 2017	30%
Feb 2016	47%
Feb 2015	17%
Feb 2014	10%
Feb 2013	13%
Feb 2012	8%

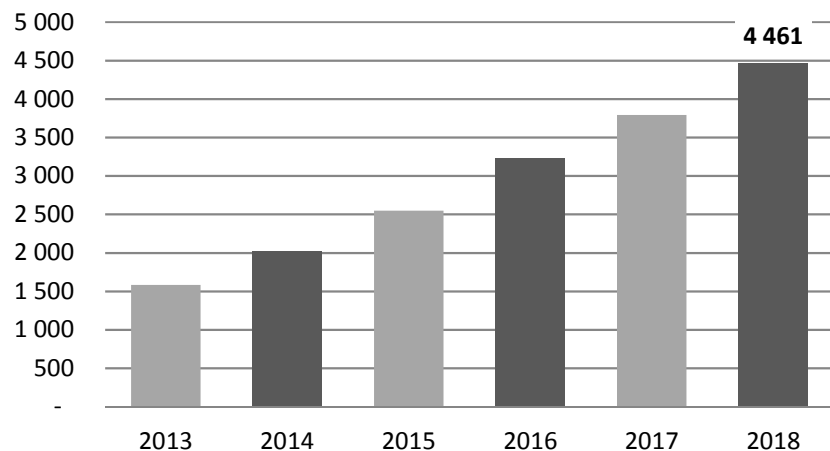




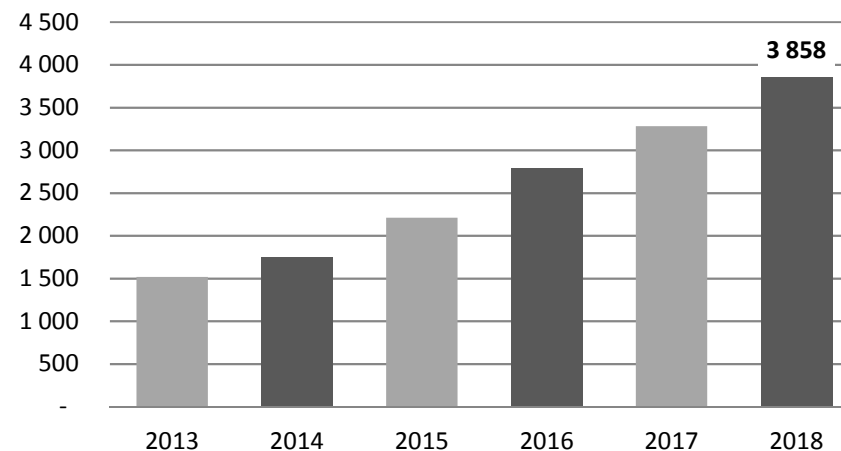
Key financials



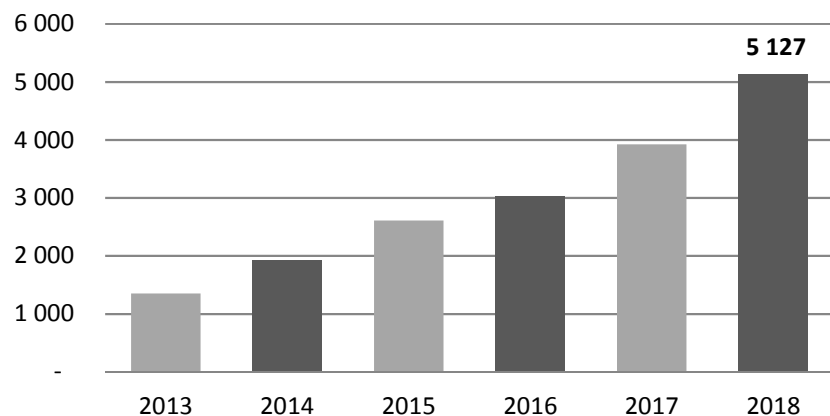
Headline earnings (Rm)



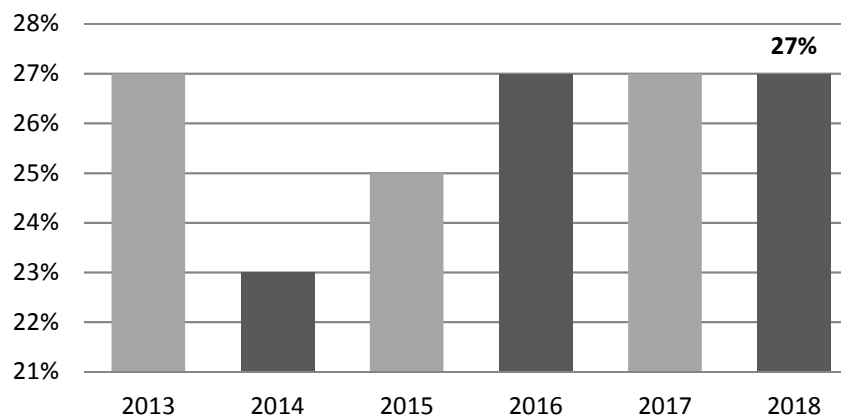
Headline earnings per share (cents)



Net transaction fee income (Rm)



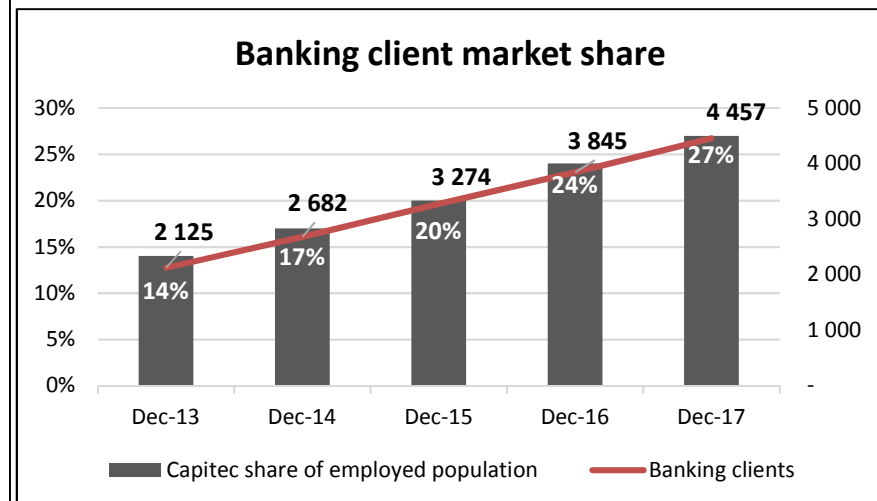
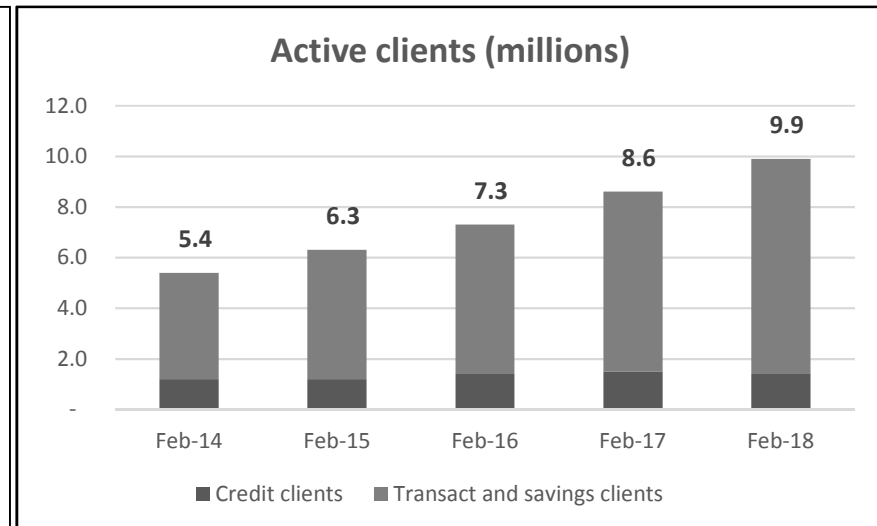
Return on equity



Key metrics



- Past year:
 - Total clients **↑1.3m to 9.9m**
 - Higher income clients (>R15k pm) up **28%**
- Increased distribution since Feb 17:
 - Branches **↑30 to 826**
 - ATMs & DNRs **↑621 to 4,645**
- Transaction growth:
 - Transaction fee income **↑31% to R5.1bn**
 - Cellphone and internet transactions **↑37%**
 - Total number of transactions **↑27%**



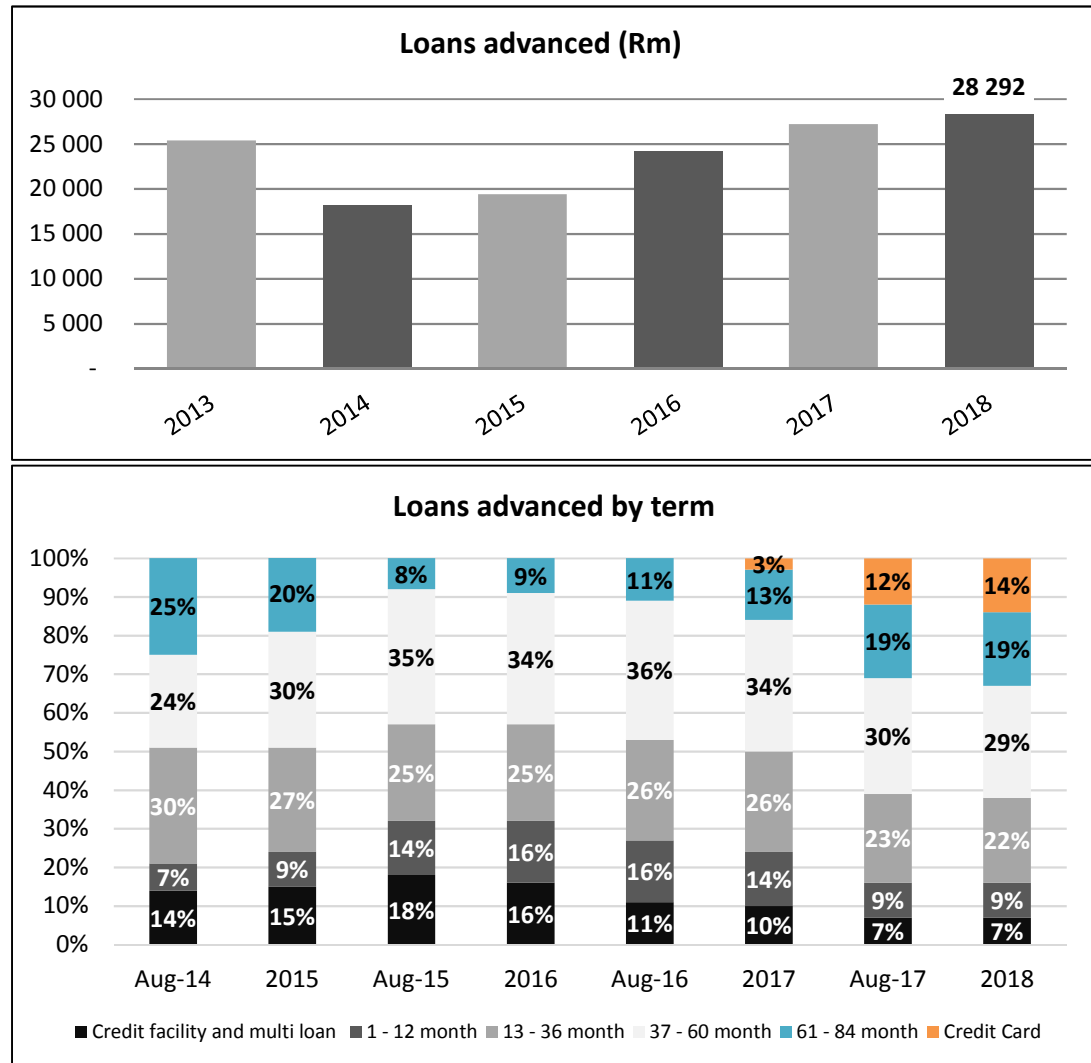
Credit

➤ Improved solution:

- More personalised credit offering
- Better interest rate options based on affordability
- Reduced pricing:
 - Minimum rate: **12.9%**
- Cut back on credit granted to employees of small companies/lower income earners

➤ Resulting in:

- **R28.3bn** worth of loans granted during the year
- Average size of new loans >6m
↑21% to R32,133



Credit

➤ Stricter granting criteria:

- Only **80%** of variable income recognised per NCA requirement
- **30%** higher living expense requirement per NCA

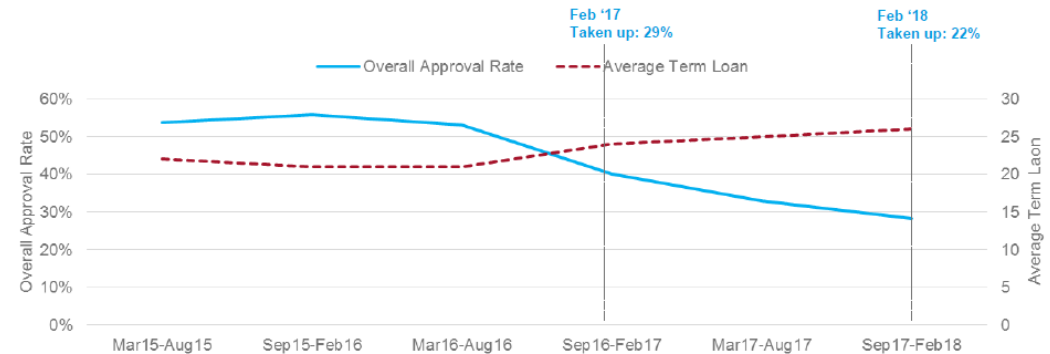
➤ Qualified for 48 months or more:

- **33%** of clients take up shorter term loans
- **45%** of clients take up lower value loans
- **31%** of all loans granted pay interest rate below **20.5%**

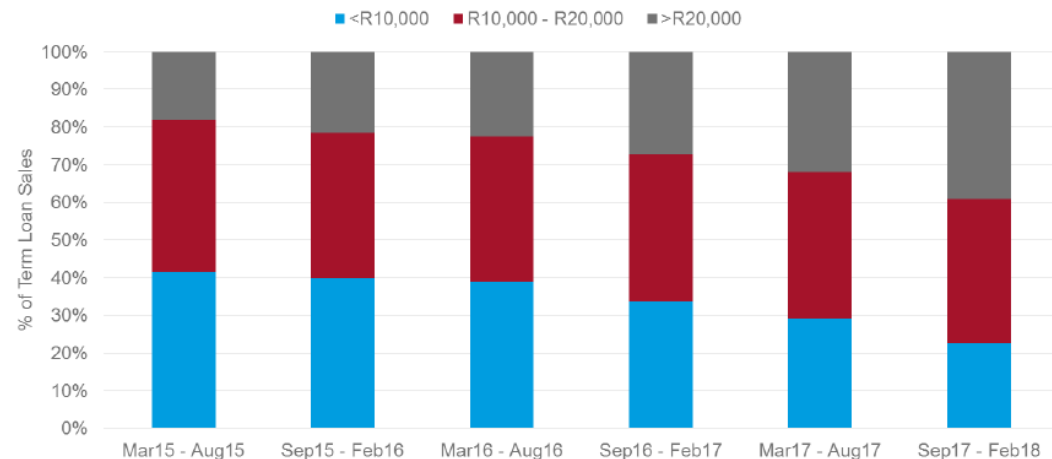
➤ Resulting in:

- Improvement in arrears book and provisions

Stricter granting criteria



Focus on higher income market (gross income)



Credit card



- Credit card client mix: **5%** new banking clients, **22%** new credit clients
- Largest portion of client base is higher income earners
- **1.9%** market share of credit card balances
- **27%** share of new credit cards granted
- Performing better than business case
- Model updated based on own experience



Credit



		Feb-16	Feb-17	Feb-18
Gross loans and advances (GLA)	Rm	40,891	45,135	47,642
Loans past due (arrears)	Rm	2,297	2,855	2,700
Arrears to gross loans and advances		5.6%	6.3%	5.7%
Arrears rescheduled < 6 months	Rm	1,542	1,583	1,277
Arrears and arrears rescheduled < 6 months to GLA		9.4%	9.8%	8.3%
Rescheduled from up-to-date < 6 months	Rm	1,818	1,088	1,085
Arrears and all rescheduled < 6 months to GLA		13.8%	12.2%	10.6%
Provision for doubtful debts	Rm	5,131	5,930	5,828
Provision for doubtful debts to GLA		12.5%	13.1%	12.2%
Arrears coverage ratio		223%	208%	216%
Arrears and arrears rescheduled < 6 months coverage ratio		134%	134%	147%
Arrears and all rescheduled < 6 months coverage ratio		91%	107%	115%



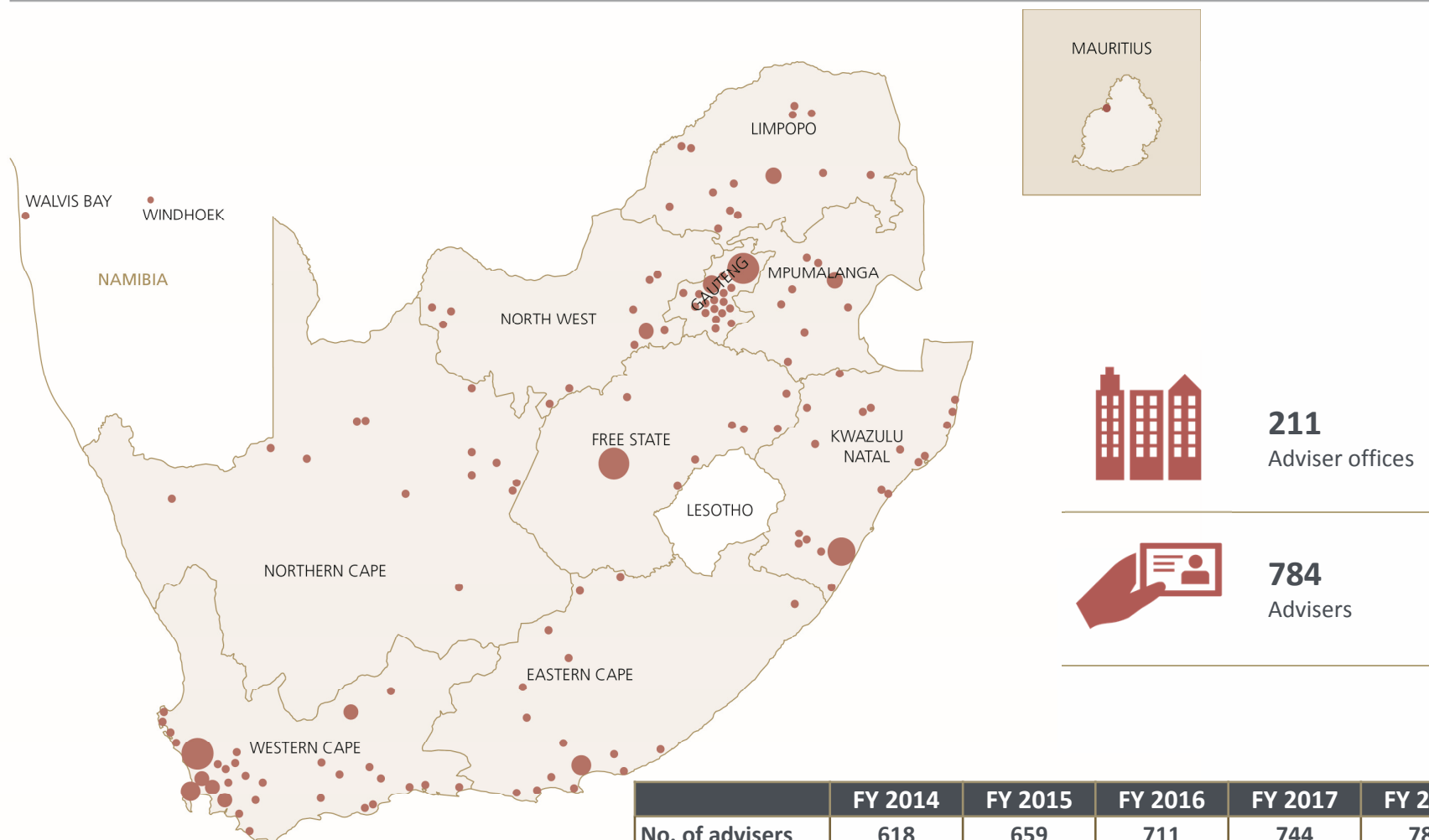
Well capitalised

- Monthly average growth of **R800m** in retail deposits
 - Retail fixed savings **↑28%** to **R23bn**
 - Retail call savings **↑16%** to **R35bn**
 - Clients earned more than **R3.4bn** in interest in 2018
- Internal liquidity requirements have always been stricter than the Basel requirements
- Capital adequacy ratio at **36%**
- Healthy liquidity:
 - **R39bn** in cash, cash equivalents and other liquid assets (**46%** of total assets)



A great company

Wealthy clients serviced where they reside



Source: PSG Distribution

	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
No. of advisers	618	659	711	744	784
<i>PSG Wealth</i>	406	434	480	515	539
<i>PSG Insure</i>	212	225	231	229	245
No. of offices	193	193	206	208	211

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FY 2018 financial results overview

Recurring HEPS grew by 16% for FY 18

Consolidated results	FY 2014	%Δ	FY 2015	%Δ	FY 2016	%Δ	FY 2017	%Δ	FY 2018	%CAGR
Headline earnings (Rm)	244	39%	339	-14%	292	66%	486	16%	566	23%
Recurring headline earnings (Rm)	251	36%	341	20%	409	19%	486	16%	566	23%
Recurring headline earnings (Rm) (excluding amortisation)	272	36%	371	19%	441	20%	528	16%	610	23%
Weighted ave. no. of shares (millions)	1 221	3%	1 261	1%	1 274	3%	1 307	1%	1 318	2%
HEPS (cents)	20.0	35%	26.9	-15%	22.9	62%	37.2	16%	43.0	21%
Recurring HEPS (cents)	20.6	31%	27.0	19%	32.1	16%	37.2	16%	43.0	20%
Recurring HEPS (excluding amortisation) (cents)	22.3	32%	29.4	18%	34.6	17%	40.4	15%	46.3	20%

Assets under management (Rbn)	99	34%	133	16%	154	14%	175	17%	205	20%
Assets under administration (Rbn)	233	33%	309	6%	327	13%	371	8%	402	15%
Premiums* (Rbn)	1.8	17%	2.1	17%	2.5	15%	2.9	15%	3.3	16%

Source: PSG Finance

* Excludes ST admin gross written premium to avoid duplication.

Note: figures rounded to nearest R'million

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Headline earnings by division

Total recurring headline earnings growth of 16% year on year

Headline earnings* (Rm)	FY 2014	%Δ	FY 2015	%Δ	FY 2016	%Δ	FY 2017	%Δ	FY 2018	%CAGR
Wealth	162	40%	227	-26%	169	70%	287	18%	339	20%
Asset Management	54	51%	82	1%	83	57%	130	20%	156	30%
Insure	28	7%	30	33%	40	70%	69	4%	71	26%
Total	244	39%	339	-14%	292	66%	486	16%	566	23%

Recurring headline earnings* (Rm)	FY 2014	%Δ	FY 2015	%Δ	FY 2016	%Δ	FY 2017	%Δ	FY 2018	%CAGR
Wealth	162	41%	228	25%	286	1%	287	18%	339	20%
Asset Management	54	51%	82	1%	83	57%	130	20%	156	30%
Insure	35	-12%	31	29%	40	70%	69	4%	71	20%
Total	251	36%	341	20%	409	19%	486	16%	566	23%

* All overhead costs are fully allocated

Source : PSG Finance

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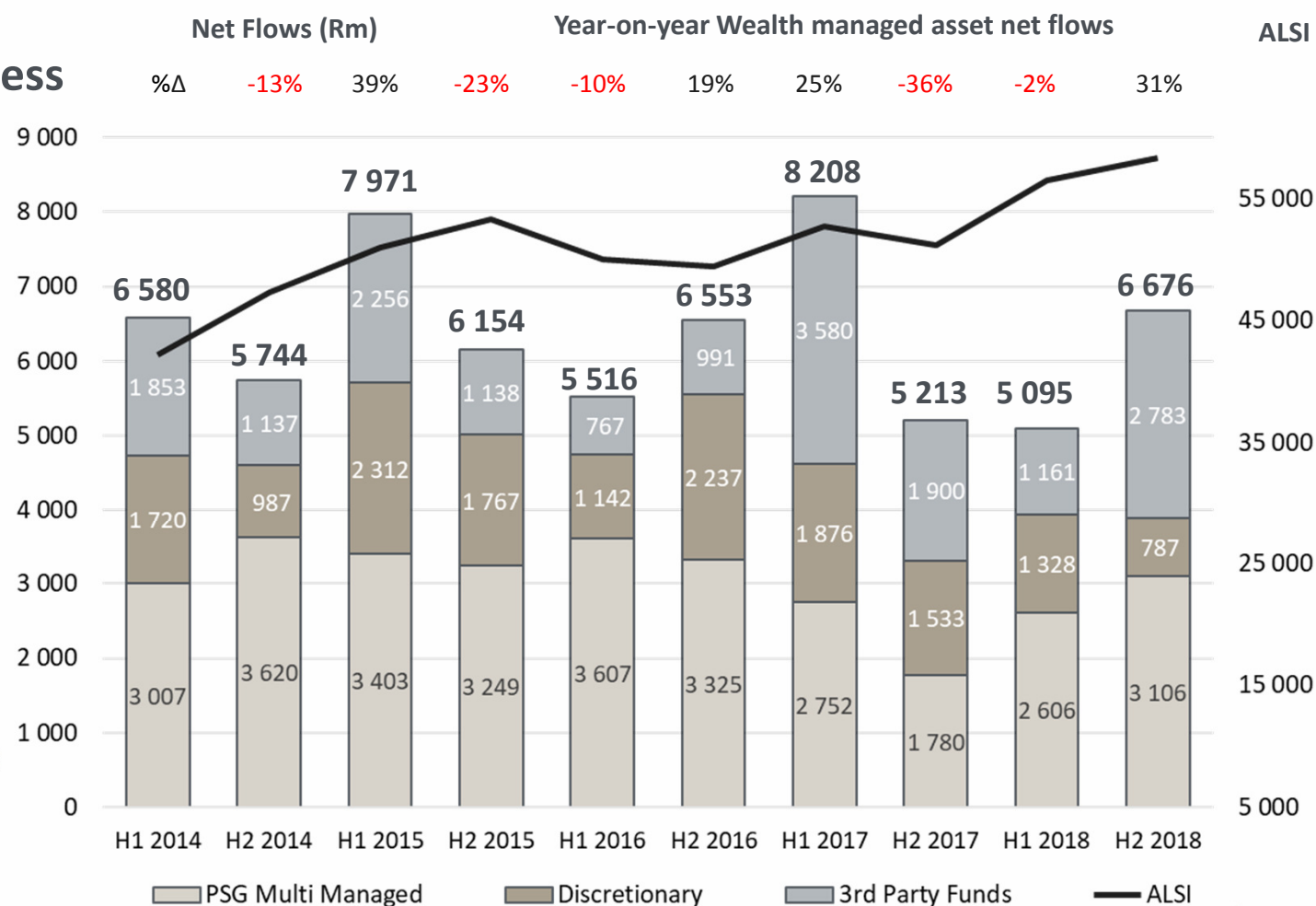
Wealth

Excellence in products and services

Independent process
with advisers' oversight

Rapid growth in
advisers

Negotiation with
product providers



Source: PSG Wealth, Bloomberg

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Top advisers

We continue to add top advisers to our PSG Wealth distribution business

Wealth advisers (incl. EB)	H1 2014*	H2 2014*	H1 2015*	H2 2015*	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018
Balance – opening	384	391	406	419	434	443	480	505	515	527
Net movement	7	15	13	15	9	37	25	10	12	12
Balance – closing	391	406	419	434	443	480	505	515	527	539
Growth	2%	4%	3%	4%	2%	8%	5%	2%	2%	2%

* Restated to exclude advisers moved from Wealth to Insure during FY2016

- Up-scale existing offices via new hires
- Greater penetration selected area
- Growth in number of advisers & average book size
 - Financial advisers new home at PSG – unlocking and creating value for clients and themselves
 - Well positioned to support advisers: open architecture, stable systems, risk & regulatory compliance allowing advisers to focus on client interaction

Source: PSG Distribution

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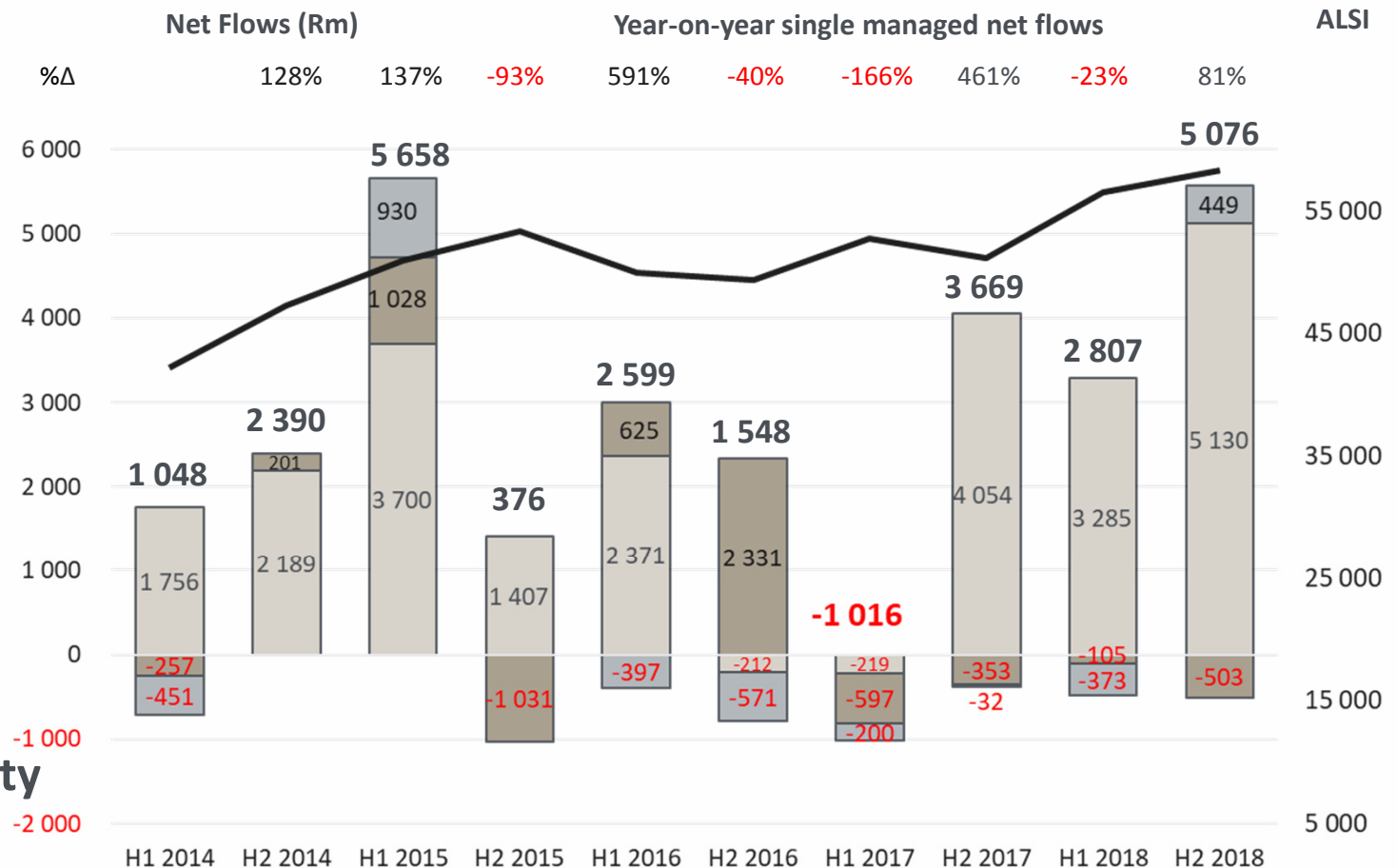
Asset management

'Brick by Brick' strategy

Long-term assets
(retail emphasis)

Getting adequate
margins

Protect our capacity



Single Managed PSG Money Market Segregated Institutional Portfolio*

ALSI

Source: PSG Asset Management, Bloomberg

* Includes private clients and segregated money market portfolios

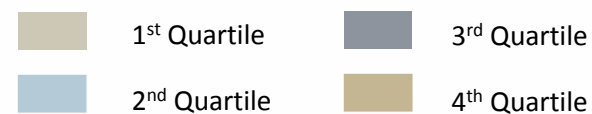


Asset management

Solid long-term track record

Single manager funds	Performance	1-month rank	3-months rank	6-months rank	1-year rank	3-year rank	5-year rank	10-year rank
PSG Flexible	Rank	9	6	7	23	4	3	2
	Return	0.3%	1.3%	5.3%	8.1%	9.2%	13.9%	13.8%
PSG Equity A	Rank	25	23	37	97	5	2	4
	Return	0.3%	2.5%	6.6%	8.2%	7.1%	14.0%	12.1%
PSG Balanced A	Rank	8	5	8	40	5	2	2
	Return	0.7%	2.5%	5.6%	8.9%	8.1%	11.8%	10.7%
PSG Stable	Rank	2	3	3	11	2	6	N1
	Return	1.2%	3.5%	5.8%	9.2%	8.1%	9.0%	

N1 – The PSG Stable fund does not have a 10-year history



Source : MorningStar February 2018 report

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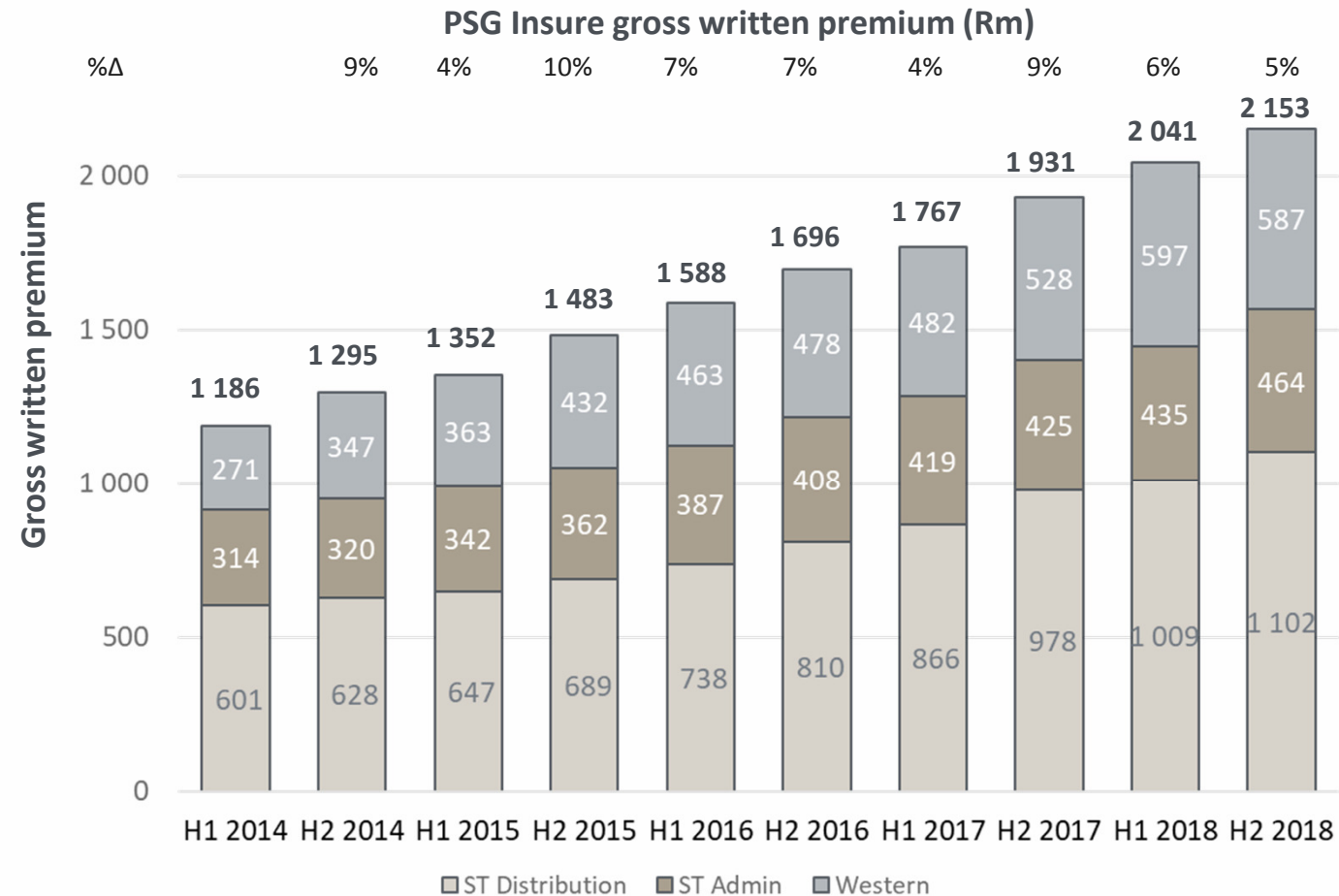
Insure

Grow gross written premium income

Top advisers

Excellence in underwriting

Superb platform



Western acquisition – Nov'12

* Includes Short-term administration platform gross written premium

Source: PSG Insure

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Top advisers

We continue to add top advisers to our Insure Distribution business

Insure advisers	H1 2014*	H2 2014*	H1 2015*	H2 2015*	H1 2016	H2 2016	H1 2017	H2 2017	H1 2018	H2 2018
Balance – opening	229	219	212	210	225	224	231	233	229	226
Net movement	-10	-7	-2	15	-1	7	2	-4	-3	19
Balance – closing	219	212	210	225	224	231	233	229	226	245
Growth	-4%	-3%	-1%	7%	0%	3%	1%	-2%	-1%	8%

* Restated to include advisers moved from Wealth to Insure during FY2016

** Terminations relate to personal lines advisers and is due to the strategy of focussing on commercial product lines

- Greater penetration selected area
- Growth in number of advisers & average book size
 - Financial advisers new home at PSG – unlocking and creating value for clients and themselves
 - Well positioned to support advisers: open architecture, stable systems, risk & regulatory compliance allowing advisers to focus on client interaction

Source: PSG Distribution

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Western National Insurance

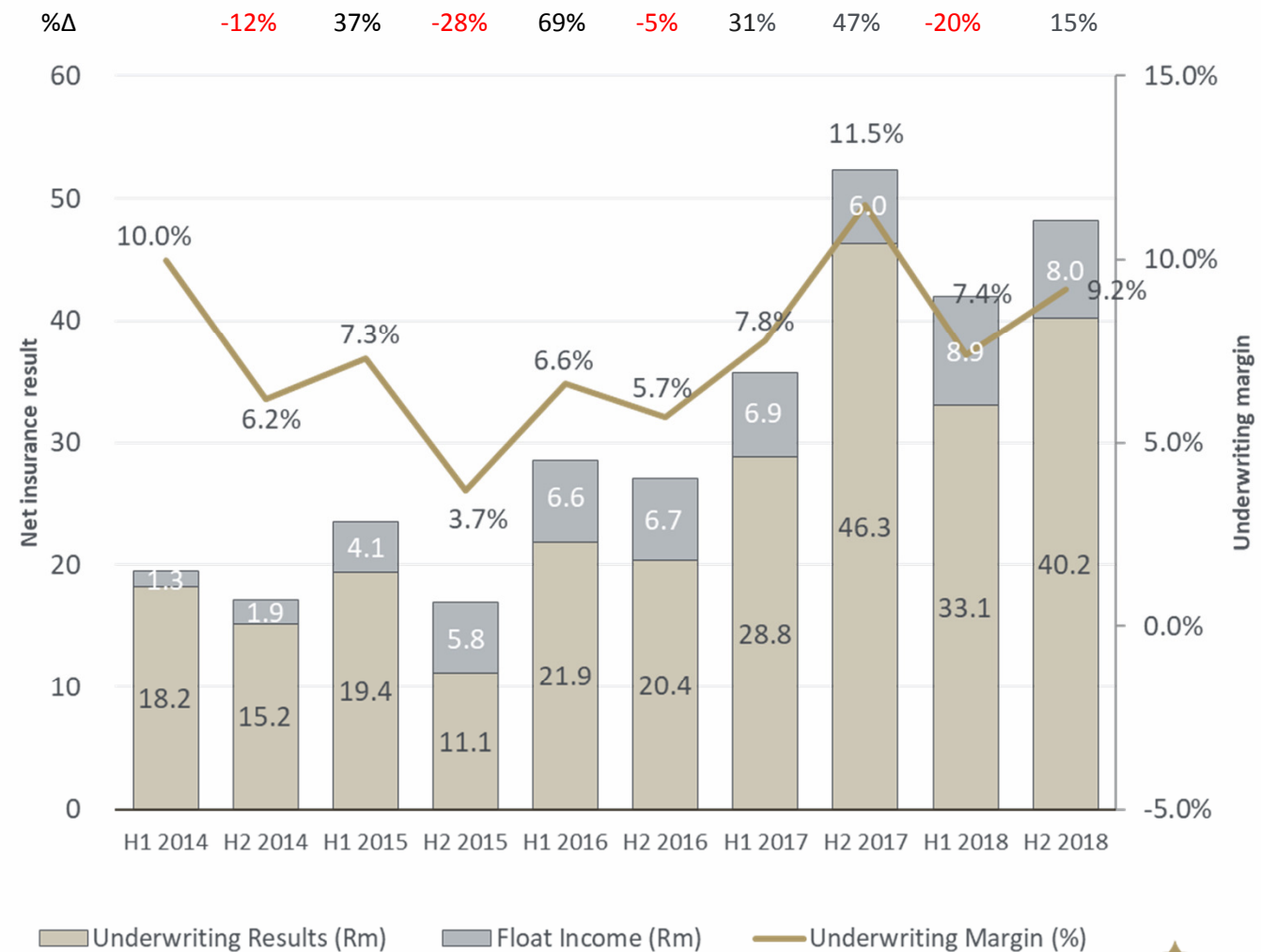
Insurance results

Key differentiators

- Personalised service to brokers
- Focus on commercial business

Excellence in underwriting

- Healthy insurance float level of R421m*
- Limited insurance and investment risk retention levels



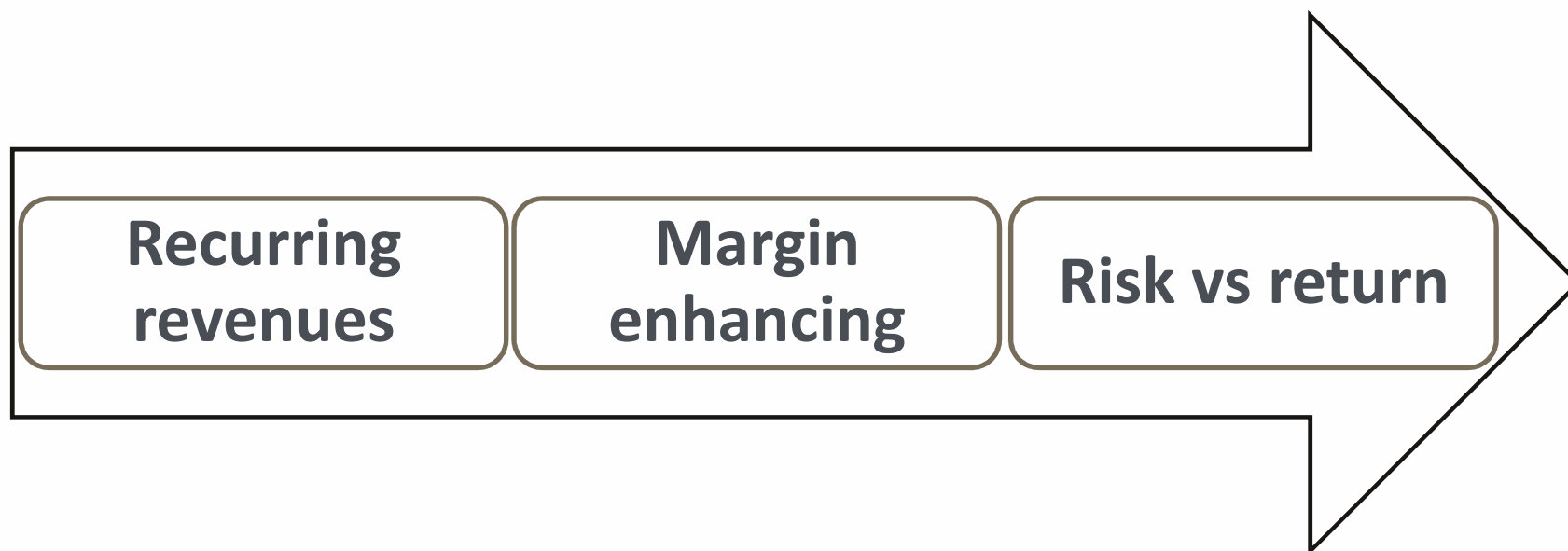
Source: PSG Insure

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* Conventional float R146m & ART float R293m



Reducing risk



	<u>FY14</u>	<u>FY15</u>	<u>FY16</u>	<u>FY17</u>	<u>FY18</u>
Perf fees / HE*	11.4%	7.7%	3.8%	8.8%	8.6%
Recurring HEPS	20.6c	27.0c	32.1c	37.2c	43.0c

	<u>FY14</u>	<u>FY15</u>	<u>FY16</u>	<u>FY17</u>	<u>FY18</u>
Op margin	13.2%	14.9%	15.2%	15.7%	16.6%
Op margin (excl perf fees)	12.1%	14.0%	14.7%	14.5%	15.1%
C:I%	63.8%	60.6%	59.0%	60.0%	57.2%

	<u>FY14</u>	<u>FY15</u>	<u>FY16</u>	<u>FY17</u>	<u>FY18</u>
ROE*	24.8%	26.4%	24.8% **	25.3%	24.3%
ROE (excl perf fees)	22.0%	24.3%	24.0% **	23.4%	22.2%
Debt : Equity	9.4%	0.9%	0.7%	0.2%	4.3%

* Based upon recurring headline earnings

** Based upon recurring headline earnings (Headline ROE: 18.4% and Headline ROE (excl. perf. Fees): 17.6%)

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Source : PSG Finance

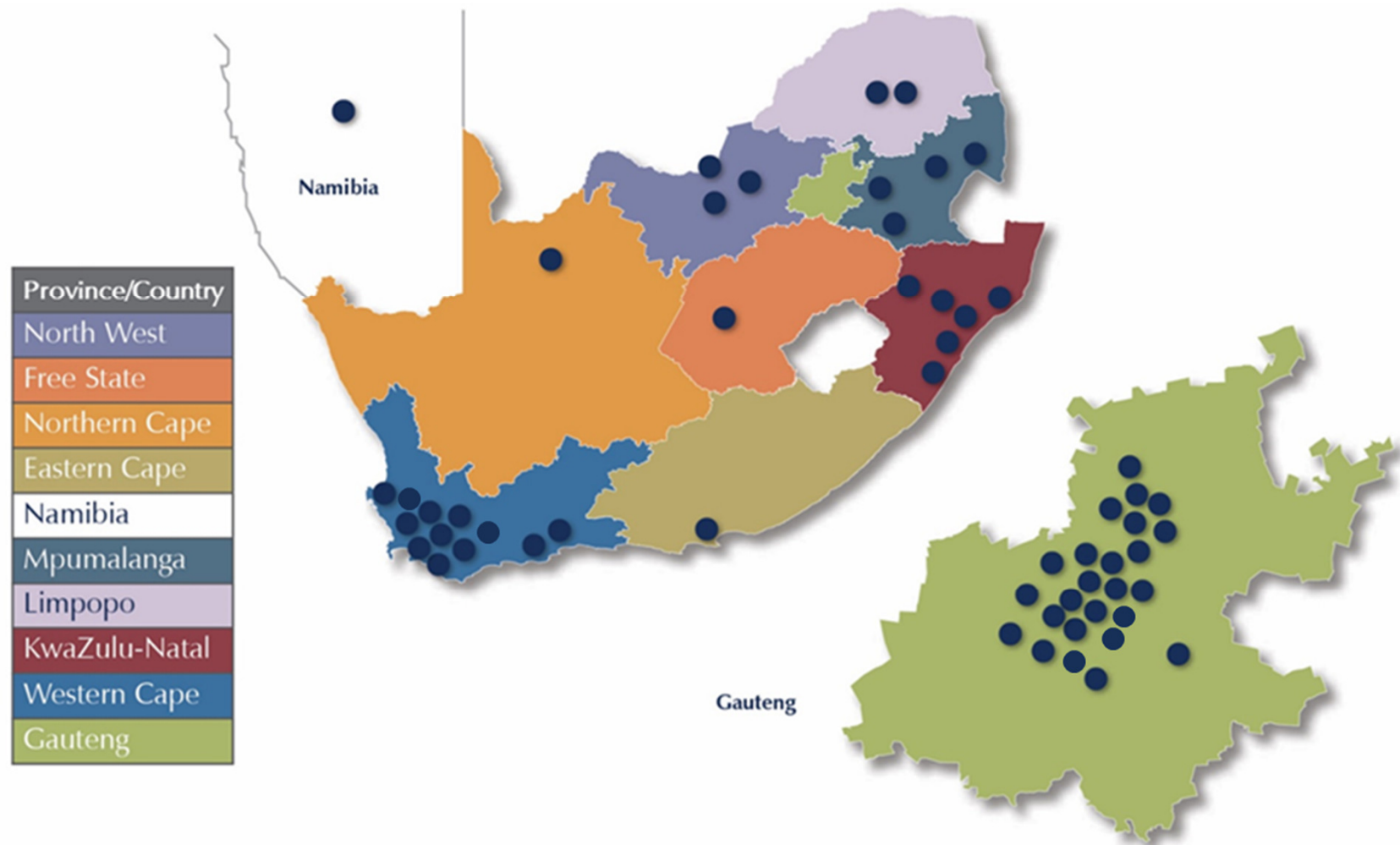


CURRO








PSG GROUP LIMITED

Curro footprint



Year-end results highlights (December 2017)



Revenue (<i>excl. Stadio</i>)	 22%	R2.1bn
Schools operational EBITDA (<i>excl. Stadio</i>)	 22%	R594m
HEPS (<i>excl. Stadio</i>)	 17%	49.0c
Learners (<i>excl. Stadio</i>)	 8%	45,870
Schools	 9%	124



Significant expansion



Action	Actual 2017	Comment
New schools	~R324m	<ul style="list-style-type: none"> • Curro Castle Oakdene • Curro Castle Uitzicht • Curro Academy Mamelodi (Primary and High) • Curro Academy Riverside (Primary) • Curro Academy Sandown
CAPEX on existing campuses	~R652m	Additional classrooms, sport and cultural facilities
Acquisitions		<ul style="list-style-type: none"> • Baobab School (750 learners) located in Botswana • Independent school in Free State with ~2,000 learners
Land banking	~R148m	
2018 plans		
CAPEX planned	~R2.3bn	<ul style="list-style-type: none"> • Plans to open 7 campuses and 14 schools • Cooper College with ~1 000 learners • Continuously search for other opportunities



Significant opportunities

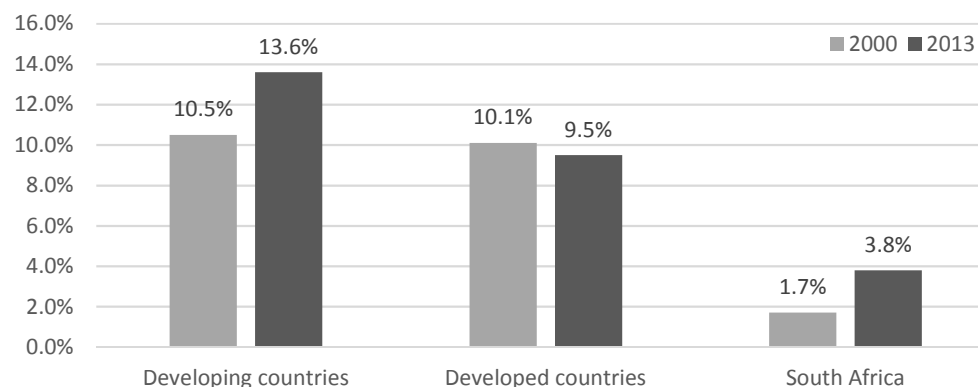
➤ Learner numbers:

- Overall only **4.4%** of learners are in private education
- Increasing private education enrolment rate in line with global trends presents huge opportunity

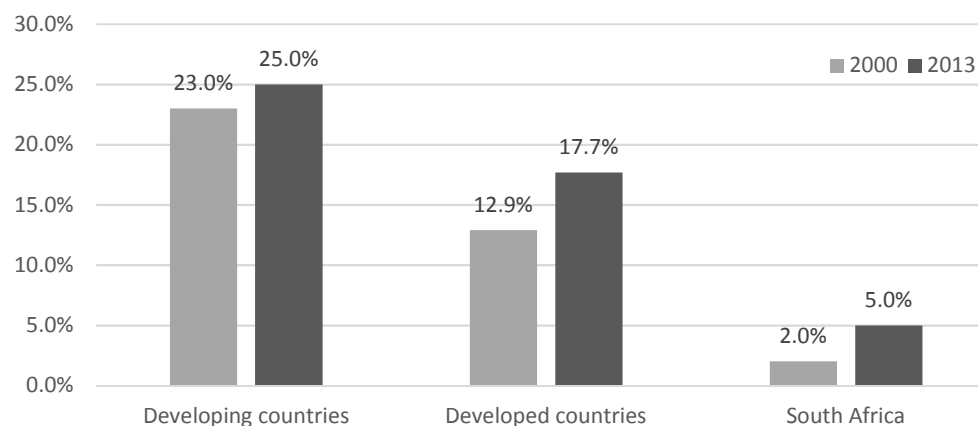
➤ Strong pipeline:

- Campuses **↑22 to 73** by 2020
- Schools **↑45 to 169** by 2020
- Continuously searching for new opportunities in SA and on the continent

Primary education - % students in private schools



Secondary education - % students in private schools



Curro – J-Curve



	Number at 31 Dec 17		Learner numbers (Dec)			Growth		Schools EBITDA (R'm)			Growth		EBITDA margin			Eventual capacity		
	Campuses	Schools	2015	2016	2017	15/16	16/17	2015	2016	2017	15/16	16/17	2015	2016	2017	2015	2016	2017
Developed schools	36	89	20 694	24 699	28 315	19%	15%	174	258	342	48%	33%	23%	27%	27%	40%	42%	45%
2009 and before*	3	8	3 332	3 470	3 443	4%	(1%)	37	44	52	19%	25%	18%	29%	31%	84%	88%	87%
2010	2	6	2 120	2 232	2 254	5%	1%	24	31	37	29%	19%	29%	33%	35%	66%	69%	70%
2011	6	16	4 337	4 567	4 552	5%	-	40	52	56	30%	2%	8%	26%	26%	45%	47%	47%
2012	2	6	1 618	1 788	1 904	11%	6%	15	19	25	27%	32%	23%	25%	28%	48%	53%	57%
2013	4	12	4 922	5 757	6 149	17%	7%	67	93	104	39%	12%	38%	41%	39%	50%	59%	63%
2014	4	8	1 271	1 531	1 833	20%	20%	1	3	6	200%	100%	2%	2%	9%	19%	22%	27%
2015	8	19	3 094	4 767	5 748	54%	21%	(10)	17	38	Na	120%	(13%)	13%	21%	20%	31%	37%
2016	4	7	-	587	1 179	-	100%	-	(1)	15	-	Na	-	(2%)	22%	-	10%	20%
2017	3	7	-	-	1 253	-	-	-	-	9	-	-	-	-	18%	-	-	23%
Acquired schools	15	35	14 436	17 644	17 555	22%	(1%)	203	233	268	15%	15%	33%	30%	30%	75%	73%	73%
2012 and before	8	17	6 851	6 884	6 919	-	1%	121	130	142	7%	9%	38%	36%	37%	72%	72%	72%
2013	1	2	4 939	4 701	4 233	(5%)	(10%)	44	42	35	(5%)	(17%)	30%	26%	25%	82%	78%	70%
2014	2	5	2 046	2 441	2 618	19%	7%	34	43	56	26%	30%	28%	29%	33%	84%	85%	92%
2015 and 2016	4	11	600	3 618	3 785	500%	5%	4	18	35	350%	94%	17%	19%	20%	81%	69%	72%
Property rental and royalties								(3)	(4)	(16)								
Total	51	124	35 130	42 343	45 870	21%	8%	374	487	594	30%	22%	28%	28%	28%	50%	52%	53%

* Max class size limited to 20 – significant negative impact on margins

(Curro max class sizes were increased to 25 from 2010 onwards; Meridian and Academy max class size ~35)



Competitive advantages

- Quality executive team
 - Knowledge base
- Significant quality investment opportunities remain
- Development team
 - Finding new opportunities
 - Rezoning (where required)
 - Site development plans and design
- Cost reduction due to scale efficiencies
- Closely aligned with contractors – reducing building time and cost
- Demand for product
- Value-for-money offering
- Brand/reputation
- More schools performing on or ahead of target
- Significant spend on curriculum development
- Capital base (strong balance sheet)
- Highly cash generative
- Has a significant supportive shareholder in PSG



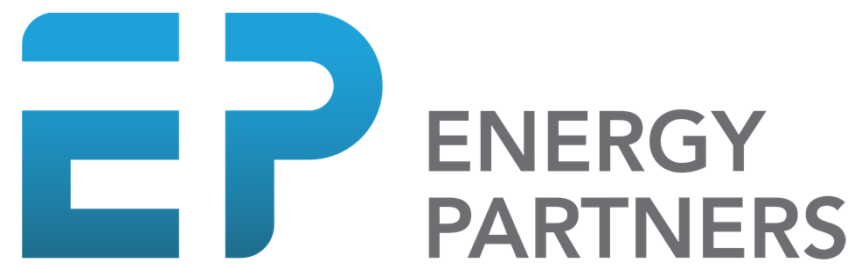
Presented by:
Nico de Waal
Chief Executive Officer

April 2018

Financial performance

		PSG Alpha							
		FY13	FY14	FY15	FY16	FY17	FY18	% change (FY17- FY18)	Five- year CAGR
Recurring Earnings	<i>Rm</i>	63.6	51.4	59.2	112.6	132.5	175.5	32%	23%
Recurring EPS	<i>cents</i>	6.9	5.9	5.3	9.3	11.6	12.1	4%	12%
SOTP	<i>Rm</i>	681	949	1 246	1 367	1 909	5 307	>100%	51%
SOTP per share	<i>cents</i>	80.0	94.3	100.0	121.2	161.6	289.9	79%	29%





POWERED BY RESULTS

52%



Size of the South African energy market

- SA installed electricity capacity ~45GW
- Cost of Medupi and Kusile ~R30bn/GW
- Implies electricity generation market of ~R1.5 trillion
- Energy conversion increases market size to well over R2 trillion

If we obtain 1% market share, we will have >R20bn in assets

Overview

Reason to exist

To power Africa's growth with sustainable energy

5yr goal

Be recognised as a leading IEP* by owning & operating energy assets

Current forms
of energy sales



Electricity



R/kWhr



Steam



R/ton



Heating / Cooling



R/kWhr



Water



R/kl



Fuel



R/l

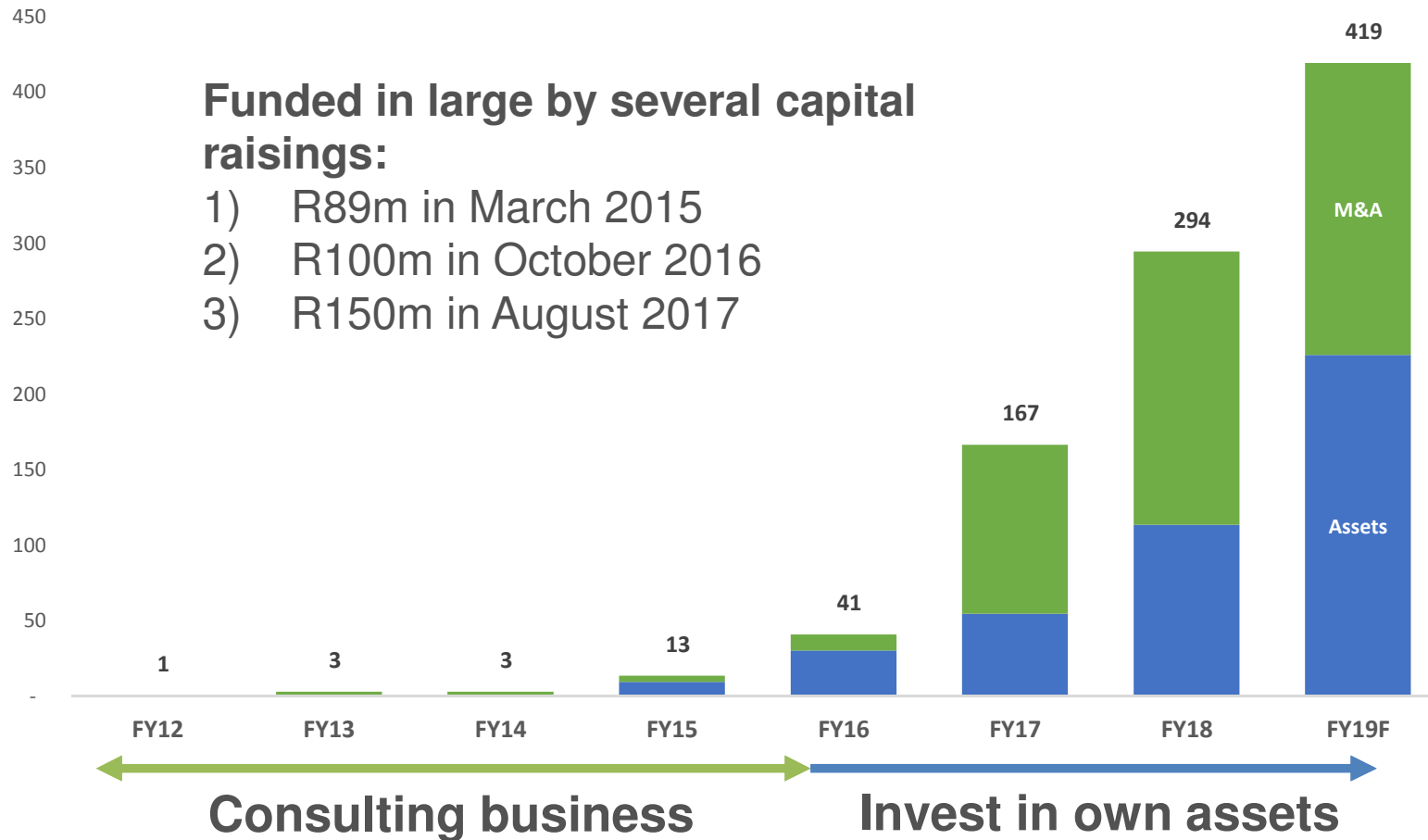
* Independent Energy Producer



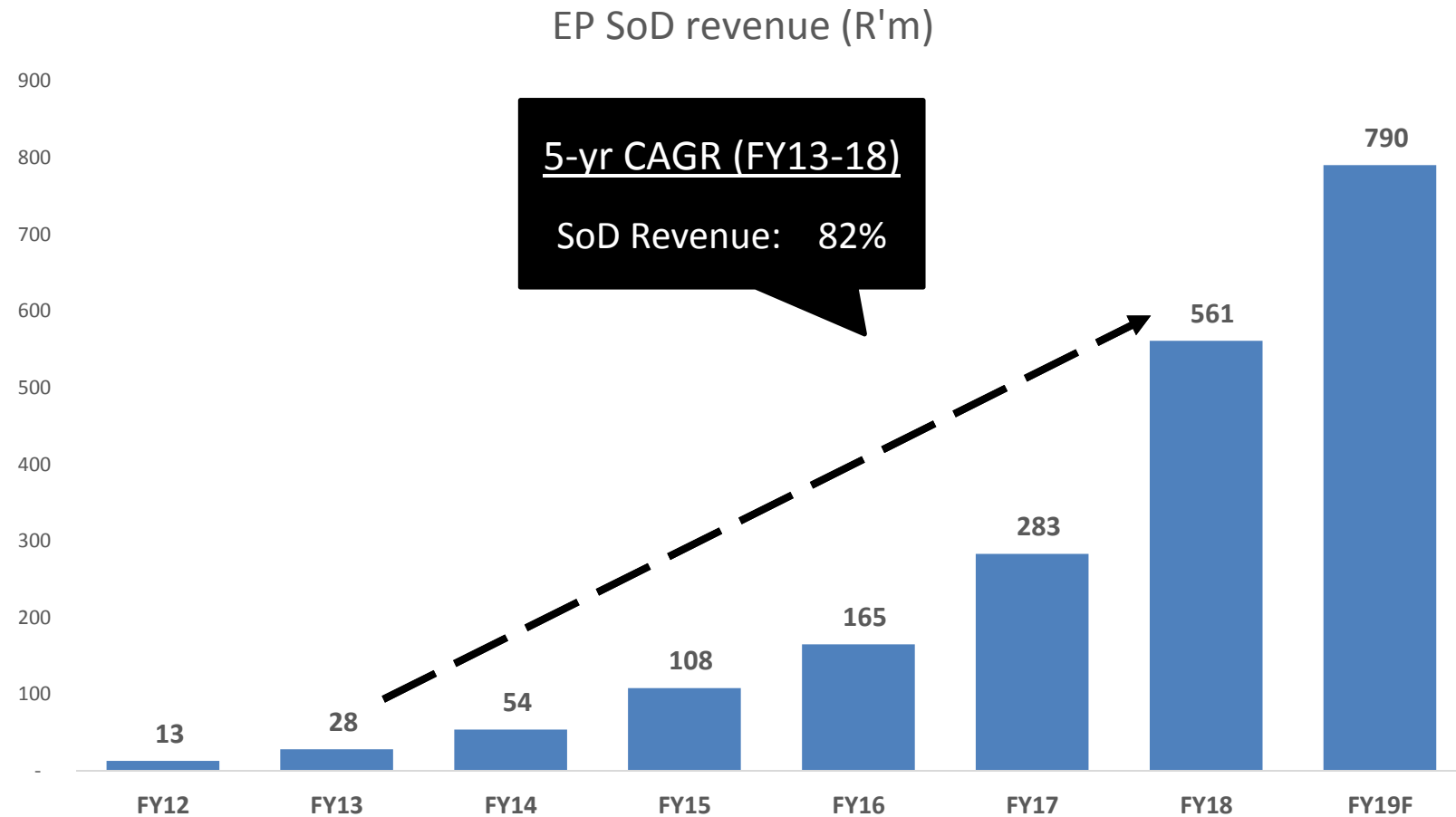
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Further investments to fuel growth

Cumulative Investments (R'm)



Ambitious growth plans



*SoD Revenue = Sum-of-divisional revenue

Water division update

- Despite promising developments, no water offtake agreements signed yet in public sector
 - Won a tender, but tender was subsequently cancelled
- GrahamTek
 - Energy Partners has a convertible loan with the option to acquire 50% of GrahamTek
 - Saudi Arabia contract: the tender has been withdrawn (same as in CPT)
- Shifting focus to business-to-business segment in line with traditional focus

STADIO

— HOLDINGS —

45%

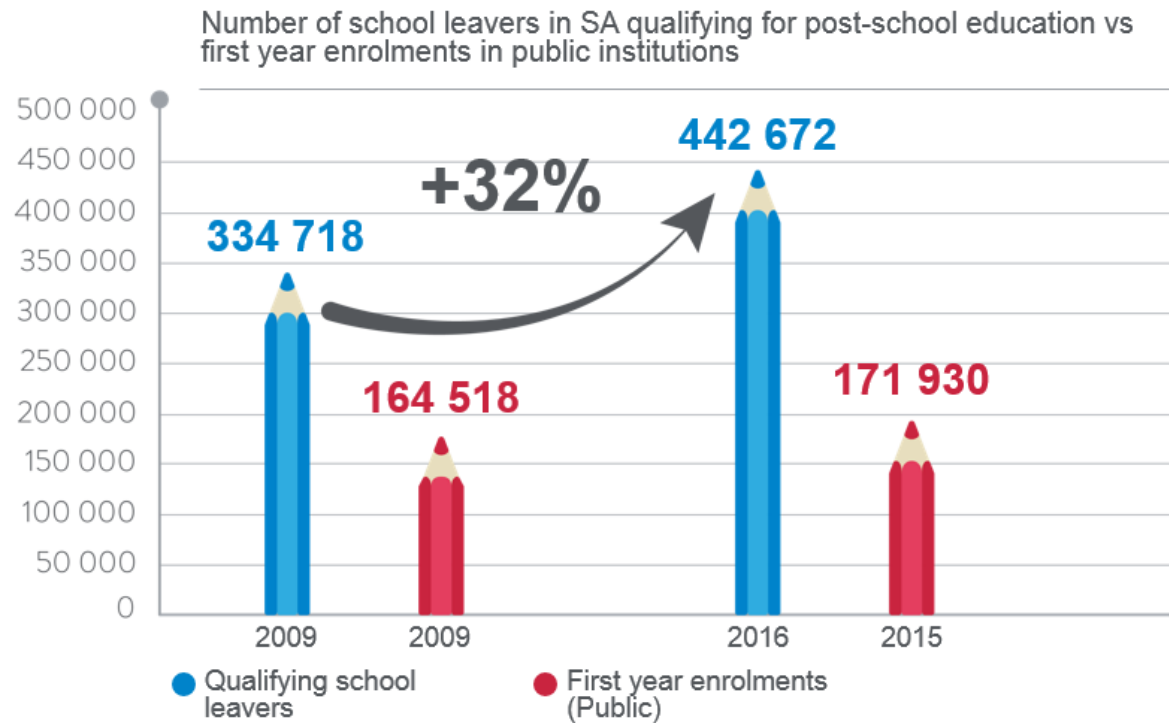


Group overview and growth focus

STADIO
— HOLDINGS —



Excess HE demand exists



60%
cannot be
accommodated
at public higher
education
institutions

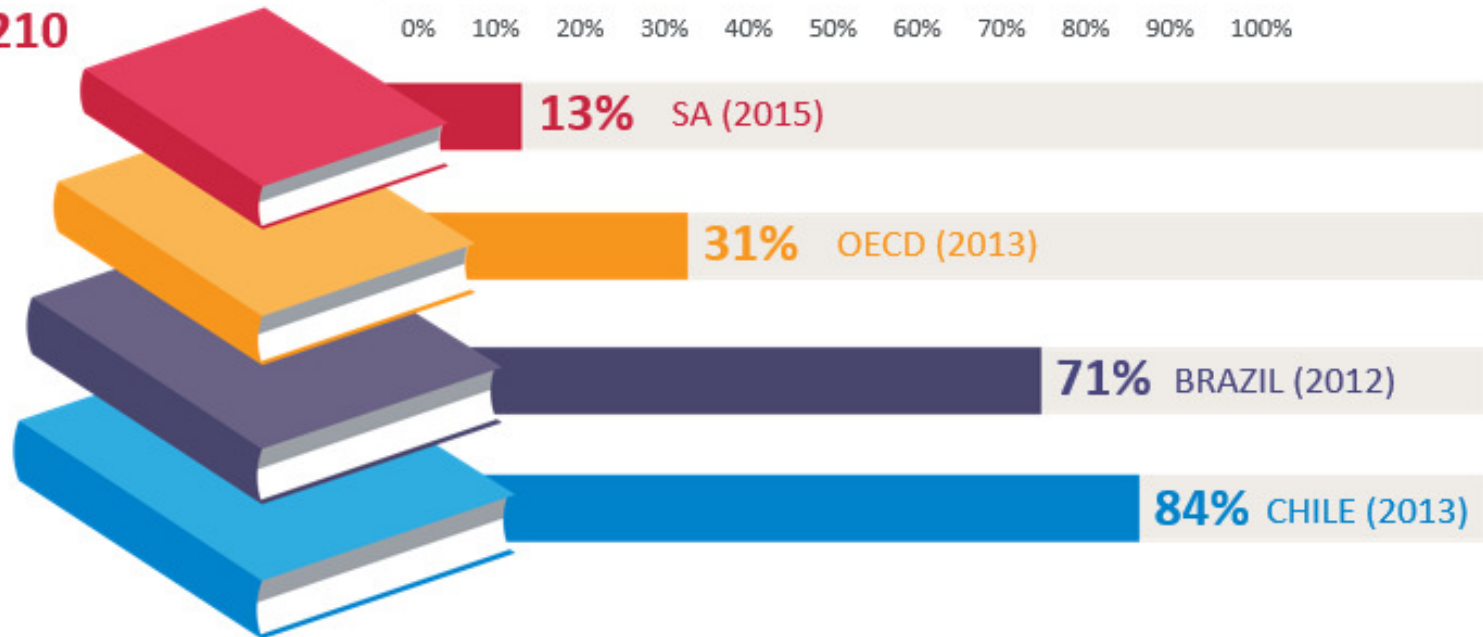
This shortfall is
**compounded
annually**

Private HE market underdeveloped

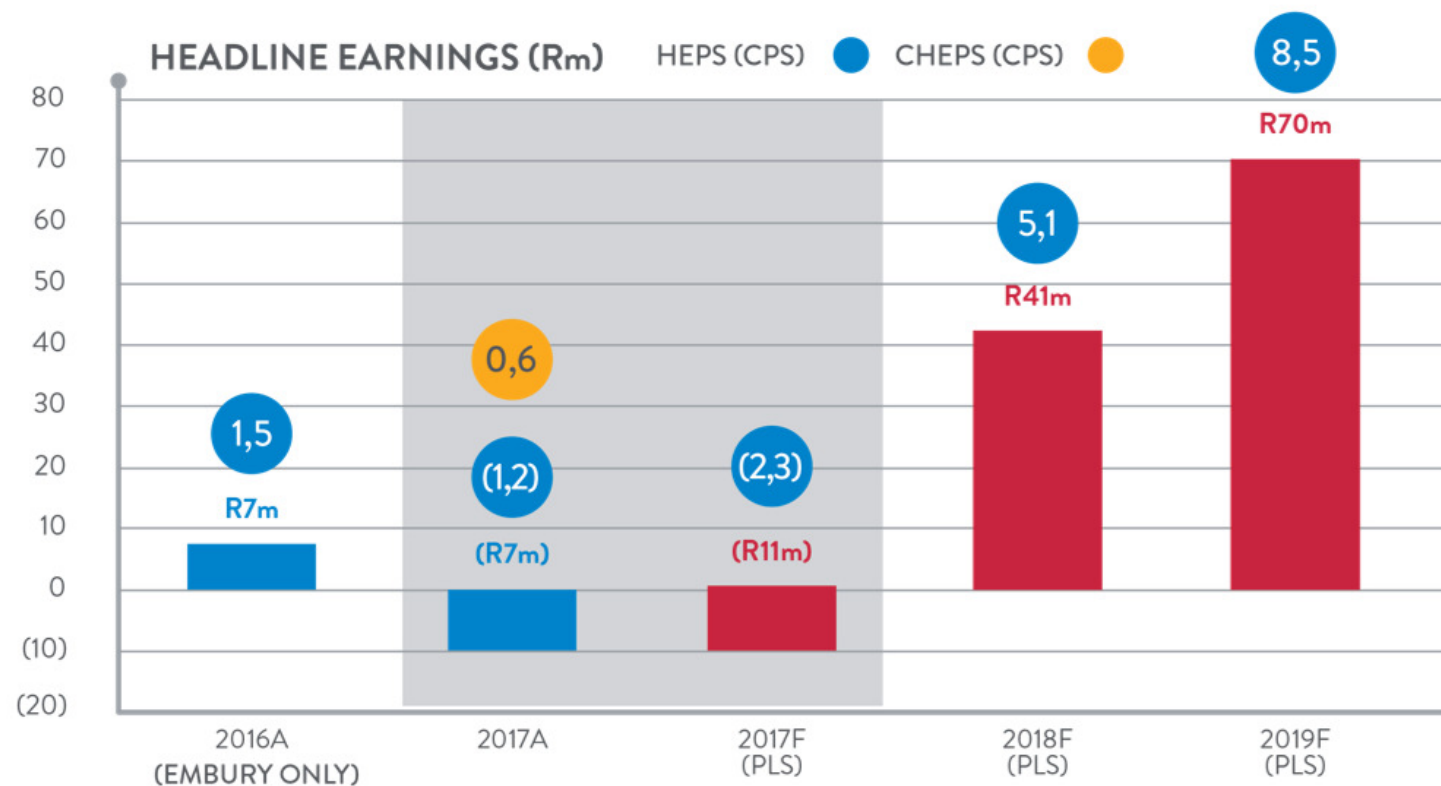
SA students
147 210

% of students at private higher education institutions

0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%



Financial metrics



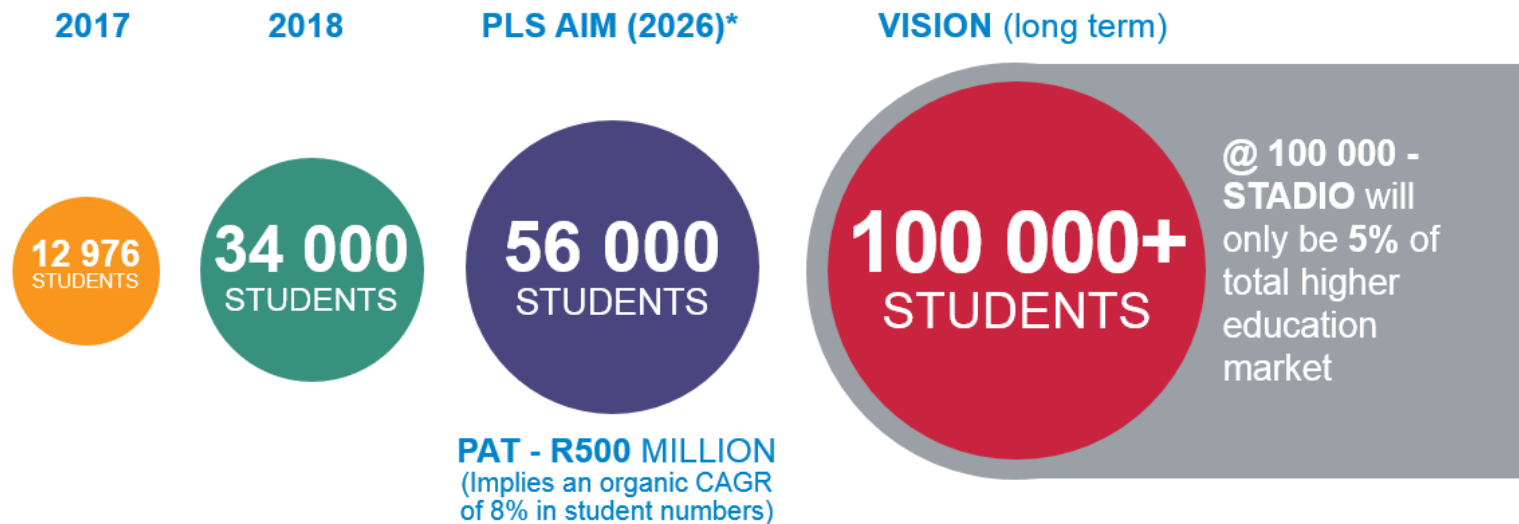
Cash to be utilised in 2018

CASH UTILISATION - 2018	Rm
Cash on hand at 31 December 2017	646
Acquisitions	(338)
Repayment of Curro loan	(119)
Land banking, infrastructure development, capital spend, intangibles	(120)
	69

Available for further acquisitions and/or organic expansion opportunities

Long-term goals

Growing student numbers over contact & distance learning modes of delivery:



* Please note that foregoing AIM that STADIO wishes to achieve has not been reviewed or reported on by STADIO's auditors or by an independent reporting accountant nor is same guaranteed.



CA SALES HOLDINGS

48%



CA Sales holdings



CA Sales Holdings is the **parent company** of a collection of FMCG businesses that operate across the Southern African region.


















CA Sales Holdings operates within the FMCG industry and delivers route-to-market services to blue chip manufacturers. Our service offering includes selling, merchandising, warehousing, distribution, shopper promotions, training and debtor's administration.



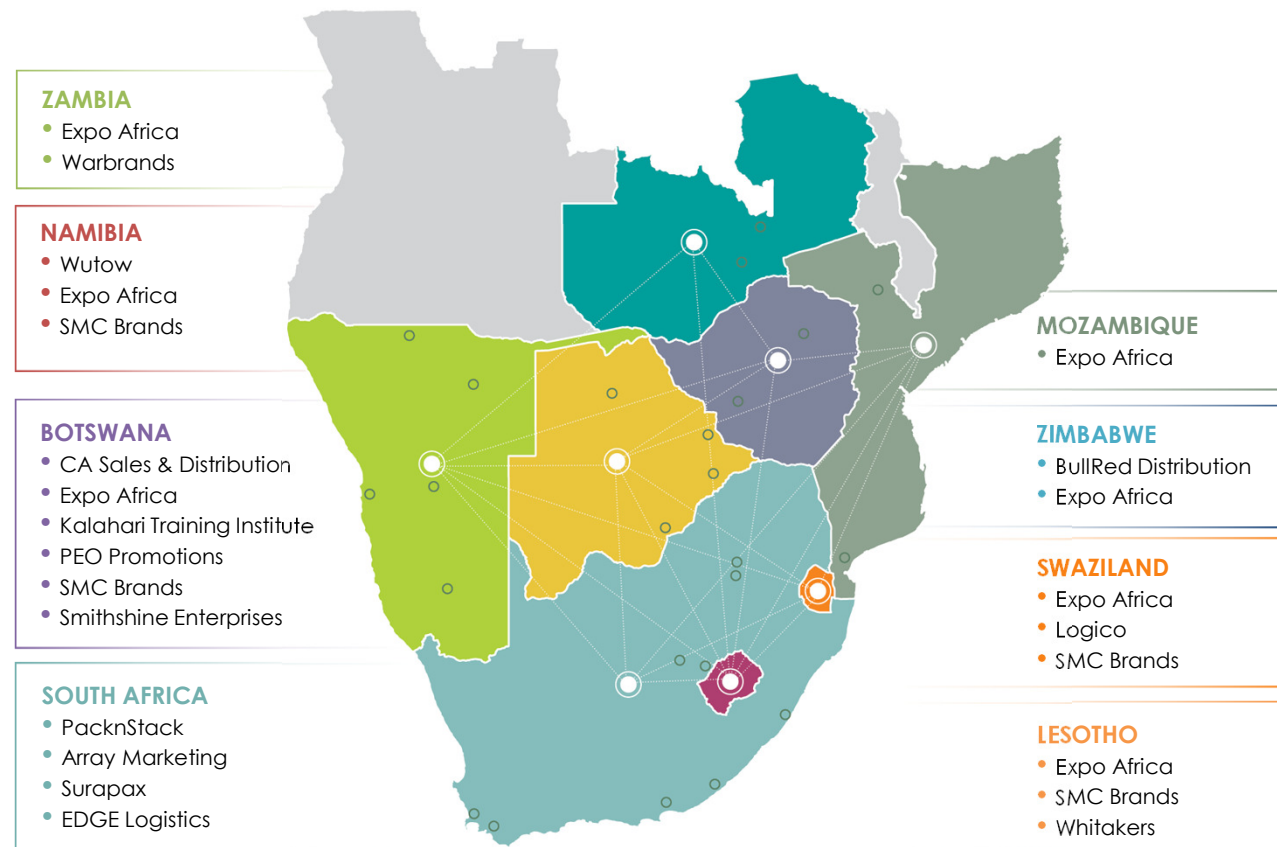
15 operating companies...



 <p>WUTOW TRADING COMPANY</p> <p>A Wutow Distribution, Sales & Merchandising, Debtors Management</p>	 <p>BULL RED DISTRIBUTION</p> <p>Bull Red Distribution Distribution, Sales & Merchandising</p>	 <p>CA Sales & Distribution Distribution, Debtors Management, Sales & Merchandising</p>	 <p>Smithshine ENTERPRISES <i>Frozen Convenience</i></p> <p>Smithshine Enterprises Distribution for frozen and ambient goods – retail, forecourts and bottom end</p>	 <p>EXPO AFRICA</p> <p>Expo Africa Brand Activation, Promotions, Marketing and Research</p>
 <p>Kalahari Training Institute</p> <p>Kalahari Training Institute Vocational Training Specialist in Botswana</p>	 <p>pns</p> <p>PacknStack Sales & Merchandising in multi-channels / categories</p>	 <p>ARRAY MARKETING</p> <p>Array Marketing Hardware Sales & Merchandising</p>	 <p>EDGE PROMOTIONAL LOGISTICS</p> <p>Edge Logistics Point-of-Sale Warehousing & Logistics</p>	 <p>SuraPax</p> <p>Surapax Hardware Sales & Merchandising</p>
 <p>PEO PROMOTIONS</p> <p>PEO Promotions Marketing, Branding & Gift Services. Shopper Promotions in Botswana</p>	 <p>SMC</p> <p>SMC Brands Distribution, Sales & Merchandising of Liquor Brands</p>	 <p>warbrands</p> <p>Warbrands Distribution, Sales & Merchandising of hardware in Zambia</p>	 <p>WHITAKERS SALES & MERCHANDISING</p> <p>Whitakers Sales & Merchandising in Lesotho</p>	 <p>Logico</p> <p>Logico Primary & Secondary Distribution for ambient, chilled & frozen goods. Sales & Merchandising</p>



... with extensive geographical coverage



Financial performance



YE: Dec		FY13	FY14	FY15	FY16	FY17	% change (FY16 - FY17)	4-yr CAGR
Revenue	<i>Rm</i>	1,903	2,492	3,585	4,031	4,716	17%	25%
Headline earnings	<i>Rm</i>	(5.1)	52.2	86.6	106.4	136.9	29%	38%*
HEPS	<i>cents</i>	(1.8)	12.9	21.4	26.3	33.2	26%	37%*

* based on 3-year CAGR



PSG GROUP LIMITED

Key drivers



Principal Relationships

- Excellent relationships with many Principals – A network built over many years.
- A proven track record in assisting Principals to grow their businesses

Economies Of Scale

- Developing scale in each country by investing in infrastructure for Group companies, including inter alia:
 - Investing in larger warehouses and premises
 - Increasing fleet sizes
- Grouping and centralising supporting services in each country, independent of Principals and brand support, which drives down costs and increases synergies

Innovations

- CAS is focused on staying ahead by investing in innovative technologies that enhance effectiveness and efficiency
- Investment in technology is being rolled out across Group companies

Acquisition

- The CAS management team has an excellent track record in sourcing, acquiring and integrating earnings accretive acquisitions
- The team is actively increasing the Group's footprint in SSA and are eager to continue doing so

African Growth

- Growing African consumer market
- Increasing urbanisation rates
- Formalisation of the retail sector
- Poverty levels are slowly declining





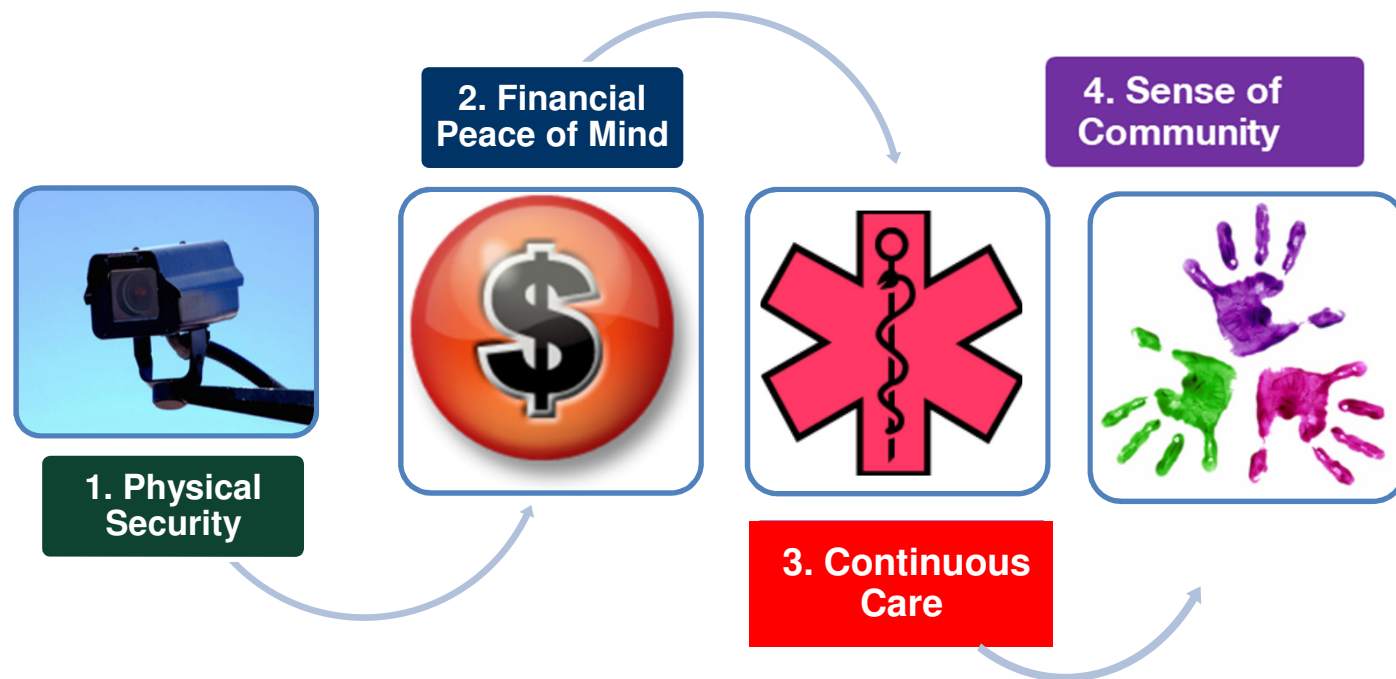
50%



Opportunity

- Large and growing market (6.8m retirees by 2030)
- Fragmented and / or undesirable offerings
- Opportunity for national trusted retirement brand
- PSG and Amdec as credible shareholders

Value proposition



Development pipeline

No.	Village	Completed	Additional						Total units
		Dec-17	Apr-18	Feb-19	Feb-20	Feb-21	Feb-22	Feb-23	
1	Bergvliet	65	-	35	6	-	-	-	106
2	Muizenberg	218	-	43	-	-	-	-	261
3	Diep River	57	-	-	27	-	-	-	84
4	Lake Michelle	31	-	-	110	-	-	-	141
5	Broadacres	130	-	108	-	-	-	-	238
6	Noordhoek	-	46	204	100	-	-	-	350
7	Val de Vie	-	-	137	150	150	163	-	600
8	Westbrook	-	-	-	50	200	250	300	800
9	New Development 1	-	-	-	58	100	100	200	458
10	New Development 2	-	-	-	40	200	200	200	640
11	New Development 3	-	-	-	100	200	200	250	750
12	New Development 4	-	-	-	125	125	125	125	500
Total		501	46	527	766	975	1 038	1 075	4 928
Cumulative total		501	547	1 074	1 840	2 815	3 853	4 928	

1,074 units (Feb 19) at average value of R2.7m / unit



Future prospects

5-year target:	
Number of villages:	12 operating villages
Number of Life Right units:	5,000
Village locations:	Main metropolitan areas and important development nodes, most likely consisting of Cape Town, Johannesburg, Durban and Port Elizabeth
Gross asset value:	Approximately R13 billion

5+ year target:	
Number of villages:	More than 20 operating villages
Number of Life Right units:	10,000
Gross asset value:	More than R25 billion

- 10,000 units would still represent an insignificant share of the total opportunity

Noordhoek opened (Phase 1 - 46 units)



Bergvliet extension in progress



Muizenberg extension in progress







Broadacres extension in progress



Other investments

Investment	%	Focus	Review
	50	Mining support services	<ul style="list-style-type: none"> • Strong trading results • 51% black-owned (see-through interest)
	27	Specialist antenna & communications	<ul style="list-style-type: none"> • Focused defence communications group after Aucom MBO • Strong export sales • Exploring for USA entry
	13	Outsourcing	<ul style="list-style-type: none"> • Acquisitive strategy gaining momentum and contributing to bottom line • Has moved to main board of the JSE
	49	LBO specialist	<ul style="list-style-type: none"> • Strong earnings growth • Further acquisitions likely

Other investments

Investment	%	Focus	Review
	93	Innovative and accessible education solutions	<ul style="list-style-type: none"> Continued strong growth to 16,000 learners Continued investment into scalable support platform for learners to reduce cost / improve learning outcomes MediaWorks acquisition to gain entry into adult matric market
	73	eLearning platform	<ul style="list-style-type: none"> Continued strong growth to 57,000 learners in SA Efforts to expand to UAE and UK
	56	Nanofibre material science	<ul style="list-style-type: none"> Promising business development amongst international clients Completed R20m capital raising
	40	Disrupt new car sales experience	<ul style="list-style-type: none"> Venture capital investment into early-stage business Team has launched product and growing sales PSG committed additional R16m



Full Year Results

For the year ended 28 February 2018

Presented by:

Norman Celliers

Chief Executive Officer

An investment holding company

Company overview

We play an active role in investee companies through strategic interests with a controlling influence.

Business definition

Business definition

- An actively managed investment holding company listed on the Johannesburg Securities Exchange
- Long-term value investor with a primary focus on Agribusiness, food and related industries
- Key characteristics of investment considerations:
 - Sustainable growth sectors or sub-sectors
 - Management with proven track record
 - High barriers to entry
 - Unique and defensible products (brands)
 - Simple (easy to understand) and scalable business models
 - Focused execution

Strategic Focus

- Industry:**
 - Agribusiness
- Sub-sector:**
 - Food and Beverages
 - *Adjacent and related*
- Geography:**
 - South Africa (direct)
 - Sub-Saharan Africa (direct)
 - Rest of World (via portfolio)
- Criteria:**
 - Arbitrage
 - Undervalued
 - Growth sectors
 - Consolidation
- Influence:**
 - Active
 - Boards
 - Management
 - Strategy
 - Transactions

Invest in **and build** businesses

Challenging conditions prevailed

Performance review

The financial results reflect a period of challenging environmental conditions exacerbated by high levels of political and economical volatility. Many of these factors have improved recently.

Operating environment

	2012 – 2014		2014 – 2016		2016 – 2018		2018 – 2020
Industry focus:	• Agri Cooperatives		• Agribusiness – food and beverage		• Agribusiness – food, beverage and directly related		• Agribusiness and broadly related or adjacent
Our strategy:	• Rebalance portfolio • Exit non-core • Increase position in core		• Ensure investee companies have sustainable growth strategies in place		• Implement strategies • Introduce required KPI's and measurement tools • Drive for focus and operational efficiencies • Capitalise as required		• Monitor and assist existing companies • Find 1 or 2 substantial new investments • Build on smaller high growth investments
Political environment:	• RSA stable		• RSA stable – risks increase		• RSA deteriorates rapidly • Global volatility (i.e. Trump, Brexit etc)		• RSA positive change • Africa regional improvement • Global volatility remains
Economic environment:	• RSA credit rating maintained • Africa investment appetite strong • China growth slows • Global growth slows		• RSA credit rating risks emerge • Commodity prices decline • Africa appetite wanes • Economic activity slows		• RSA credit downgraded • Suppressed commodity pricing maintained • Africa appetite reversed • Economic activity deteriorates rapidly		• Global supplies normalise – marginal improvement in pricing • Africa appetite stabilises • Economic activity shows signs of improvement
ZAR/US\$:	7.53	9.01	10.76	11.66	16.17	13.11	11.79
Climatic conditions:	• Normalised		• Emergence of El-Nino		• Peak/decline of El-Nino • Emergence of WC drought		• Normalised to wet • WC unclear

Sum-of-the-Parts

Performance review

Zeder's SOTP value per share decreased by 8.0% from R8.53 to R7.85, as of 28 February 2018.

FY2018

Company	28 Feb 2017		28 Feb 2018		5 Apr 2018	
	Interest (%)	Rm	Interest (%)	Rm	Interest (%)	Rm
Pioneer Foods	27.1	9,538	27.0	7,660	27.0	7,340
Capespan	98.1	1,975	97.5	2,259	97.5	2,259
Zaad	91.4	1,531	93.2	2,043	93.2	2,043
Kaap Agri	39.8	1,321	40.9	1,376	40.9	1,465
Agrivision Africa	55.6	614	56.0	591	56.0	591
Quantum Foods	26.7	193	27.7	246	27.7	267
Other		39		33		34
Total investments		15,211		14,208		13,999
Cash		173		111		107
Other net assets		120		108		109
Debt funding		(798)		(1,000)		(1,008)
SOTP value		14,706		13,427		13,207
Number of shares in issue (net of treasury shares) (million)		1,725		1,710		1,710
SOTP value per share (rand)		8.53		7.85		7.72

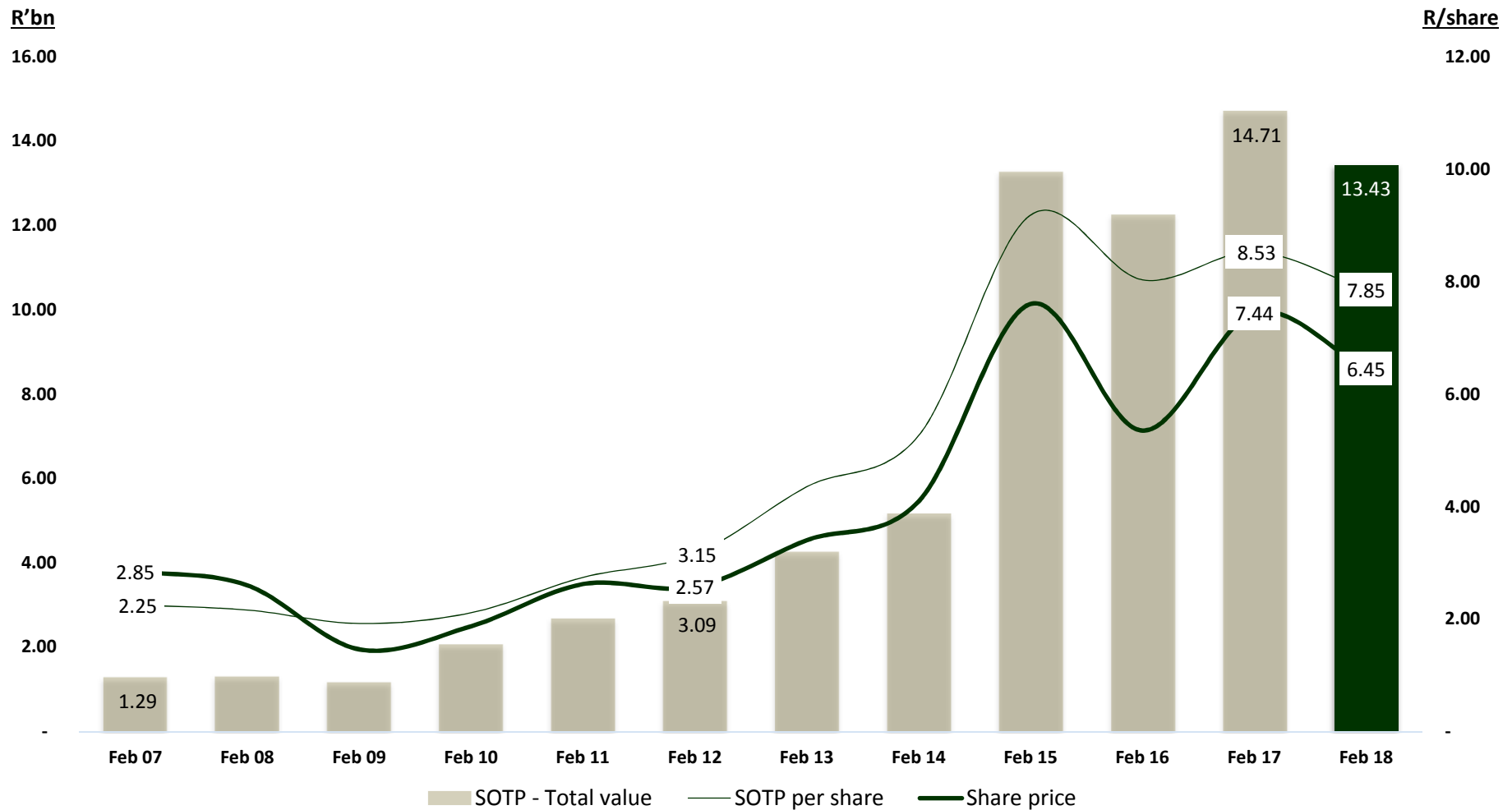
- Observations:**
- Pioneer Foods's share price declined with corresponding negative impact on Zeder's SOTP value
 - Follow-on investments made into Zaad
 - Increase in net debt from R798m to R1,008m
 - Share buy-backs resulting in number of issued shares declining from 1,725m to 1,710m

Intrinsic value

Performance review

The recent sideways trend is disappointing but longer term outlook remains positive.

Historical overview



Recurring headline earnings

Performance review

Recurring headline earnings per share decreased 35.2% for the period ending 28 February 2018.

FY2018

	Audited		
	28 Feb 2017 Rm	Change (%)	28 Feb 2018 Rm
Recurring headline earnings from investments	821	(29.8)	576
Management (base) fee	(75)		
Net interest, taxation and other income and expenses	(55)		(102)
Recurring headline earnings	691	(31.4)	474
Non-recurring headline earnings			
Management fee internalisation charge	(1,449)		
Other	(12)		(49)
Headline (loss)/earnings	(770)	n/a	425
Non-headline items	(26)		(171)
Attributable (loss)/earnings	(796)	n/a	254
Weighted average number of shares in issue (net of treasury shares) (million)	1,622		1,717
Recurring headline earnings per share (cents)	42.6	(35.2)	27.6
Headline (loss)/earnings per share (cents)	(47.5)	n/a	24.8
Attributable (loss)/earnings per share (cents)	(49.1)	n/a	14.8

Observations:

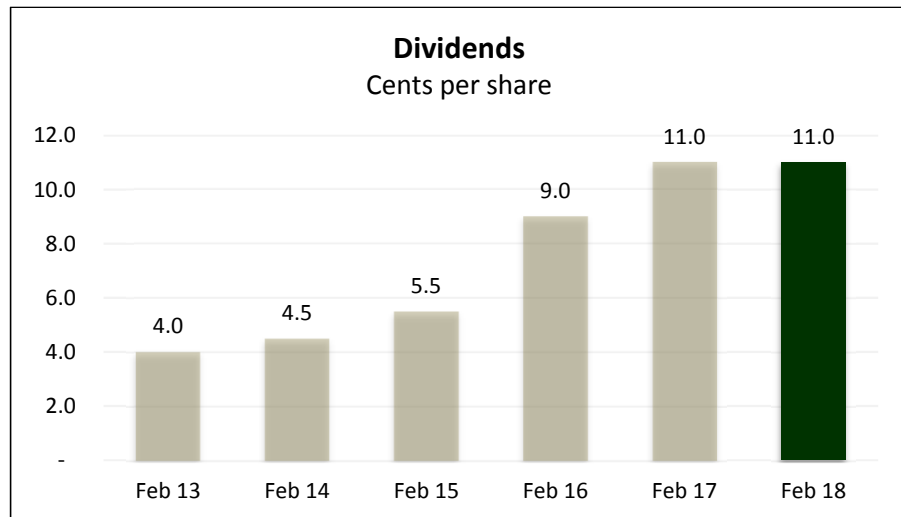
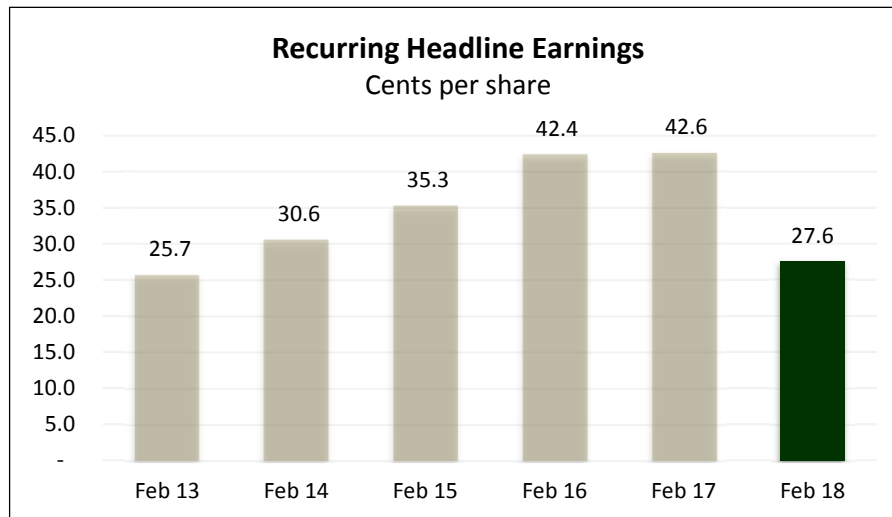
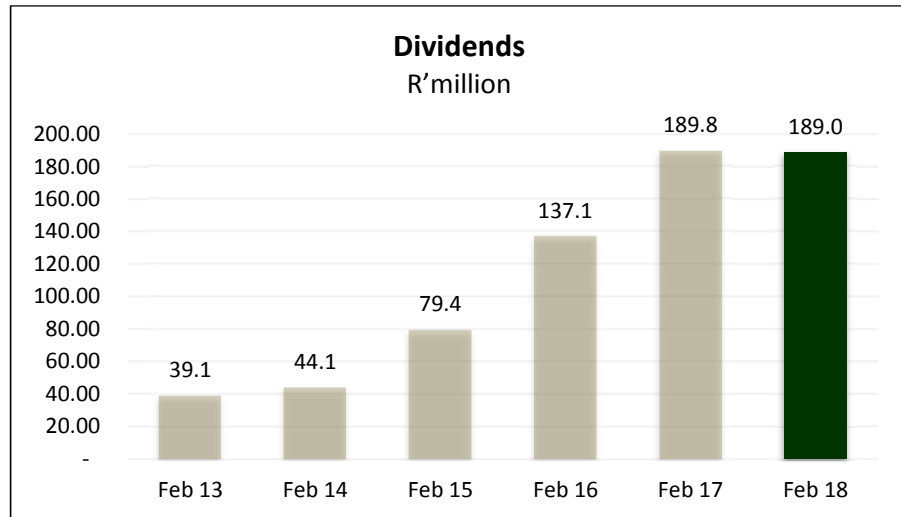
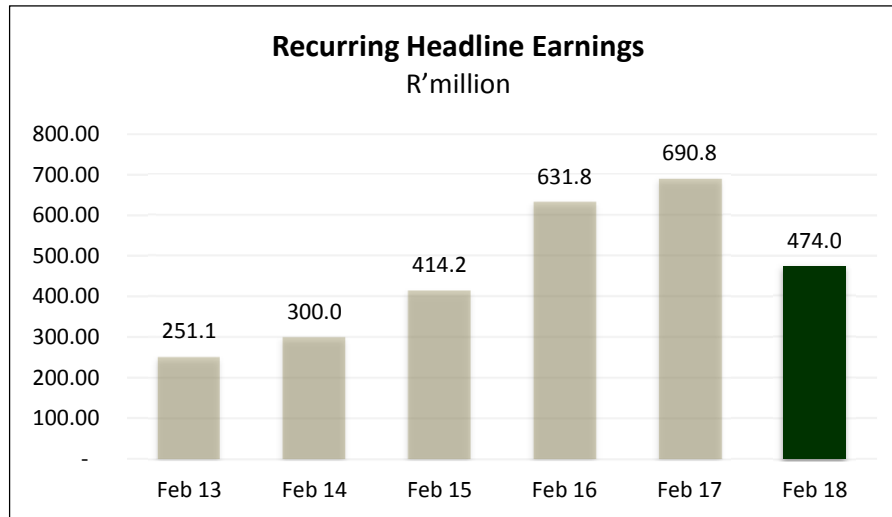
- Most investee companies reported weaker recurring earnings (except Quantum and Kaap Agri)
- Positive impact due to no further management fees paid in terms of original agreement
- Negative impact of increased interest as a result of increased borrowings

Context and dividends

Performance review

Despite the decline in earnings, the dividend has been maintained at 11c per share due to comparable cash generation and likely non-recurring factors.

FY2018

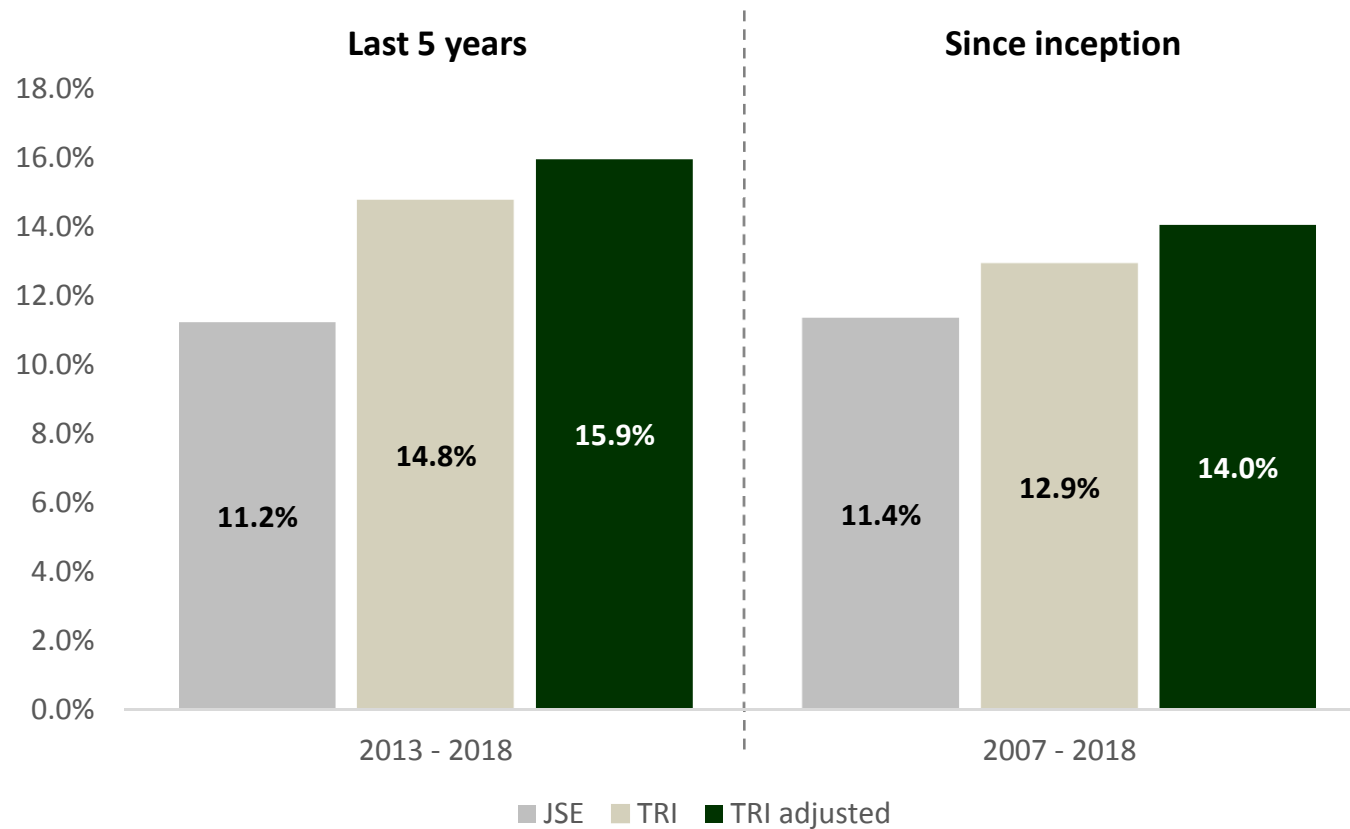


Total shareholder return

Performance review

Total shareholder return acceptable to date but objective remains to improve on this performance.

Shareholder value



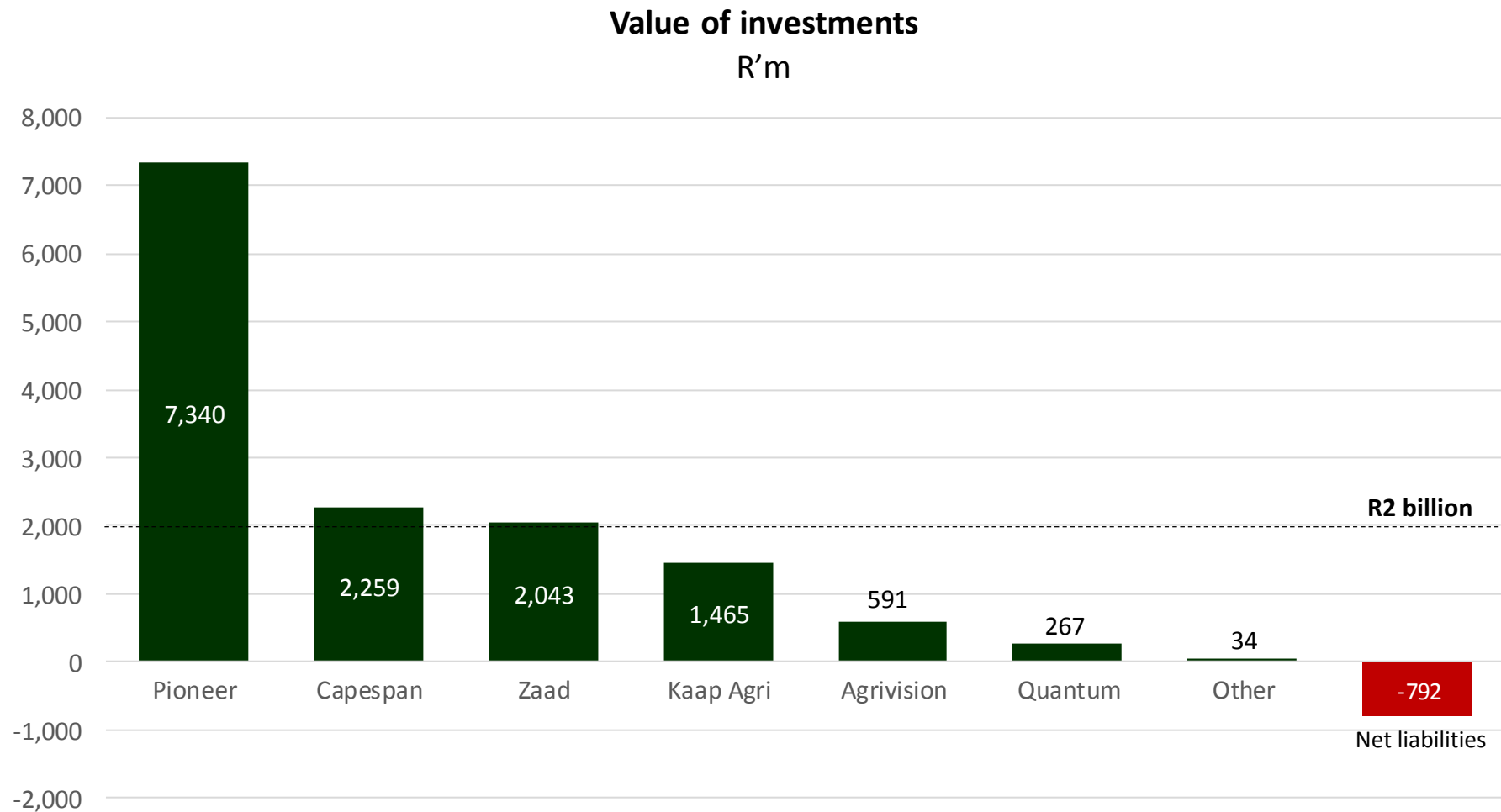
Note: TRI adjusted by adding back management fees and treating this as dividends

Robust portfolio with upside

Portfolio evaluation

We have a stable and resilient portfolio that provides additional upside.

FY2018



Business overview

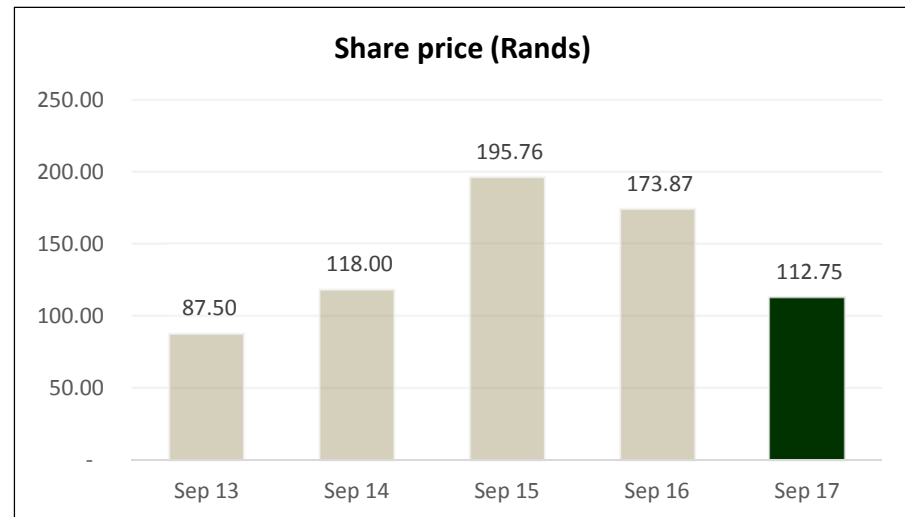
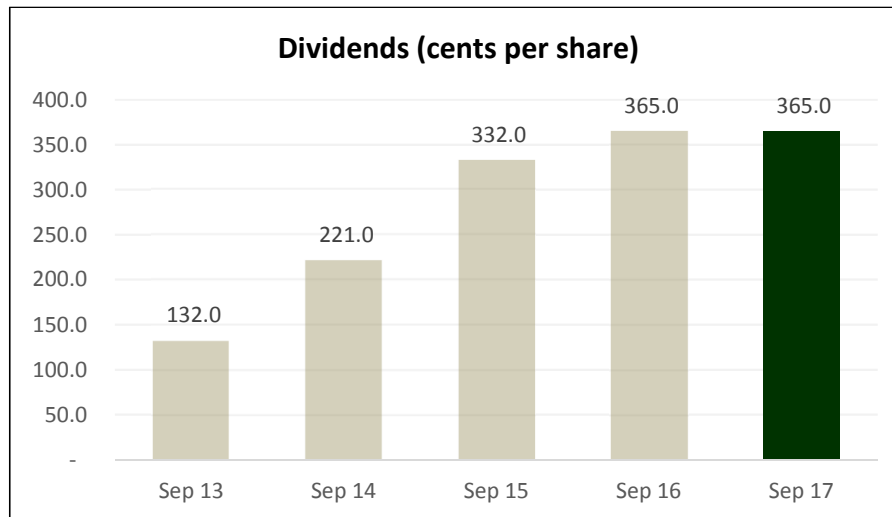
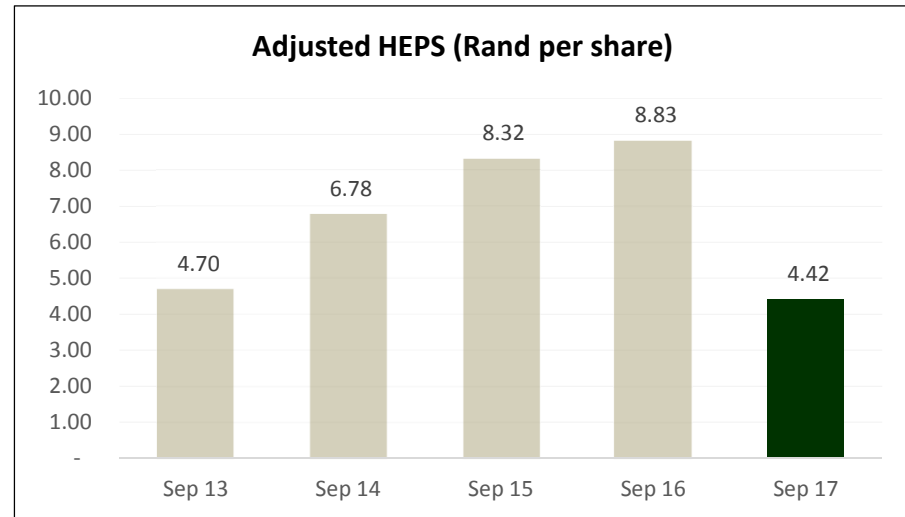
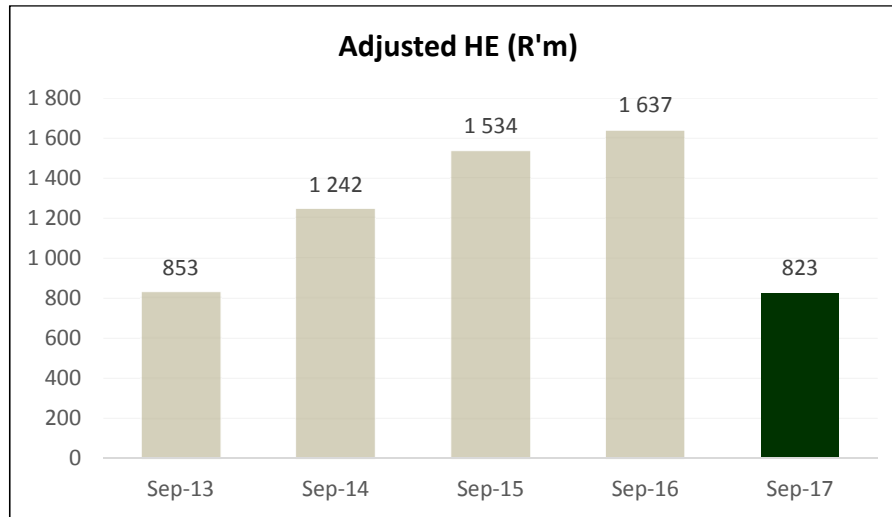
Pioneer is South Africa's 2nd largest food producer with leading market share positions across a number of core categories and extensive geographical footprint and penetration.

Portfolio evaluation



Financial performance

Pioneer has performed exceptionally well over the past 5 years but experienced a challenging year during 2017.



Despite disappointing results...

Portfolio evaluation

Adjusted headline earnings per share declined by 50% during the year ended 30 September 2017, due in part to an unfavourable maize procurement position...



Financial Review

Year ended 30 September 2017

Revenue	-5% to R19.6bn
Adjusted operating profit*	-44% to R1.28bn
Operating margin	From 11.0% to 6.5%
Adjusted HEPS*	-50% to 442 cents
Cash generated by operations	+50% to R2.58bn
Final dividend declared	260 cents

* Adjusted for Phase I B-BBEE (charge)/income and for related hedge, as well as items of a capital nature and once off M&A costs



Profit Movement Analysis

Major Categories – Unfavourable Movement

	Full year	Contribution	1H2017
Maize	R408m	47%	R357m
International Fruit	R195m	22%	R105m
Local & International Beverages	R273m	31%	R152m
	R876m	100%	R614m



...an improvement likely.

Portfolio evaluation

... but recent trends encouraging and, with a strong balance sheet and cash flow, a recovery should be possible during 2018.



Brand Performance

Value Share by Brand – full year

12MM Oct 2016 – Sep 2017		
Power Brands	Value Share	Share points change
SASKO Bakery	29.3%	-0.9%
SASKO Flour	27.8%	-3.2%
WEET-BIX	17.1%	-0.2%
WHITE STAR	30.5%	-1.8%
SAFARI NATURE'S TASTY SNACK	37.9%	-1.9%
Spekko	24.3%	2.8%
LIQUI FRUIT	28.7%	-0.1%

1 Measured as weighted average of Pioneer Foods' share in 18 categories in which it operates. TEG only. Including DOB's.

Brand Performance

Value Share by Brand – final quarter

12MM Sep 2017 versus 3MM Sep 2017		
Power Brands	12MM	3MM
SASKO Bakery	29.3%	30.0%
SASKO Flour	27.8%	28.7%
WEET-BIX	17.1%	17.2%
WHITE STAR	30.5%	33.7%
SAFARI NATURE'S TASTY SNACK	37.9%	37.7%
Spekko	24.3%	26.5%
LIQUI FRUIT	28.7%	28.7%

1 Measured as weighted average of Pioneer Foods' share in 18 categories in which it operates. TEG only. Including DOB's.

Business overview

Capespan is an internationally diversified group with a primary exposure to fruit farming, marketing, distribution, port logistics and related services.

Portfolio evaluation

CAPESPAN
GROUP LIMITED

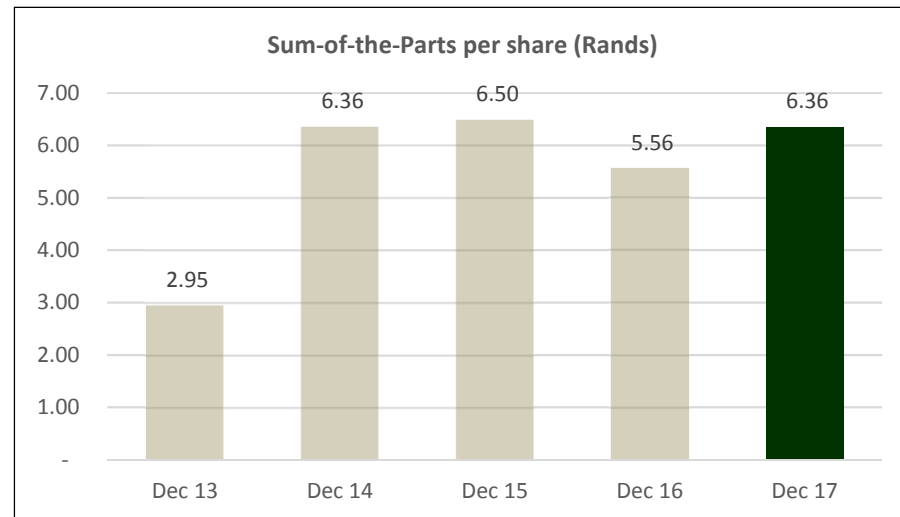
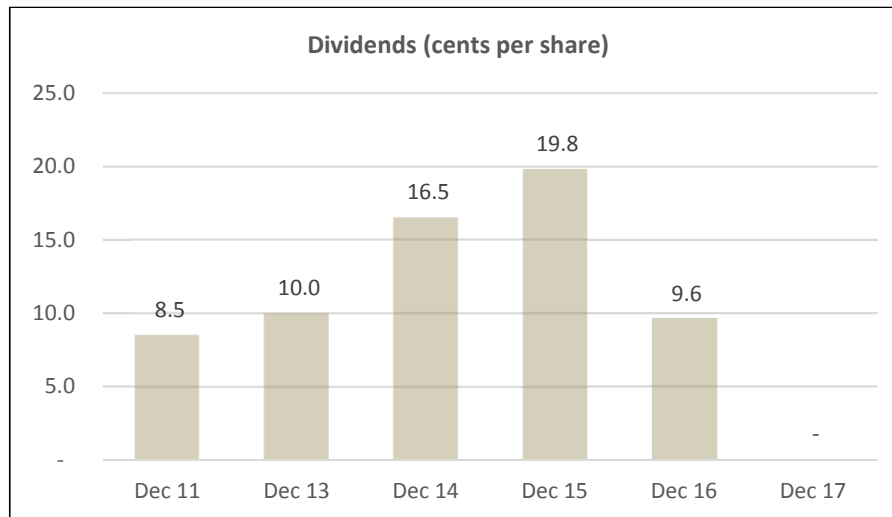
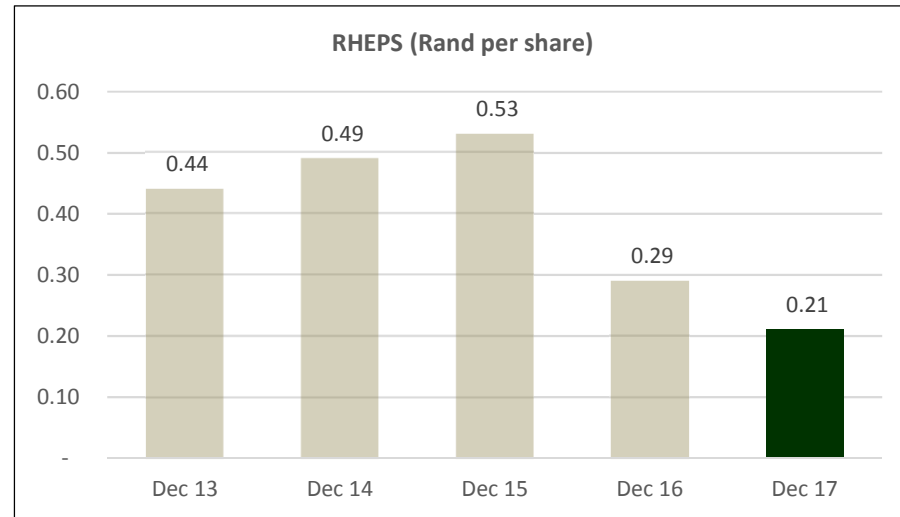
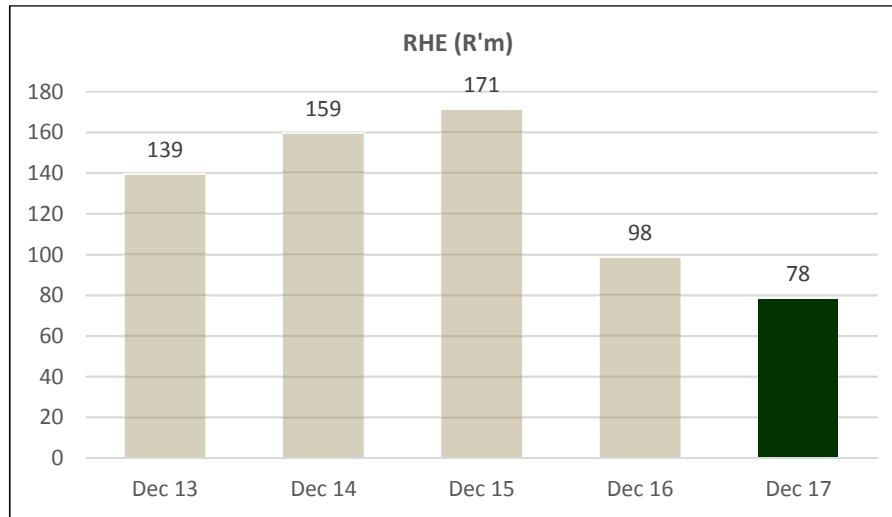


Financial performance

Portfolio evaluation

Capespan reported a 26.7% decline in RHEPS due to the lagged effect of volume declines following the drought and increased finance costs.

CAPESPAN
GROUP LIMITED



Historical review

Portfolio evaluation

The recent decline in RHEPS should not detract from the underlying investments made to drive medium- to long-term EBITDA growth and SOTP value creation.

CAPESPAN
GROUP LIMITED

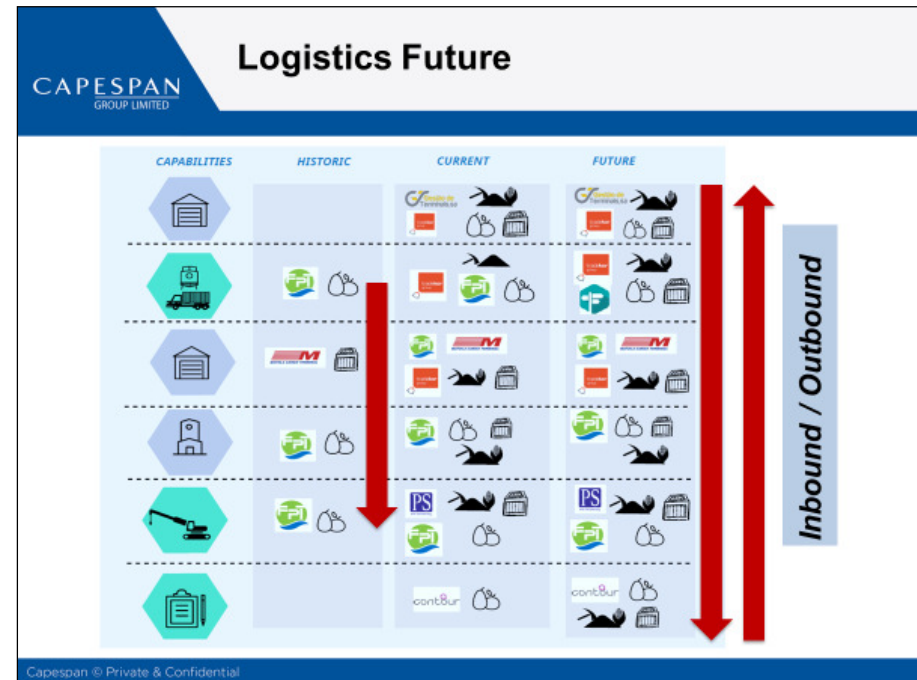
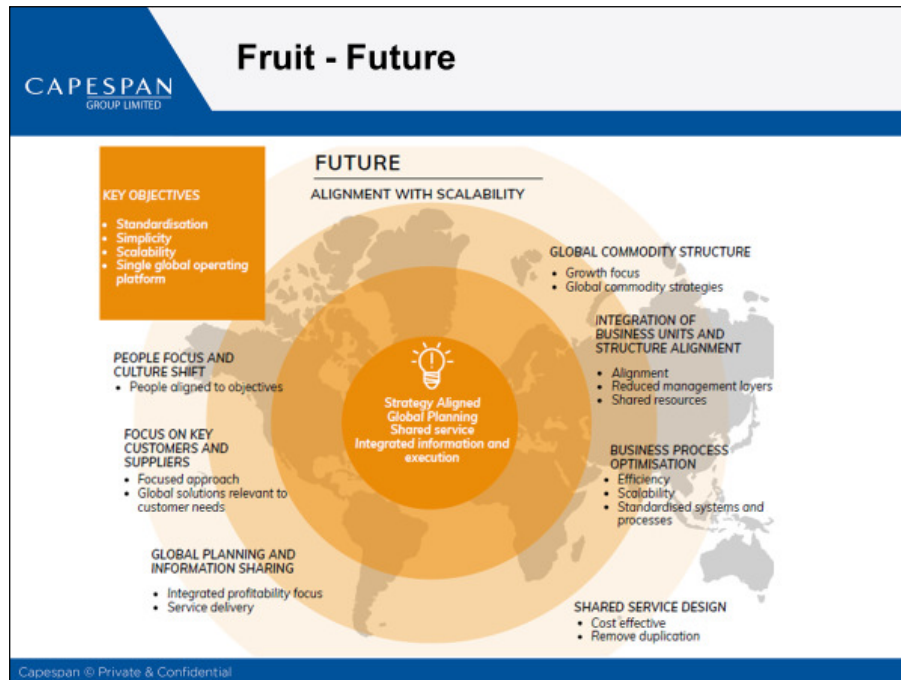
Summarised Income Statement	Dec 11	Dec 12	Dec 13	Dec 14	Dec 15	Dec 16	Dec 17
Key metrics	R'm	R'm	R'm	R'm	R'm	R'm	R'm
Revenue	3,181	5,631	7,149	7,392	7,688	8,311	6,619
EBITDA	146	206	228	227	299	250	241
EBITDA margin	4.6%	3.7%	3.2%	3.1%	3.9%	3.0%	3.6%
EBIT	109	165	191	169	220	155	123
EBIT margin	3.4%	2.9%	2.7%	2.3%	2.9%	1.9%	1.9%
Net finance income/(costs)	3	1	(9)	(3)	(38)	(39)	(55)
Income from associates	7	26	29	61	72	42	68
Recurring headline earnings	64	99	139	159	171	98	78
Headline earnings	64	87	127	97	136	90	62
WANOS (m)	299	316	319	321	324	338	364
Recurring HEPS (R)	0.22	0.28	0.44	0.49	0.53	0.29	0.21
Net asset value per share (R)	3.27	3.61	4.34	4.62	6.26	5.37	5.01
P/E	10.9	10.0	6.7	13.0	12.3	19.2	30.3
Sum-of-the-Parts per share (R)	2.40	2.75	2.95	6.36	6.50	5.56	6.36
Market cap (m)	717	822	941	2,056	2,098	2,014	2,317
Dividend per share (cents)	9.0	10.0	14.5	16.5	19.2	9.6	-

Key observations

Focus is to complete divisional repositioning...

Portfolio evaluation

CAPESPAN
GROUP LIMITED



Key observations

Portfolio evaluation

... and continue on journey of growing to deliver sustainable annualised RHE ~R500m.

CAPESPAN
GROUP LIMITED

CAPESPAN
GROUP LIMITED

Capespan Focus and Future

- Farms: Targeted yields and quality for market
- Fruit: Scalable, diversified fruit supplier
- Logistics: Integrated Supply Chain Solutions for SA key commodities
- Recurring Earnings: R500m *Goal we are building towards*



Capespan © Private & Confidential

Business overview

Kaap Agri is a leading Agri-related retail, trade, supply and services company.

Portfolio evaluation



KAAP AGRI

is a retail services group that supplies a variety of products and services mainly to the agricultural sector, but also to the general public.

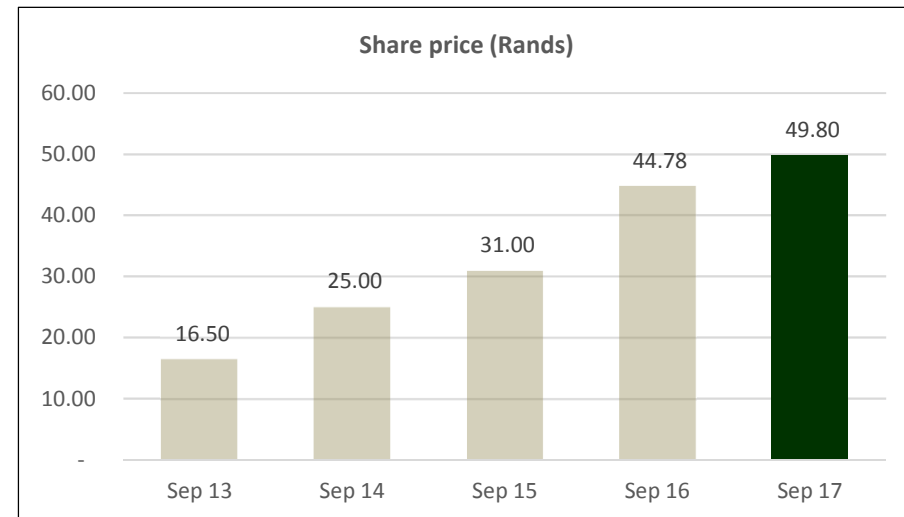
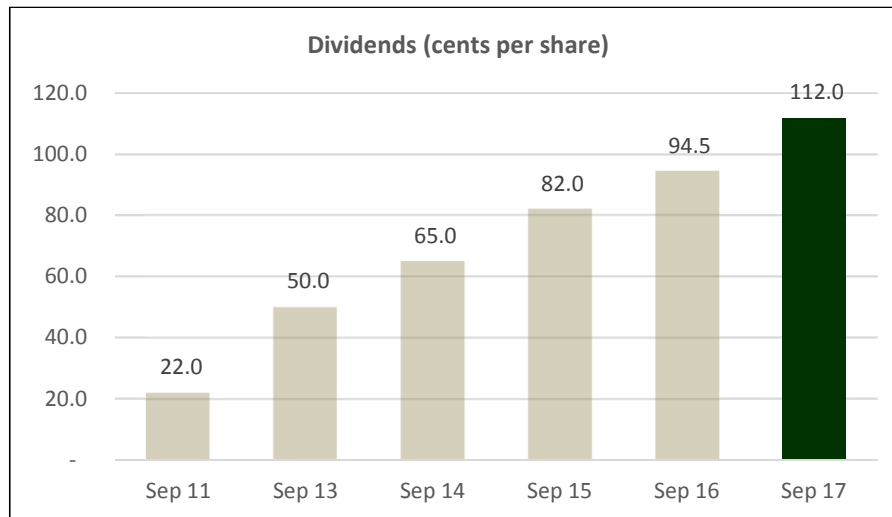
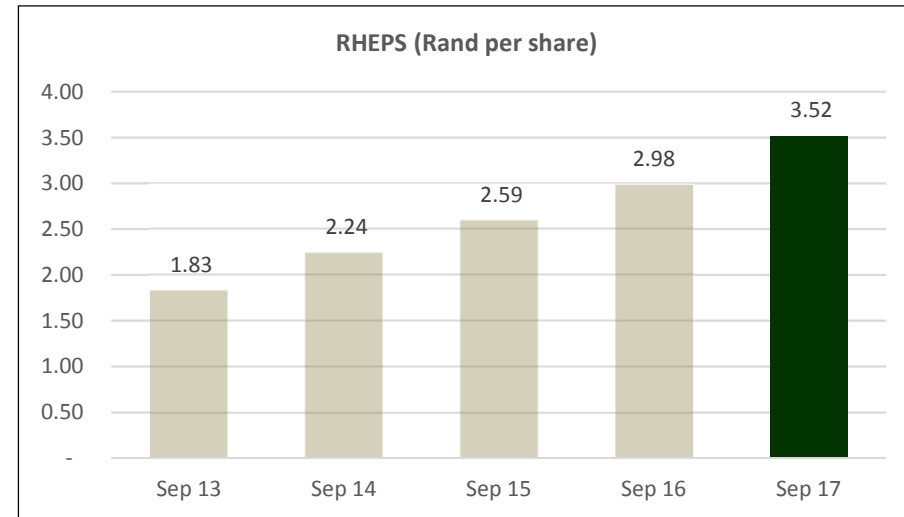
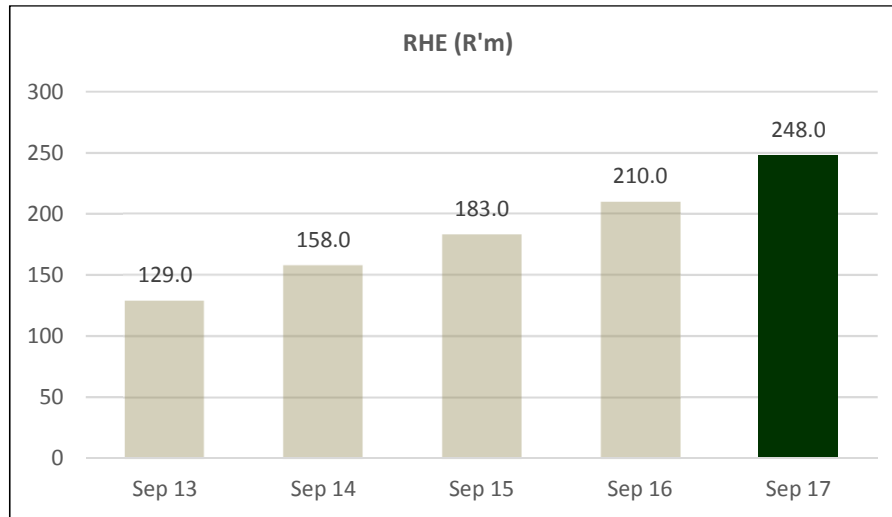
Kaap Agri has 183 operating points that stretch over 97 cities, towns and places, and include areas such as the Swartland, Boland, Winelands, Overberg, Langkloof, Namaqualand, Orange River, Sundays River Valley, Namibia and adjacent areas, as well as Limpopo, Mpumalanga and Gauteng.



Financial performance

Portfolio evaluation

Kaap Agri reported a 17.9% increase in RHEPS and an increase of 18.5% in dividends per share.



Historical review

Portfolio evaluation

Encouraging longer term trend of growth in key metrics combined with a measured degree of margin improvements bode well for the group.



Summarised Income Statement	Sep 11	Sep 12	Sep 13	Sep 14	Sep 15	Sep 16	Sep 17
Key metrics	R'm	R'm	R'm	R'm	R'm	R'm	R'm
Revenue	2,624	3,212	4,008	4,875	5,341	5,653	6,416
EBITDA	147	183	219	263	311	370	439
EBITDA margin	5.6%	5.7%	5.5%	5.4%	5.8%	6.5%	6.8%
EBIT	134	169	202	243	291	338	400
EBIT margin	5.1%	5.3%	5.0%	5.0%	5.4%	6.0%	6.2%
Recurring headline earnings	78	102	129	158	183	210	248
Headline earnings	78	102	129	158	183	210	244
WANOS (m)	67	69	70	70	70	70	70
Recurring HEPS (R)	1.18	1.48	1.83	2.24	2.59	2.98	3.52
P/E	6.0	6.1	9.0	11.2	12.0	15.0	14.1
Share price (R)	7.08	9.00	16.50	25.00	31.00	44.78	49.80
Market cap (m)	474.4	667.5	1,223.8	1,854.3	2,299.3	3,321.0	3,693.7

Key observations

The past financial year included numerous highlights as group continued to grow and expand with strong balance sheet in place.

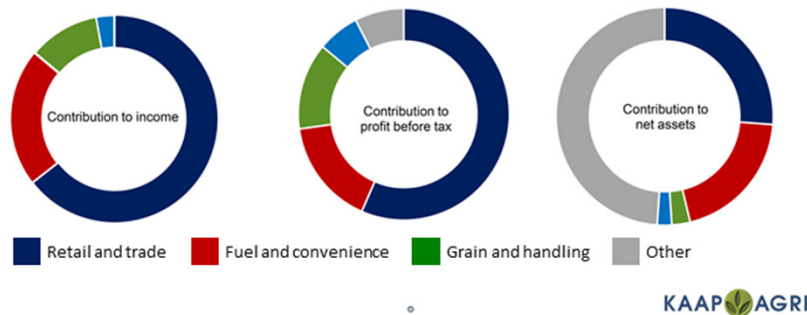
Portfolio evaluation



1 KEY MILESTONES

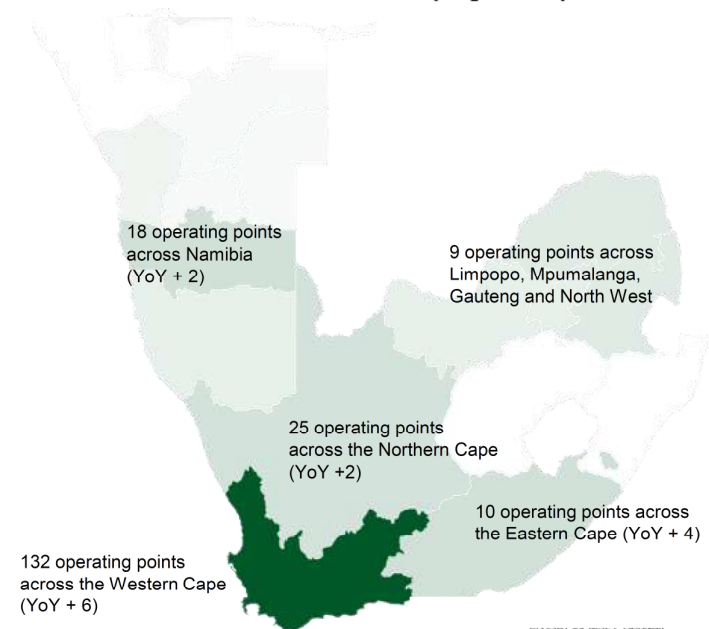
- Listed on the JSE Main Board
- TFC structure
- TFC transactions
- Kaap Agri Namibia
- Urban retail format

4 BUSINESS PROFILE UPDATE (cont.)



4 BUSINESS PROFILE UPDATE

Kaap Agri store presence



6

Business overview

Zaad is a specialist agricultural seed company that develops and supplies a broad basket of proprietary seeds to more than 96 international markets.

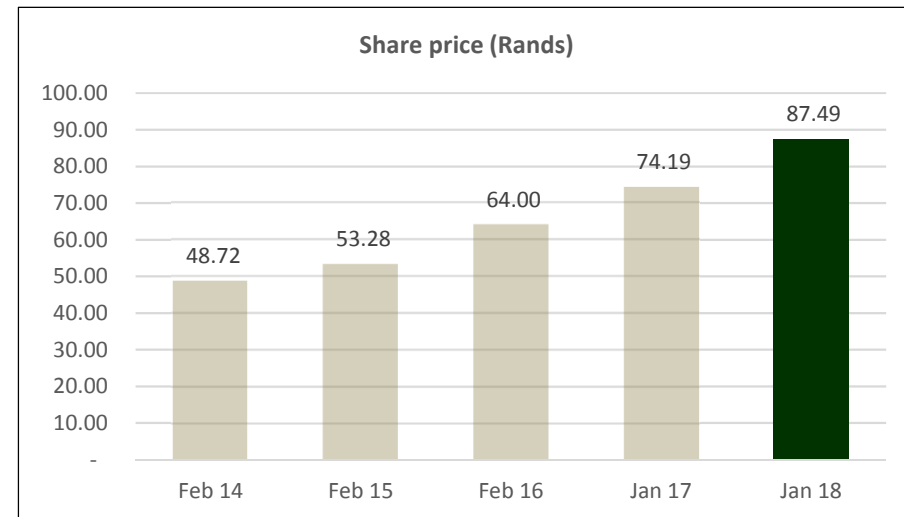
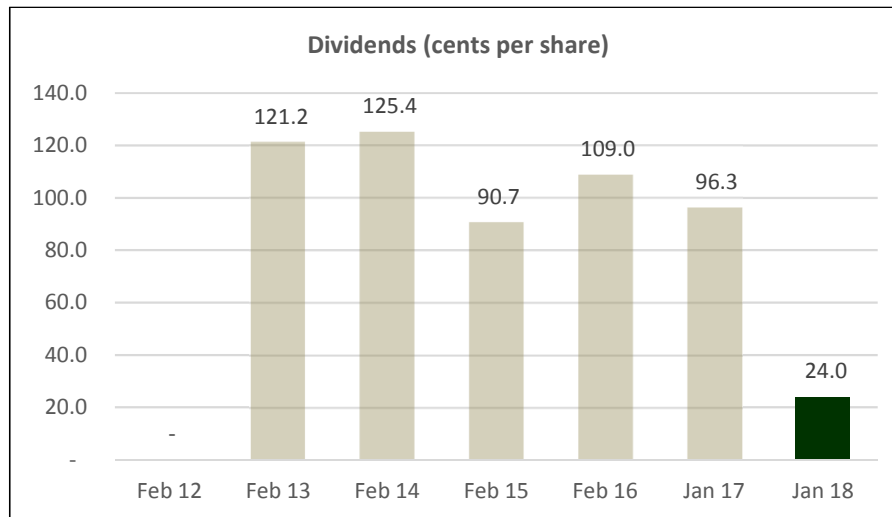
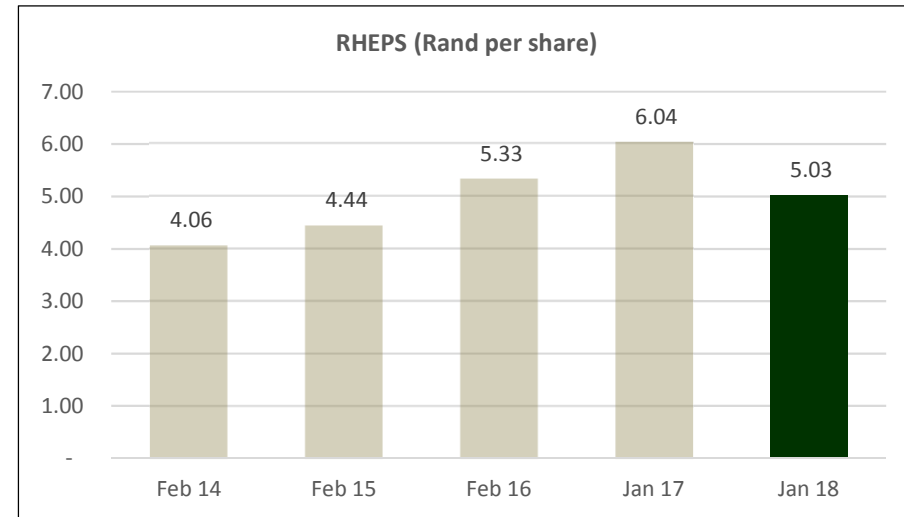
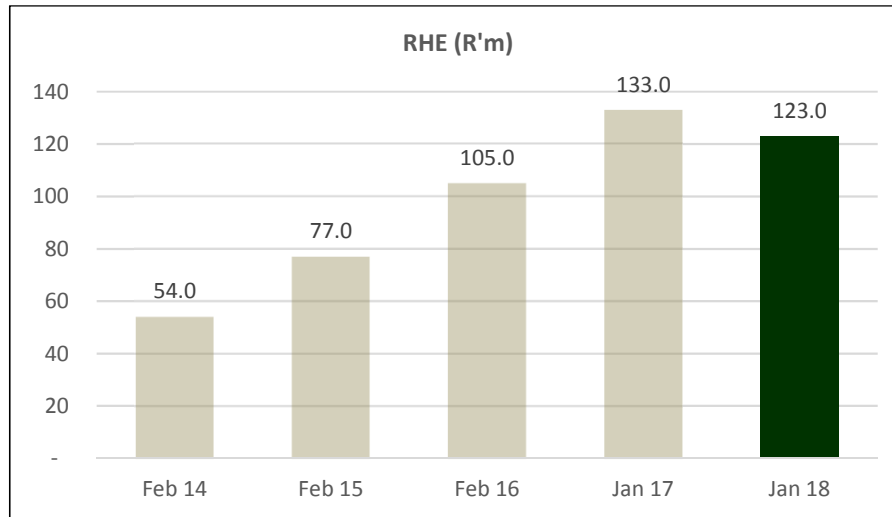
Portfolio evaluation



Financial performance

Portfolio evaluation

Zaad reported a decrease of 16.7% in RHEPS, driven in most part by weaker results in South Africa as a result of the drought and increased finance costs.



Historical review

Portfolio evaluation

Through a combination of strategic acquisitions, R&D and organic growth the group has been strengthened over the past 5 years.



Summarised Income Statement	Feb 12	Feb 13	Feb 14	Feb 15	Feb 16	Jan 17*	Jan 18
Key metrics	R'm	R'm	R'm	R'm	R'm	R'm	R'm
Revenue	257	294	465	947	1,226	1,349	1,409
EBITDA	39	48	92	142	232	219	222
EBITDA margin	15.2%	16.3%	19.8%	15.0%	18.9%	16.2%	15.8%
EBIT	36	45	80	120	197	185	172
EBIT margin	14.0%	15.3%	17.2%	12.7%	16.1%	13.7%	12.2%
Recurring headline earnings	28	36	54	77	105	133	123
WANOS (m)	9	10	13	17	20	22	24
Recurring HEPS (R)	3.14	3.49	4.06	4.44	5.33	6.04	5.03
Net asset value per share (R)	11.62	5.86	25.16	29.00	37.73	40.47	47.18
P/E	12.0	12.0	12.0	12.0	12.0	12.3	17.4
Share price (R)	37.68	41.88	48.72	53.28	64.00	74.19	87.49
Market cap (m)	377	512	784	962	1,350	1,676	2,192

* Financial year end changed from 28 February to 31 January

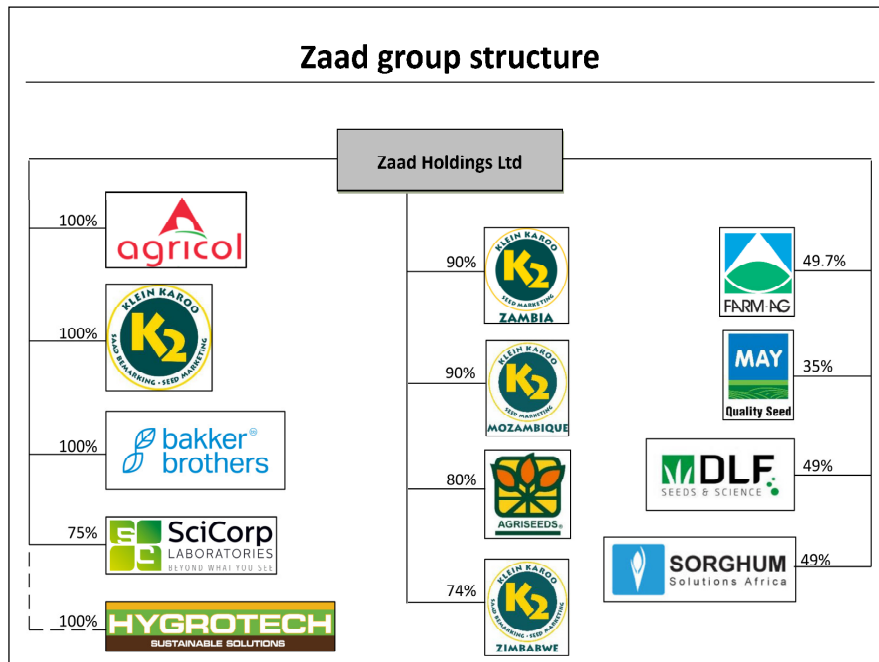
Key observations

Zeder continues to support Zaad and have made additional capital commitments as the group aims to deliver on its ambitious objectives.

Portfolio evaluation



Zaad group structure



Research and development



- Zeder invested R145m during FY2018
- Zeder committed to participate in further R200m rights issue
- Goal is to build one of the leading hybrid seed companies with market leadership in emerging markets

Business overview

Agrivision Africa is a vertically integrated, grain-related food supplier that farms, mills and distributes products in the northern region of Zambia and southern parts of the DRC.

Farming & Development



- 4,200 ha (irrigated)
- 2,500 ha (dry-land)

Milling & Processing



- 50,000 tons (Maize)
- 24,000 tons (Wheat)

Portfolio evaluation



Agrivision Africa

Brands & Distribution



- Formal retail
- Distribution depots

Financial performance

Portfolio evaluation

Disappointing recurring losses reported but net asset value in US\$ and conservative exchange rate approach supports investment value.



Agrivision Africa

Summarised Income Statement	Dec 13	Dec 14	Dec 15	Dec 16	Dec 17
Key metrics	\$'000	\$'000	\$'000	\$'000	\$'000
Revenue	14,304	32,532	31,711	39,718	34,994
EBITDA	2,831	3,576	2,199	7,326	1,672 ^
EBITDA margin	19.8%	11.0%	6.9%	18.4%	4.8%
EBIT	(245)	5	(955)	4,305	(2,012) ^
EBIT margin	-1.7%	0.0%	-3.0%	10.8%	-5.7%
Recurring headline earnings	(1,509)	(3,385)	(3,615)	1,306	(4,700)
Headline earnings	(1,509)	(4,016)	(5,955)	3,645	(4,700)
Wanos (m)	0.8	1.3	1.9	1.9	1.9
Recurring HEPS (\$)	(1.80)	(2.60)	(1.90)	0.69	(2.47)
Net asset value per share (\$)*	38.33	30.64	19.08	55.15	52.55
USD:ZAR	10.50	10.82	10.82	10.82	10.82
Sum-of-the-Parts (R'm)				614	591

*FY2016 NAV restated to market value due to reporting currency changes in Zambia as compiled by 3rd party valuations

^Adjusted for impairment of intangible assets in FY2017

Business overview

Portfolio evaluation

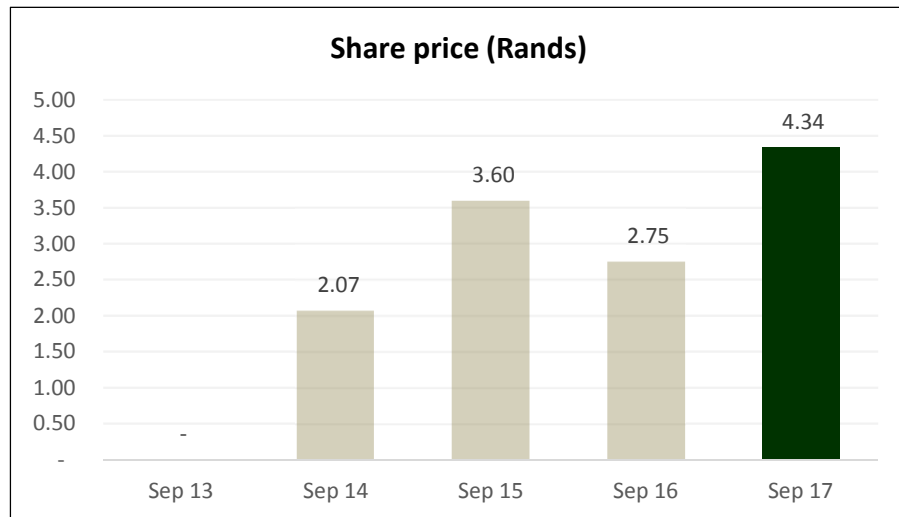
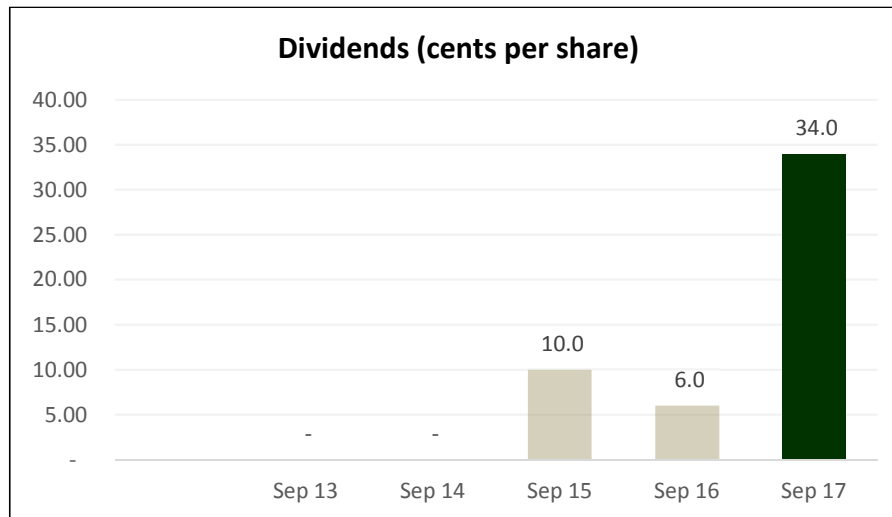
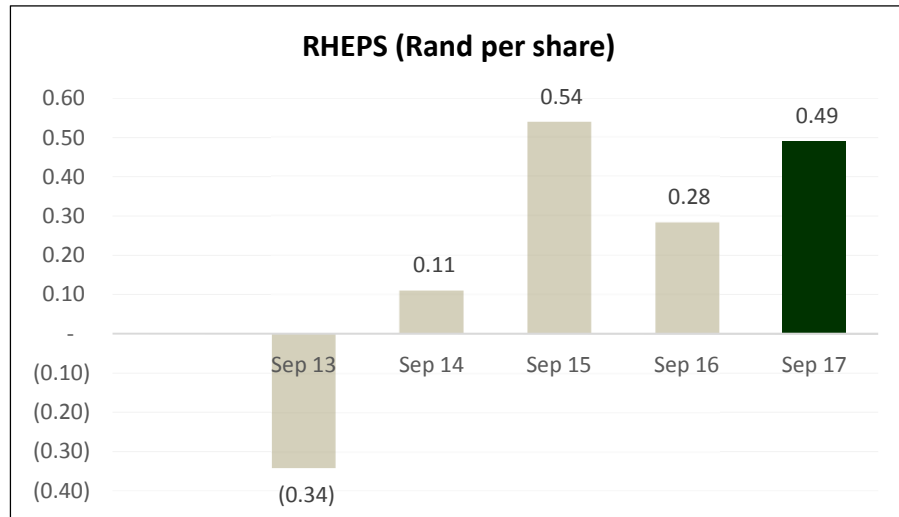
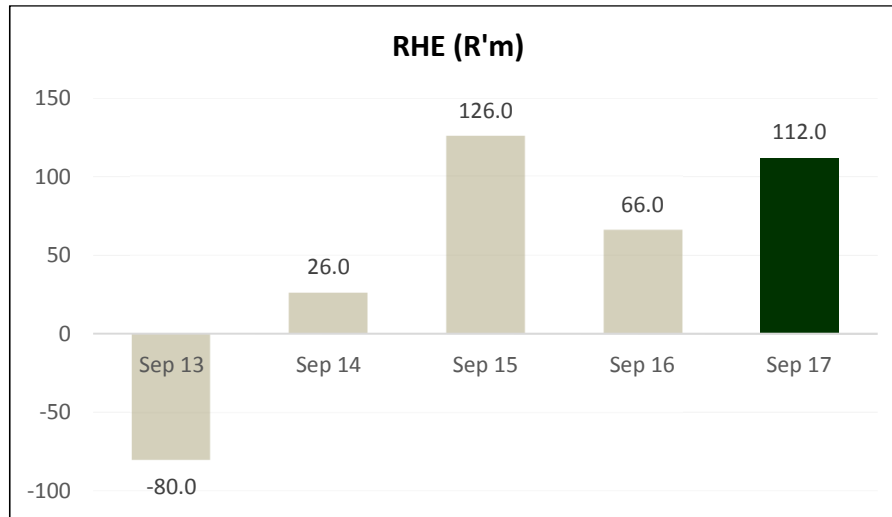
Quantum is South Africa's #1 commercial egg supplier and operates a regionally dominant and nationally recognised premium animal feeds business.



Financial performance

Portfolio evaluation

Quantum Foods reported an increase of 74% in RHEPS and declared a special dividend due to strong cash generation.



Key observations

Despite challenging macro conditions, Quantum benefited from lower commodity prices following the drought.



BUSINESS OVERVIEW



ECONOMY

- › ZAR strengthened by 9%
- › GDP per capita decline
- › Low consumer confidence

INDUSTRY

- › Drought followed by good summer rains
- › Sharp decline in maize and related raw material prices
- › Egg supply cycle in downswing
- › Avian Influenza (AI) outbreak

Revenue	Operating profit
▲ 4%	▲ 67%
HEPS	Cash generated
▲ 74%	R265m
Dividend 2017	Dividend 2016
34c	6c

SAFEX YELLOW MAIZE RAND PER TON



STATEMENT OF INCOME



For the year ended 30 September 2017	2017 Rm	2016 Rm	% change
Revenue	4 051.9	3 913.1	▲ 4
Operating profit*	170.1	124.3	▲ 37
Income from associates	1.1	0.3	
Net finance income	6.4	6.8	
Profit before tax	177.6	131.4	
Tax	(50.0)	(40.0)	
Profit for the period	127.6	91.4	
* Operating profit includes capital items	20.6	34.9	
Adjusted operating profit	149.5	89.4	▲ 67
Adjusted operating margin	3.7%	2.3%	
EPS - cents	55.7	39.2	▲ 42
HEPS - cents	49.0	28.2	▲ 74

DIVIDENDS AND SHARE REPURCHASES



- › 2015 and 2016 dividends declared at a HEPS cover of approximately 5 times
- › For 2017
 - Dividend at a HEPS cover of 4.1 times 12 cents
 - Special dividend due to 2017 cash generation 22 cents
 - Total dividend 34 cents
- › 9 488 659 shares repurchased in 2017 at average R3.03 per share
- › Total amount of R104.3 million returned to shareholders

Outlook

Portfolio evaluation

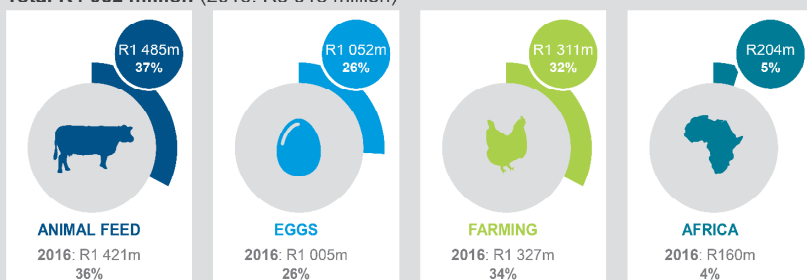
Business has been structured with clear divisional focus and growth strategies.



REVENUE ANALYSIS



Total R4 052 million (2016: R3 913 million)



STATEMENT OF FINANCIAL POSITION



At year end	2017 Rm	2016 Rm
Non-current assets	1 076.8	1 071.7
Net working capital	590.4	687.4
Non-current liabilities	(230.8)	(236.1)
Cash	261.5	79.5
Total net assets	1 697.9	1 602.5
Borrowings	(6.3)	(6.4)
Equity	1 691.6	1 596.1
Net working capital	590.4	687.4
Inventory	201.8	307.4
Biological assets	299.3	324.0
Receivables	415.2	483.4
Payables	(325.9)	(427.4)

SEGMENT RESULTS



	2017 Rm	2016 Rm
Adjusted operating profit		
Eggs	46.5	(26.8)
Farming	47.3 *	61.0
Animal Feeds	77.8	72.5
Other African countries	(9.7)	(0.2)
Head Office costs	(12.4)	(17.1)
	149.5	89.4

STATEMENT OF CASH FLOW



For the year ended 30 September 2017	2017 Rm	2016 Rm
Cash operating profit	200.4	164.3
Working capital inflow / (outflow)	115.2	(173.6)
Change in exchange rate	0.7	10.5
Cash effect of hedging activities	3.4	(3.0)
Tax paid	(61.3)	(29.7)
Net finance income	6.9	7.3
Cash generated by / (utilised in) operations	265.3	(24.2)
Shares repurchased	(28.7)	(4.0)
Dividends paid	(13.8)	(23.3)
Capital expenditure	(73.0)	(98.8)
Business combinations	-	(79.8)
Proceeds from sale of assets	32.2	122.1
Net cash increase / (decrease)	182.0	(108.0)

Small seeds planted

We have acquired controlling interests in two new small companies that provide us with an affordable entry into smart urban farming and logistics related technology.

CAN-AGRI



- Urbanisation and vertical farming is a growing theme
- Decline in cost effective available agricultural land and damage to environment is forcing a rethink of the sustainability of current approach
- Identified a South African team and concept
- **Committed to invest R40m for proof of concept phase**
- Roll-out to be considered thereafter

New platform investments

THE LOGISTICS COMPANY



- **Invested R4m as seed capital**
- Rapid growth possible – but VC type risk
- Technology adoption in portfolio
- Technology adoption 3rd party logistics

Prospects

Conclusion

With a strong existing platform and focused addition of new opportunities, the prospects remain positive going forward.

General commentary

- Early indications of improved political, economical and climatic conditions in markets where our portfolio operates
- Indications of inflationary relief after period of sustained pressure
- Strong and well diversified portfolio that provides us with broad exposure to the industry
- Well developed strategies aligned to aligned to deliver sustainable growth
- Investments made (financed in part with debt) to deliver results in medium term
- Focus remains on recovery in the short term
- Platform growth continuously pursued – *exiting new avenues established, both within and adjacent to existing investments*
- New and adjacent opportunities are reviewed on an ongoing basis



Despite the short-term challenges, we remain committed to deliver attractive shareholder returns over the next 5 years.

Thank you