



**FINAL RESULTS  
PRESENTATION FOR THE  
YEAR ENDED 30 JUNE 2016**

21 SEPTEMBER 2016

# SALIENT FEATURES

		2016	2015
<b>Intrinsic net asset value per share</b>	6.1%	<b>R 306.44</b>	R 288.89
<b>Headline earnings measures</b>			
Headline earnings per share (HEPS)	(26.4%)	<b>1 143.9c</b>	1 555.0c
HEPS excl. once-off costs & option remeasurement	(7.5%)	<b>1 438.9c</b>	1 555.0c
Comparable HEPS	2.5%	<b>1 463.0c</b>	1 427.3c
<b>Dividend declared</b>			
Interim	9.5%	<b>185c</b>	169c
Final		<b>275c</b>	259c
<b>Total</b>		<b>460c</b>	428c

# HEADLINE EARNINGS ANALYSIS

R'million	Year 30 June 2016	Year 30 June 2015	% change
<b>Reported headline earnings</b>	<b>5 887</b>	<b>7 996</b>	<b>(26.4)</b>
<b>Adjusted for:</b>			
Option remeasurement	730	-	
Once-off costs: Mediclinic rights issue and Al Noor transaction	788	-	
At the centre	402	-	
Remgro's share of Mediclinic's own costs	386	-	
<b>Headline earnings</b> (excl. once-off costs and option remeasurement)	<b>7 405</b>	<b>7 996</b>	<b>(7.4)</b>
Additional finance cost due to 3-month lag on Mediclinic	245	-	
Transaction and funding costs relating to Spire transaction	115	38	
PRIF: Distribution from first, second and third closes	(18)	(170)	
RCL Foods: Release of tax provision & gain on Zambian options	(218)	-	
Facilitation and underwriting fees from Mediclinic	-	(99)	
RMI: Profit with release of a put option liability at Discovery	-	(126)	
Mediclinic: Swiss prior year tax adjustments	-	(300)	
<b>Comparable headline earnings</b>	<b>7 529</b>	<b>7 339</b>	<b>2.6</b>

## **MEDICLINIC INTERNATIONAL PLC (MEDICLINIC)**

### ***FACILITATION OF MEDICLINIC'S ACQUISITION OF SPIRE HEALTHCARE GROUP PLC (SPIRE)***

- During June 2015 Remgro facilitated Mediclinic's acquisition of Spire, concluded early in July 2015. The transaction included a Mediclinic rights issue with Remgro as the underwriter
- In order to participate in the rights issue, Remgro obtained bridge financing amounting to R3.5 billion. During January 2016 Remgro replaced the bridge financing by issuing fixed rate cumulative redeemable preference shares with a tenure of four years and a fixed dividend rate of 7.7%, payable semi-annually

### ***COMBINATION OF MEDICLINIC AND AL NOOR HOSPITALS GROUP PLC (AL NOOR)***

- On 14 October 2015 Mediclinic and Al Noor agreed to combine their respective businesses pursuant to which Al Noor offered to acquire 100% of Mediclinic
- The transaction was concluded on 15 February 2016 and given the relative size of Mediclinic and Al Noor, was classified as a reverse takeover of Al Noor.
- The combined group was renamed Mediclinic International plc and retained its premium listing on the Main Market of the London Stock Exchange (LSE). Mediclinic has a secondary listing on the JSE and was admitted to the FTSE 100 index of the LSE
- In addition to the Al Noor shares received, Remgro also subscribed for an additional 72 115 384 shares in Al Noor at £8.32 per share for an aggregate amount of £600 million during February 2016. In order to fund the subscription:
  - › £200 million (or R4.3 billion) bridge finance borrowed in South Africa; and
  - › £400 million bridge finance borrowed offshore
- On 16 March 2016 the local bridge financing was replaced with newly issued fixed rate cumulative redeemable preference shares amounting to R4.4 billion with a tenure of five years and a fixed dividend rate of 8.3%, payable semi-annually

## **MEDICLINIC (continued)**

### **LAUNCH OF EXCHANGEABLE BONDS**

- On 22 March 2016, through its wholly owned subsidiary Remgro Jersey GBP Ltd, Remgro refinanced £350 million of the foreign bridge financing by issuing exchangeable bonds with a tenure of five years and a fixed rate of 2.625%, payable semi-annually
  - Exchangeable into approximately 30.9 million Mediclinic ordinary shares at an exchange price of £11.3086 per Mediclinic share
  - The exchange price premium: 30% above the weighted average price on the LSE between launch date and pricing of the bond offering
  - Initial offer was over-subscribed by 50%
  - Remgro will have the discretionary right to deliver an amount in cash or shares or a combination thereof upon exchange or redemption of these bonds. Bonds were included for trading on the open market segment of the Frankfurt Stock Exchange on 23 March 2016
- Remgro's effective interest in Mediclinic on 30 June 2016 was 44.6% (June 2015: 42.0%)

## **BRITEHOUSE HOLDINGS (PTY) LTD (BRITEHOUSE)**

- During September 2015 Remgro disposed of its investment for a total consideration of R159.6 million
- A profit of R93.7 million was realised which was excluded from headline earnings

## **MILESTONE CHINA FUNDS**

- During the year under review, Remgro invested the remaining committed loan amount of \$6.9 million to Milestone Capital Strategic Holdings
- Remgro invested a further \$6.7 million in Milestone China Opportunities Fund III (Milestone III) (cumulative investment: \$93.2 million)
- Remaining commitment at 30 June 2016 to Milestone III amounted to \$6.8 million

## PEMBANI REMGRO INFRASTRUCTURE FUND (PRIF)

- During the year under review, Remgro committed a further R150.0 million to PRIF (total committed funds: R650.0 million)
- Remgro invested a further net amount of R28.6 million following PRIF's successful second and third closes
- Remgro's cumulative investment in PRIF is R211.9 million
- Remaining commitment at 30 June 2016 to PRIF amounted to R438.1 million

## OTHER

- Other smaller investments amounted to R152 million

## EVENTS AFTER YEAR END

### INVENFIN (PTY) LTD (INVENFIN)

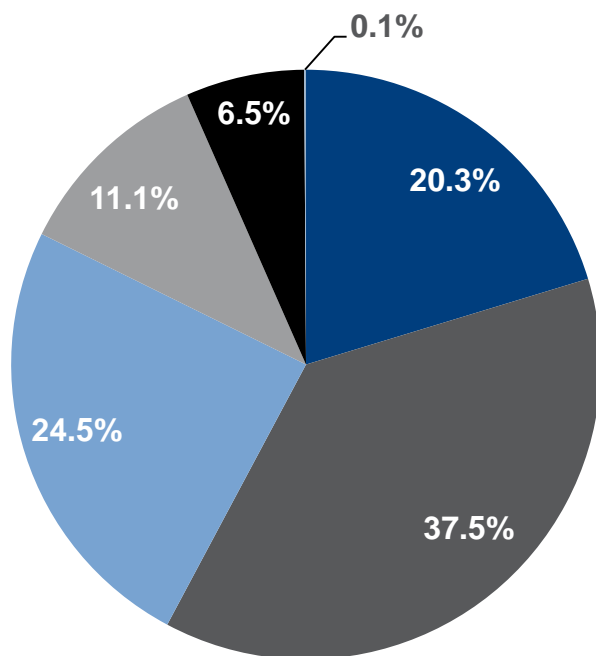
- On 27 July 2016 Remgro, through its wholly owned subsidiary Invenfin, acquired a 30% stake in Dynamic Commodities for R80 million
- Dynamic Commodities is an export-focused company that produces high quality frozen desserts, snacks and value-added "fresh frozen" fruit
- During August 2016, Invenfin also acquired a 30% stake in Joya Brands, a sweets manufacturer, for R50.2 million

# CONTRIBUTION BY INVESTMENT PLATFORM

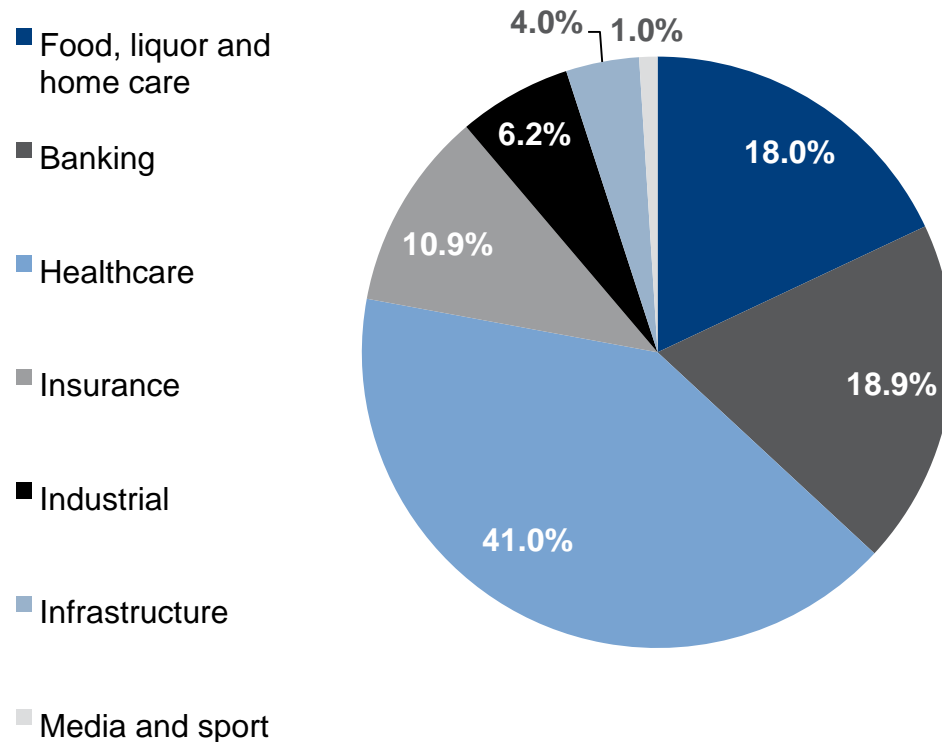
(EXCL. OTHER INVESTMENTS, TREASURY AND CORPORATE COSTS)

## Headline earnings for the year ended 30 June 2016

(excl. once-off costs & option remeasurement)



## Intrinsic asset value as at 30 June 2016



\* Media and sport contributed a headline loss for the year ended June 2016

# SUMMARY OF HEADLINE EARNINGS BY PLATFORM

R'million	Year 30 June 2016	Year 30 June 2015	% change
Food, liquor and home care	1 618	1 531	5.7
Banking	2 989	2 845	5.1
Healthcare	1 952	1 734	12.6
Insurance	888	986	(9.9)
Industrial	517	381	35.7
Infrastructure	6	392	(98.5)
Media and sport	(36)	(16)	(125.0)
Other investments	67	84	(20.2)
Central treasury - Finance income	125	111	12.6
Central treasury - Finance costs	(470)	-	-
Other net corporate costs	(251)	(52)	(382.7)
<b>Headline earnings</b> (excl. once-off costs and option remeasurement)	<b>7 405</b>	<b>7 996</b>	<b>(7.4)</b>



# SUMMARY OF HEADLINE EARNINGS

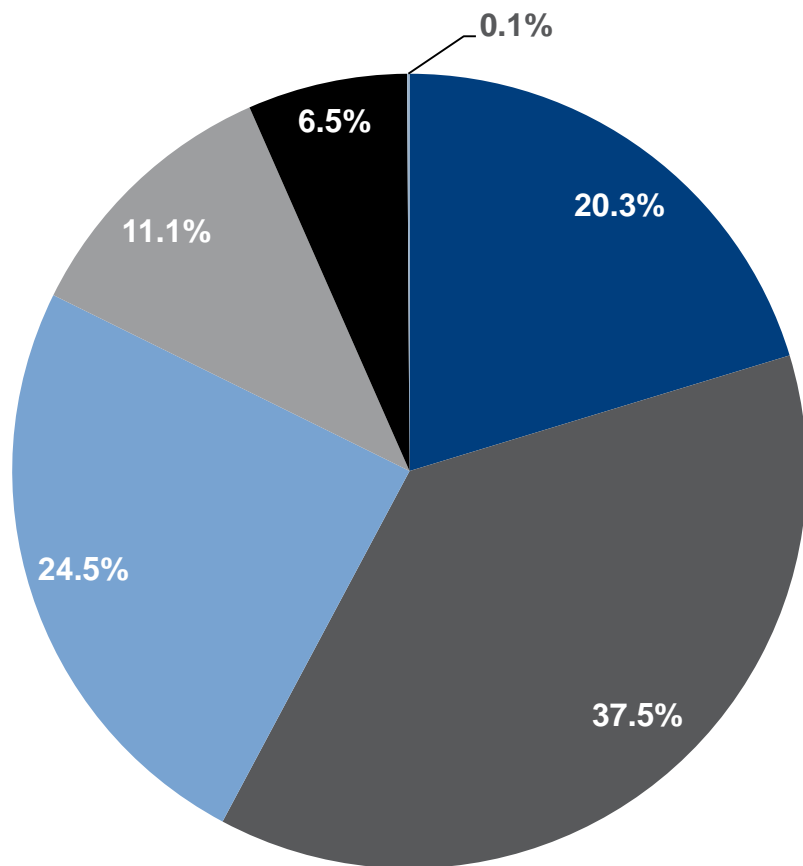
R'million	Year 30 June 2016	Year 30 June 2015	% change	% of total	Cumulative % of total
RMBH and FirstRand	2 989	2 845	5.1	40.4	40.4
Mediclinic	1 952	1 734	12.6	26.4	66.8
RMI Holdings	888	986	(9.9)	12.0	78.8
RCL Foods	658	755	(12.8)	8.9	87.7
Distell	499	445	12.1	6.7	94.4
Unilever	461	331	39.3	6.2	100.6
Other investments	(42)	900	(104.7)	(0.6)	100.0
<b>Headline earnings</b> (excl. once-off costs and option remeasurement)	<b>7 405</b>	<b>7 996</b>	<b>(7.4)</b>	<b>100.0</b>	
Weighted average shares in issue (million)	514.6	514.2	0.1		
HEPS (excl. once-off costs and option remeasurement) (cents)	1 438.9	1 555.0	(7.5)		

# CONTRIBUTION TO HEADLINE EARNINGS

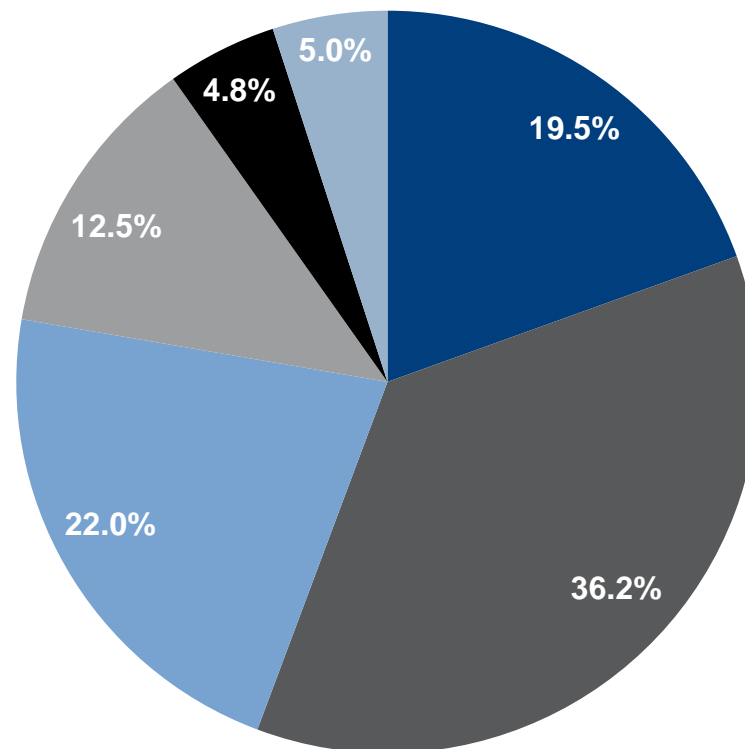
(EXCL. OTHER INVESTMENTS, TREASURY AND CORPORATE COSTS)

**June 2016**

(excl. once-off costs and option remeasurement)



**June 2015**



- Food, liquor and home care
- Healthcare
- Industrial
- Banking
- Insurance
- Infrastructure

\* Media and sport contributed headline losses for the years ended June 2016 and June 2015

R'million	Headline earnings			Intrinsic value		
	Year June 2016	Year June 2015	% change	As at 30 June 2016	As at 30 June 2015	% change
Distell	499	445	12.1	10 723	11 098	(3.4)
Unilever SA	461	331	39.3	10 650	8 688	22.6
RCL Foods	658	755	(12.8)	9 278	11 514	(19.4)
<b>Total</b>	<b>1 618</b>	<b>1 531</b>	<b>5.7</b>	<b>30 651</b>	<b>31 300</b>	<b>(2.1)</b>

## DISTELL (30.9% effective interest)

- South Africa delivered a strong performance with sales volumes up by 8.8%
- Sub-Saharan African markets, outside South Africa, delivered mixed results with overall performance being impacted by the challenging macro-economic conditions in Angola
- Revenue from international markets beyond Africa up by 13.1%, positively impacted by the weaker rand. However, volumes declined by 12.5% due to continuing tough trading conditions

# FOOD, LIQUOR AND HOME CARE

## UNILEVER SA (25.8% effective interest)

R'million	Year 30 June 2016	Year 30 June 2015	% change
Profit after tax	1 780	1 246	42.9

- The reasons for the increase in profits were due to:
  - › revenue growth; and
  - › margin improvement
- Restructuring costs incurred amounted to R83 million (June 2015: R228 million), driven by investments for the Food Solutions factory resulting in:
  - › streamlining operations; and
  - › improved efficiencies

## RCL FOODS (77.3% effective interest)

- RCL Foods' results were positively impacted by the release of a R163 million provision relating to uncertain Foodcorp tax disputes and a R119 million gain on the exercise of the Zam Chick and Zamhatch put options
- Excluding these, RCL Foods' contribution to headline earnings would have decreased by 41.7% to R440 million, mainly due to:
  - › Chicken business being impacted by a massive oversupply in the local market caused by local production and dumping; and
  - › Sugar business remaining under pressure due to the severe drought conditions

R'million	Headline earnings			Intrinsic value		
	Year June 2016	Year June 2015	% change	As at 30 June 2016	As at 30 June 2015	% change
RMBH	2 112	2 005	5.3	22 356	26 409	(15.3)
FirstRand	877	840	4.4	9 857	11 720	(15.9)
<b>Total</b>	<b>2 989</b>	<b>2 845</b>	<b>5.1</b>	<b>32 213</b>	<b>38 129</b>	<b>(15.5)</b>

- RMBH and FirstRand reported headline earnings growth of 5.9% and 4.5%, respectively, mainly due to:
  - › growth in both interest and non-interest income from FNB, RMB and Wesbank; partly offset by
  - › an increase in credit impairment charges, which reflects the deteriorating macro-economic environment
- Remgro's effective interest in FirstRand is 13.5% (June 2015: 13.5%)

R'million	Headline earnings			Intrinsic value		
	Year June 2016	Year June 2015	% change	As at 30 June 2016	As at 30 June 2015	% change
Mediclinic	1 952	1 734	12.6	69 691	36 727	89.8

- Mediclinic's results for the year under review, is stated excluding the once-off transaction costs incurred with the Al Noor transaction of R891 million (Remgro's portion amounted to R386 million)
- The comparative period included positive Swiss tax adjustments of R712 million (Remgro's portion: R300 million)
- Excluding above, Mediclinic's contribution to comparable headline earnings would have increased by 36.1%
- Solid performance by all three operating platforms
- Positive effect of weaker rand

# INSURANCE

R'million	Headline earnings			Intrinsic value		
	Year June 2016	Year June 2015	% change	As at 30 June 2016	As at 30 June 2015	% change
RMI Holdings	888	986	(9.9)	18 526	19 096	(3.0)

- Decrease is mainly due to a once-off profit in comparative period with the release of a put option liability at Discovery. On a normalised basis, earnings increased by 5.9%
- Discovery and OUTsurance achieved good normalised earnings growth of 6.6% and 42.7% respectively, offset by lower earnings from MMI Holdings (decrease of 15.8%)

R'million	Headline earnings/(loss)			Intrinsic value		
	Year June 2016	Year June 2015	% change	As at 30 June 2016	As at 30 June 2015	% change
Air Products	275	222	23.9	4 241	4 164	1.8
KTH	(229)	(108)	(112.0)	2 723	2 696	1.0
Total SA	291	133	118.8	1 879	1 785	5.3
Wispeco	144	104	38.5	1 055	920	14.7
PGSI	36	30	20.0	734	672	9.2
<b>Total</b>	<b>517</b>	<b>381</b>	<b>35.7</b>	<b>10 632</b>	<b>10 237</b>	<b>3.9</b>

**AIR PRODUCTS (50% effective interest)**

R'million	Year 31 March 2016	Year 31 March 2015	% change
Revenue	2 612	2 170	20.4
Operating profit	817	667	22.5

- The results were positively influenced by increased demand in the oil refining and petrochemicals sectors and resulting in new contracted business
- Demand for large tonnage gases remained subdued and under pressure in the steel and mining sectors

**KTH (34.9% effective interest)**

R'million	Year 30 June 2016	Year 30 June 2015	% change
Loss attributable to equity holders	(587)	(359)	(63.5)

- The decrease in earnings was mainly driven by negative fair value adjustments on its investment in MMI Holdings' preference shares (R285 million), Exxaro (R167 million) and AECI (R99 million)
- Income from equity accounted investments decreased to R347 million (2015: R454 million) with major contributions from investments in MMI Holdings, Fidelity Bank (Ghana), Servest Group, Idwala Industrial and Mototolo
- Net finance costs increased to R409 million (2015: R374 million) due to the interest charge on the R800 million listed bond KTH issued during the year
- Kagiso Media's revenue and EBITDA down 2% to R1.4 billion and R447 million, respectively, due to the impact of slow economic growth that was felt throughout the group



**TOTAL SA (24.9% effective interest)**

R'million	Year 30 June 2016	Year 30 June 2015	% change
Revenue	48 940	51 168	(4.4)
Operating profit	1 414	628	125.2
Headline earnings	1 167	534	118.5

- The decrease in revenue was mainly due to volumes lost in the mining and commercial sectors
- The results were impacted by negative stock revaluation losses of R491 million (2015: R1 597 million) as the international oil price decreased from US\$61/barrel at 30 June 2015 to US\$48/barrel at 30 June 2016
- Natref (in which Total SA has a 36.4% interest) experienced:
  - › stable refining margins;
  - › favourable exchange rate movements; and
  - › a consistent refinery operational performance

**WISPECO (100% effective interest)**

R'million	Year 30 June 2016	Year 30 June 2015	% change
Revenue	2 105	1 649	27.7
Operating profit	213	150	42.0

- Revenue growth resulted from sales volume growth and higher selling prices caused by higher raw material cost increases
- The acquisition of Pressure Die Castings added R200 million to revenue and positively contributed to operating profit
- A number of new projects came to fruition during the year

**PGSI (37.7% effective interest)**

R'million	Year 30 June 2016	Year 30 June 2015	% change
Revenue	3 958	3 733	6.0
Operating profit (normalised)	223	210	6.2

- The results were positively impacted by:
  - › positive growth in the building glass business driven by increased domestic sales;
  - › positive growth in export vehicle sales despite difficult trading conditions in the automotive industry;
  - › a reduction in finance costs of R20 million due to positive cash flows reducing debt; and
  - › good progress has been made in the areas of cost reduction, manufacturing quality and efficiencies

R'million	Headline earnings/(loss)			Intrinsic value		
	Year June 2016	Year June 2015	% change	As at 30 June 2016	As at 30 June 2015	% change
CIV Holdings	64	51	25.5	3 166	2 797	13.2
Grindrod	(45)	135	(133.3)	1 986	2 329	(14.7)
SEACOM	(33)	24	(237.5)	1 043	1 001	4.2
Other (incl. PRIF)	20	182	(89.0)	540	480	12.5
<b>Total</b>	<b>6</b>	<b>392</b>	<b>(98.5)</b>	<b>6 735</b>	<b>6 607</b>	<b>1.9</b>

## GRINDROD (23.1% effective interest)

- The decrease in earnings is mainly the result of weak commodity markets and significantly lower dry-bulk shipping rates

## SEACOM (30.0% effective interest)

- In terms of the agreement between SEACOM's shareholders, limited financial disclosure is allowed
- The headline loss of R113 million (2015: headline earnings of R96 million) is mainly due to a higher depreciation charge on certain cable assets resulting from a change in the estimated useful life of these assets

## CIV HOLDINGS (50.9% effective interest)

DFA R'million	Year 31 March 2016	Year 31 March 2015	% change
Revenue	1 188	1 047	13.5
EBITDA	861	762	13.0

- The improved results were mainly as a result of the solid growth in annuity income of 21%
- Annuity income in excess of R87.5 million per month
- Current book value of the fibre optic network is in excess of R6.0 billion
- Future value of annuity contract base in excess of R10.0 billion

## PRIF (17.8% effective interest)

- During the year PRIF had its second and third closes, which resulted in Remgro receiving an income distribution of R18 million (2015: R170 million in respect of the first close), mainly due to foreign exchange gains realised in the PRIF structure

R'million	Headline earnings/(loss)			Intrinsic value		
	Year June 2016	Year June 2015	% change	As at 30 June 2016	As at 30 June 2015	% change
eMedia	28	69	(59.4)	1 342	2 094	(35.9)
Other	(64)	(85)	24.7	328	382	(14.1)
<b>Total</b>	<b>(36)</b>	<b>(16)</b>	<b>(125.0)</b>	<b>1 670</b>	<b>2 476</b>	<b>(32.6)</b>

## eMEDIA (32.3% effective interest)

R'million	Year 31 March 2016	Year 31 March 2015	% change
Revenue	2 431	2 390	1.7
Operating profit	295	447	(34.0)
Headline earnings (before amortisation)	120	251	(52.2)
Headline earnings (after amortisation)	86	217	(60.4)

- Revenue increased despite e.tv's advertising revenue being under continued pressure due to a sharp drop in market share in its previous financial year
- Schedule changes, which necessitated a considerable investment in local programming resulting in cost of sales amounting to R1 091 million (2015: R983 million), lead to the recovery of e.tv's market share in the latter part of the year
- eMedia has invested R262 million (2015: R245 million) in its multi-channel platform, Openview HD (OVHD)
- This investment was necessitated by the slow roll-out of the Digital Terrestrial Television (DTT). OVHD reported an increase in set-top-box (STB) activations of 245% from 112 715 to 388 812
- Current STB activations > 500 000

# OTHER INVESTMENTS, TREASURY AND CORPORATE COSTS

R'million	Headline earnings/(loss)			Intrinsic value		
	Year June 2016	Year June 2015	% change	As at 30 June 2016	As at 30 June 2015	% change
Other investments	67	84	(20.2)	3 717	3 266	13.8
Central treasury - Interest rec/Cash	125	111	12.6	3 778	4 019	(6.0)
Central treasury - Finance costs/Debt	(470)	-	-	(16 452)	-	-
Other net corporate costs	(251)	(52)	(382.7)	3 149	2 224	41.6
<b>Total</b>	<b>(529)*</b>	<b>143</b>	<b>Nm</b>	<b>(5 808)</b>	<b>9 509</b>	<b>(161.1)</b>

Nm Not meaningful

\* Excludes once-off transaction costs amounting to R402 million to participate in the Mediclinic rights offer and the Al Noor transaction and a fair value adjustment of R730 million relating to the increase in the value of the bondholders' exchange option of the exchangeable bonds

- Business Partners' contribution to headline earnings, included in "Other investments", amounted to R48 million (2015: R47 million)
- The increase in central treasury's finance income is mainly as a result of higher average cash balances and higher interest rates
- Finance costs mainly consists of funding costs of R466 million
- Other net corporate costs include transaction and funding costs amounting to R115 million relating to Remgro's acquisition of Spire, which was recouped from Mediclinic, which resulted in a profit on disposal of investment of R153 million, excluded from headline earnings. 2015 included a net after tax facilitation and underwriting fee of R99 million received from Mediclinic on the Spire transaction

# SUMMARY OF INTRINSIC NET ASSET VALUE

R'million	As at 30 June 2016	As at 30 June 2015	% change	% of total
Mediclinic	69 691	36 727	89.8	39.4
RMBH and FirstRand	32 213	38 129	(15.5)	18.2
RMI Holdings	18 526	19 096	(3.0)	10.5
Distell	10 723	11 098	(3.4)	6.1
Unilever	10 650	8 688	22.6	6.0
RCL Foods	9 278	11 514	(19.4)	5.2
Other investments and net assets	25 903	24 810	4.4	14.6
<b>Net asset value before net debt</b>	<b>176 984</b>	<b>150 062</b>	<b>17.9</b>	<b>100.0</b>
Cash at the centre	3 778	4 019	(6.0)	
Debt at the centre	(16 452)	-	-	
<b>Intrinsic NAV before CGT</b>	<b>164 310</b>	<b>154 081</b>	<b>6.6</b>	
Potential CGT liability*	(6 526)	(5 466)	(19.4)	
<b>Intrinsic NAV after tax</b>	<b>157 784</b>	<b>148 615</b>	<b>6.2</b>	
Shares in issue (million)	514.9	514.4	0.1	
Intrinsic NAV per share (Rand)	306.44	288.89	6.1	

\* The increase in the potential CGT liability, being approximately R1.1 billion, is as a result of the increased CGT inclusion rate

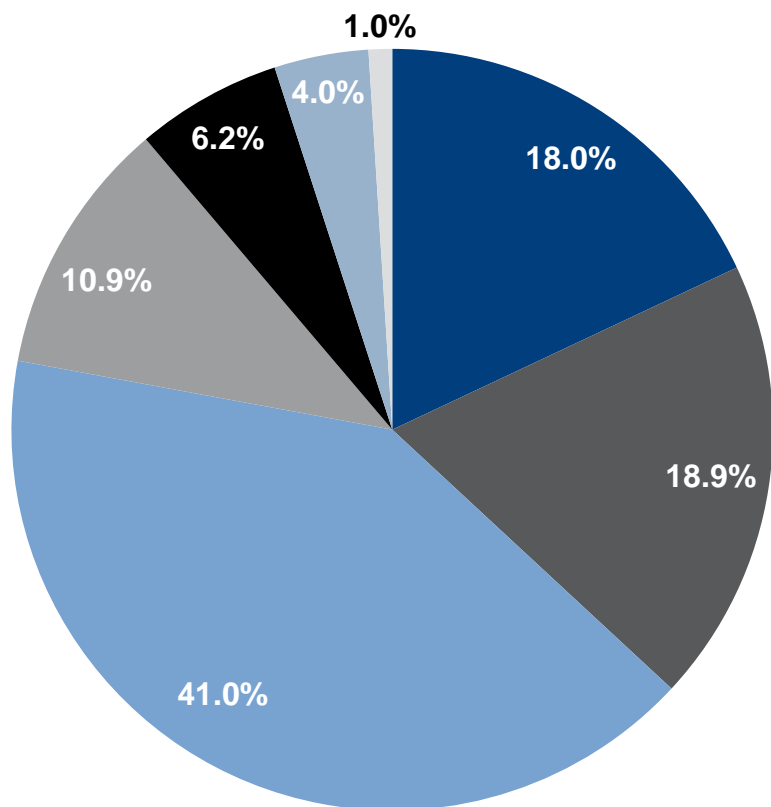


# CONTRIBUTION TO INTRINSIC NAV GROWTH

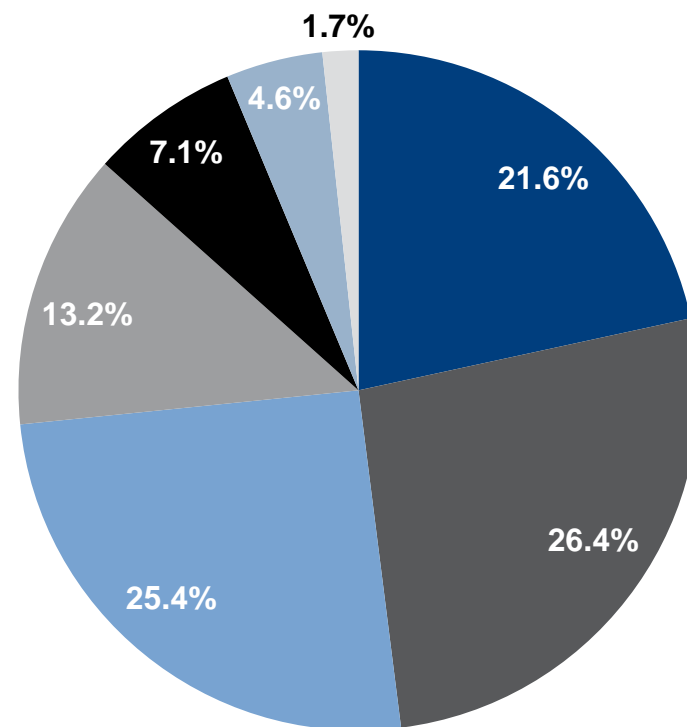
R'million	Increase/(decrease) in assets	% growth
<b>Net asset value before net debt at the centre - 2015</b>	<b>150 062</b>	
Mediclinic	32 964	122.4
➤ Rights issue	4 621	17.2
➤ Al Noor combination	12 891	47.9
➤ Share price growth: - Held on 1 July 2015	10 718	39.8
- Acquisitions	4 734	17.6
Unilever	1 962	7.3
Distell	(375)	(1.4)
RMI Holdings	(570)	(2.1)
eMedia	(752)	(2.8)
RCL Foods	(2 236)	(8.3)
RMBH and FirstRand	(5 916)	(22.0)
Other net movements	1 845	6.9
<b>Net asset value before net debt at the centre - 2016</b>	<b>176 984</b>	<b>100.0</b>

**CONTRIBUTION TO INTRINSIC VALUE BY PLATFORM**  
(EXCL. OTHER INVESTMENTS, TREASURY, CORPORATE COSTS AND POTENTIAL CGT)

30 June 2016



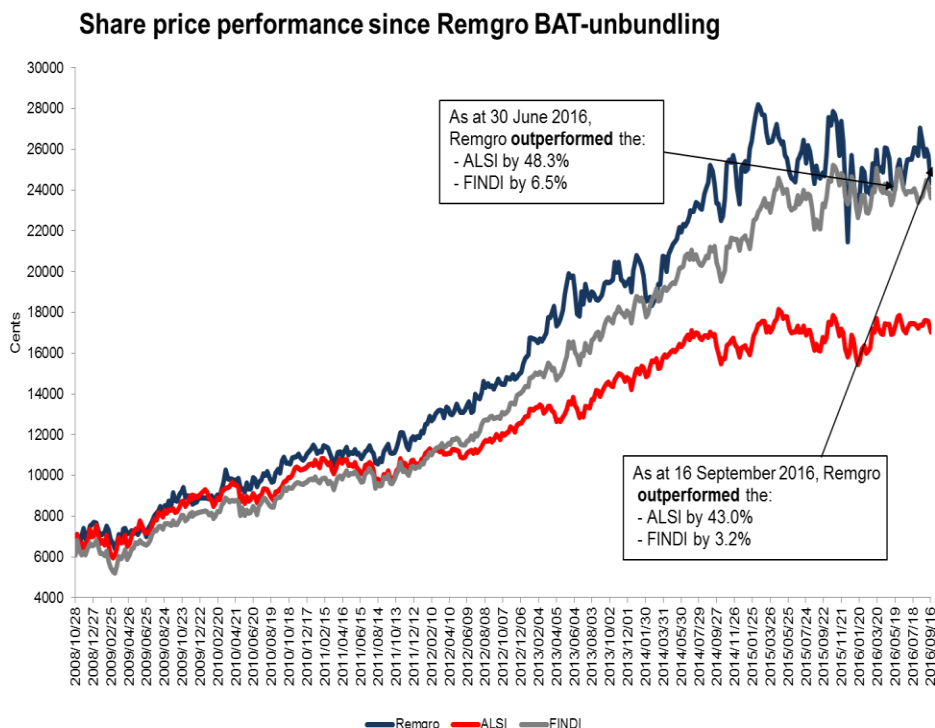
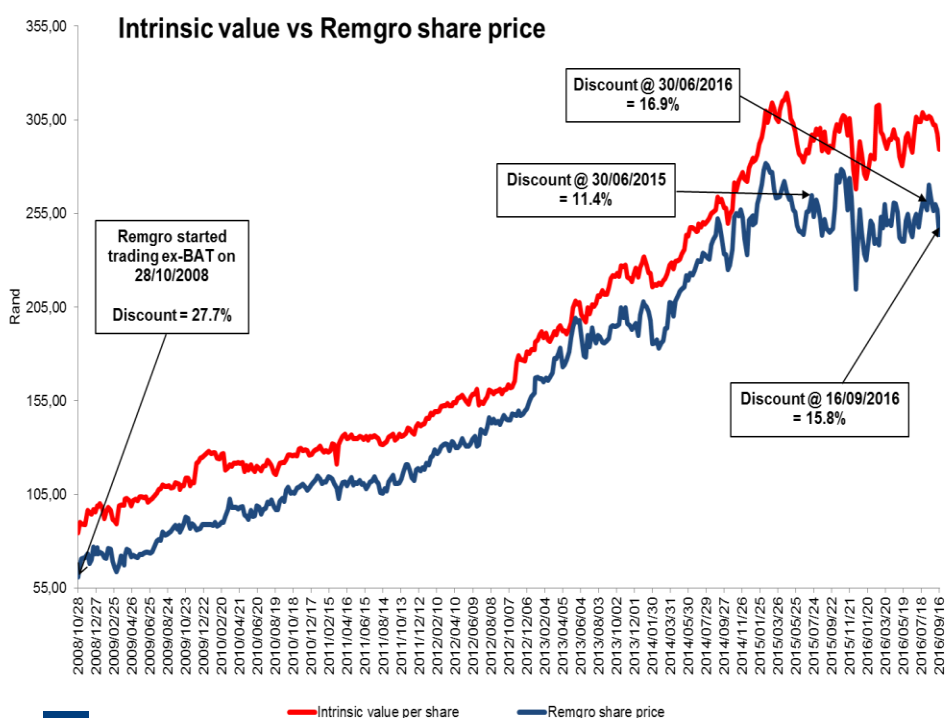
30 June 2015



- Food, liquor and home care
- Healthcare
- Industrial
- Media and sport
- Banking
- Insurance
- Infrastructure

# INTRINSIC VALUE

R'million	As at 16 Sep 2016	As at 30 June 2016	As at 30 June 2015	% change
<b>Discount to Intrinsic value</b>	<b>15.8%</b>	<b>16.9%</b>	<b>11.4%</b>	<b>+550bps</b>
Intrinsic value – after CGT (Rand)	289.47	306.44	288.89	6.1
Closing share price (Rand)	243.73	254.66	255.94	(0.5)

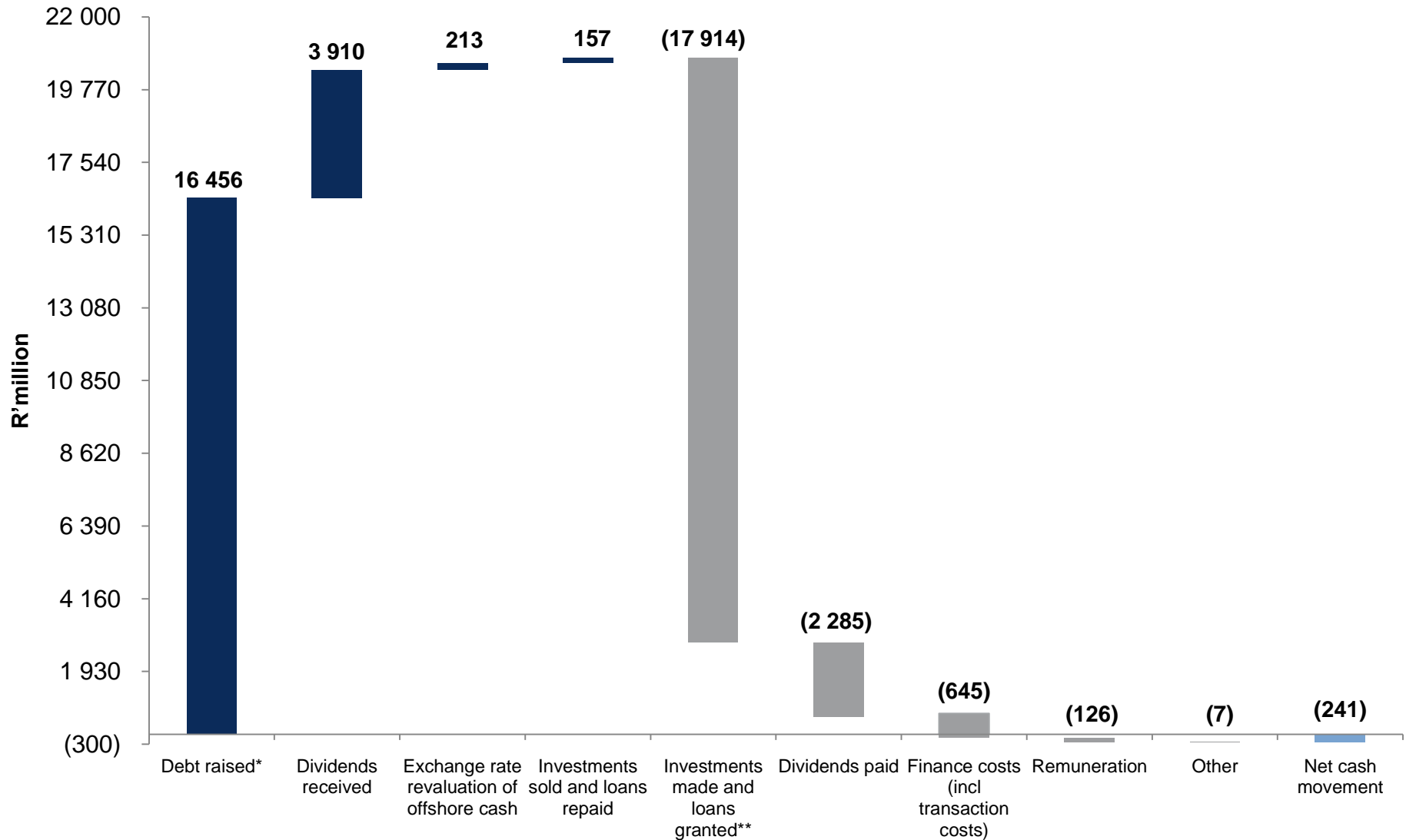


# TOTAL CASH AT THE CENTRE

R'million	As at 30 June 2016		
	Local	Offshore	Total
Per statement of financial position	2 001	1 568	3 569
Investment in money market funds	500	550	1 050
Less: Cash of operating subsidiaries	(795)	(46)	(841)
<b>Cash at the centre</b>	<b>1 706</b>	<b>2 072</b>	<b>3 778</b>

Cash held in the following currencies:	% of total	R'million
South African rand	46.0	1 737
USA dollar	39.9	1 509
British pound	14.0	528
Swiss franc	0.1	4
<b>Cash at the centre</b>	<b>100.0</b>	<b>3 778</b>

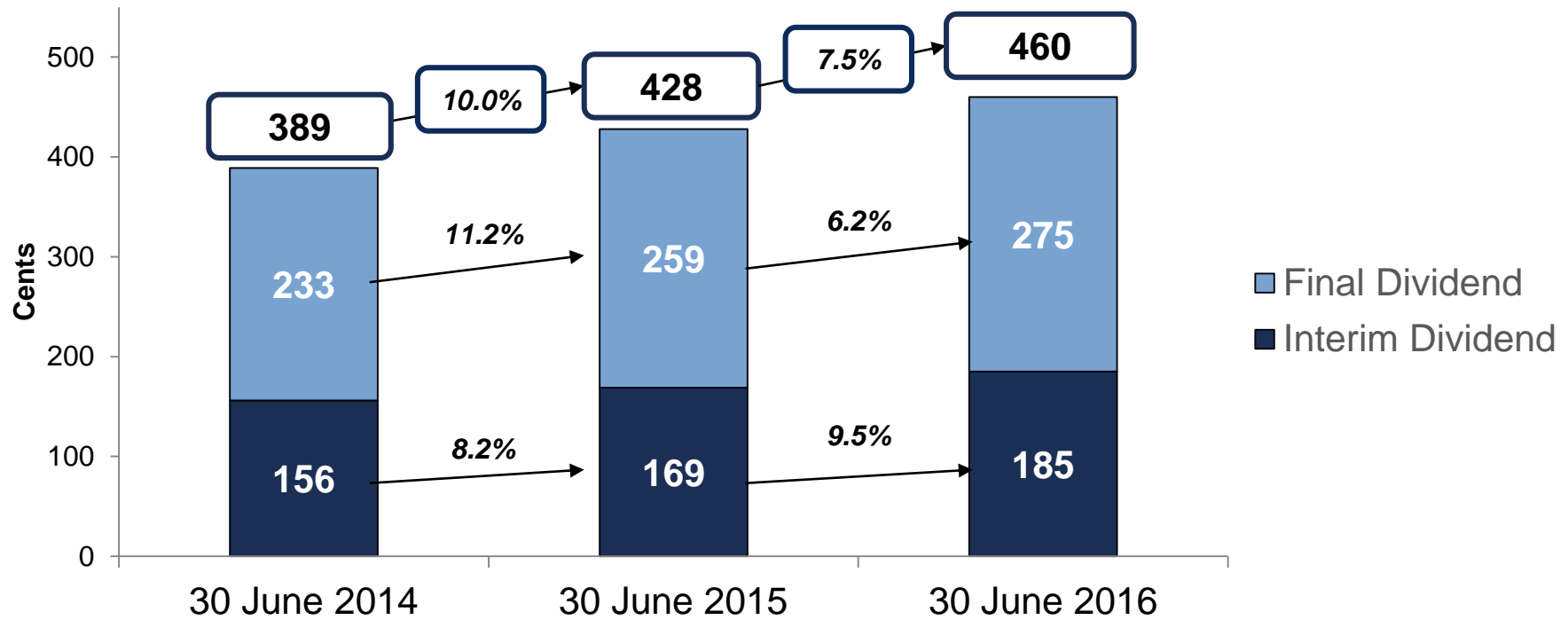
# CASH AT THE CENTRE MOVEMENT



\* The acquisition and disposal of Spire to Mediclinic are excluded from the graph as it was cash neutral

\*\* The main investment made was in Mediclinic

# CASH DIVIDEND



- The total dividend of 460 cents represents an increase of 7.5% from the June 2015 total dividend

**THANK YOU**

**FOR MORE INFORMATION VISIT OUR WEBSITE**

**[www.remgro.com](http://www.remgro.com)**

Criteria	Descriptions
Geography	<ul style="list-style-type: none"> <li>• South Africa and other African countries through investee companies</li> </ul>
Investment size	<ul style="list-style-type: none"> <li>• Make a meaningful impact</li> </ul>
Investment stake	<ul style="list-style-type: none"> <li>• Sufficient to exercise influence (&gt;20%)</li> </ul>
Listed vs. unlisted	<ul style="list-style-type: none"> <li>• Unlisted is preferable</li> </ul>
Disposals	<ul style="list-style-type: none"> <li>• Ex cash flow growth business</li> <li>• No value to be added</li> <li>• Risk profile has changed</li> <li>• Strategic reasons</li> </ul>

Platform focus	Platform characteristics	Platform culture
<ul style="list-style-type: none"> <li>• 7 Platforms</li> <li>• Additions to Platforms</li> <li>• New opportunities within Platform</li> </ul>	<ul style="list-style-type: none"> <li>• Right sector</li> <li>• Management</li> <li>• Robust and transparent investment process</li> <li>• Good governance</li> </ul>	<ul style="list-style-type: none"> <li>• Integrity and trust</li> <li>• Long-term partnership</li> <li>• Deep rooted relationships</li> <li>• Track record</li> </ul>



# VALUATION OF UNLISTED INVESTMENTS

## Factors taken into consideration in determining the directors' valuation:

- Growth potential and risk;
- Underlying NAV;
- Profit history; and
- Cash flow projections

Unlisted investment	Valuation method	Tradeability discount
Unilever SA	Discounted cash flow	No
Total SA	Discounted cash flow	Yes
Air Products	Discounted cash flow	No
KTH	Sum-of-the-parts	Yes
Business Partners	Net asset value	Yes
Wispeco	Discounted cash flow	No
PGSI	Discounted cash flow	Yes
CIV Holdings	Discounted cash flow	Yes
eMedia	Market price	No
SEACOM	Discounted cash flow	Yes

# INFORMATION ON UNLISTED INVESTMENTS

Business	Profile
Food, liquor and home care	
<b>Unilever SA</b>	Unilever manufactures and markets an extensive range of food and home and personal care products, while enjoying market leadership in most of its major categories. Well-known brands include <i>Robertsons, Rama, Flora, Lipton, Joko, Sunlight, Omo, Surf, Vaseline and Lux.</i>
Industrial	
<b>Air Products</b>	Air Products produces oxygen, nitrogen, argon, hydrogen and carbon dioxide for sale in gaseous form by pipeline under long-term contracts to major industrial users, as well as the distribution of industrial gases and chemicals for sale, together with ancillary equipment, to the merchant market. The other 50% of the ordinary shares is held by Air Products and Chemicals Incorporated, a USA company.
<b>Total SA</b>	Total SA is a subsidiary of Total (France). Total's business is the refining and marketing of petroleum and petroleum products in South Africa. It distributes to neighbouring countries. It has a 36% interest in Natref.

# INFORMATION ON UNLISTED INVESTMENTS

Business	Profile
<b>Industrial</b>	
<b>KTH</b>	<p>KTH is a leading black-owned investment company and has a strong and diversified asset portfolio covering the resources, industrial, media, power, financial services, healthcare, property and information technology sectors. Largest investments include Aveng, Kagiso Media, MMI Holdings, Exxaro Resources, Servest, Fidelity Bank, Actom and AECI.</p>
<b>PGSI</b>	<p>PGSI holds an interest of 90% in PG Group. The PG Group is South Africa's leading integrated flat glass business that manufactures, distributes and installs high-performance automotive and building glass products. Its brands include PG Glass, Shatterprufe, PFG Building Glass, Primador, Smartglass, GSA, Widney, Safevue and Lumar.</p>
<b>Wispeco</b>	<p>Wispeco's main business is the manufacturing and distribution of extruded aluminium profiles used in the building, engineering and durable goods sectors. Brands include CREALCO and Sheerline.</p>

# INFORMATION ON UNLISTED INVESTMENTS

Business	Profile
<b>Media and sport</b>	
<b>eMedia</b>	eMedia has a range of media interests, which includes e.tv, eNews Channel Africa (eNCA), Gauteng-based radio station, Yfm and various studio and facilities businesses. It also owns the free-to-air satellite platform Open-View HD.
<b>VisionChina</b>	VisionChina operates an out-of-home advertising network on mass transportation systems in China.
<b>Infrastructure</b>	
<b>CIV Holdings</b>	DFA, the biggest asset in the CIV group, constructs and owns fibre optic networks.
<b>SEACOM</b>	SEACOM provides high-capacity international fibre-optic bandwidth on the African continent. The company started a new line of business where it sells directly to Enterprise customers called SEACOM Business.

# INFORMATION ON UNLISTED INVESTMENTS

Business	Profile
Other investments	
<b>Business Partners</b>	Business Partners is a specialist investment company providing risk finance, mentorship, property accommodation, as well as management services to small and medium enterprises mainly in South Africa.
<b>PembaniRemgro Infrastructure Fund (PRIF)</b>	An infrastructure fund focused on infrastructure across the African continent. PRIF has an interest in the Export Trading Group (ETG), which owns and manages a vertically integrated agricultural infrastructure supply chain in sub-Saharan Africa. PRIF also has a 45% stake in GPR Leasing Africa, a rail rolling-stock leasing joint venture between the Fund and Grindrod Rail.