    

Results presentation

for the year ended 30 June 2010

August 2010

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Agenda

- The year at a glance
- Operational review:
  - SC Supply Chain
  - D Dealerships
  - FS Fleet Solutions
- Group financial results
- Strategy and prospects

The trading environment

- The trading environment remained challenging, although slight volume improvements experienced in the second half of F2010
  - Supply Chain volumes and margins remained under pressure due to competitive market
  - Logistics into Africa remained a major challenge, with very poor North Bound volumes
  - NAAMSA recorded a marginal recovery in new vehicle sales
- Overview of core businesses:
  - Supply Chain South Africa delivered solid results , with a good increase in profit before taxation, African Logistics experienced tough trading conditions and the International performance was negatively impacted by the disposal of SGIP and Mica businesses
  - Dealerships outperformed the market and reported positive earnings
  - Solid performances were delivered by the Fleet Solutions Division
- Strong operating cash flows of R1.1 billion were delivered by the core businesses
- A voluntary repayment of R67 million was made to lenders shortly after year end further reduced debt exposures

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Update on discontinued operations

Discontinued business	Status
AutoZone	• Transaction was concluded on 23 June 2010 yielding a net R380 million by year end
Mica	• Only one store remains for disposal
Emerald Underwriters	• Sale of Emerald Insurance's 38% interest in Emerald Risk Transfer (Pty) Ltd to Santam for R38 million concluded
Hala	• On 21 February 2010 concluded sale of 33.3% interest in Hala Supply Chain for an amount of approximately R31.2 million

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Operational Review


Supply Chain

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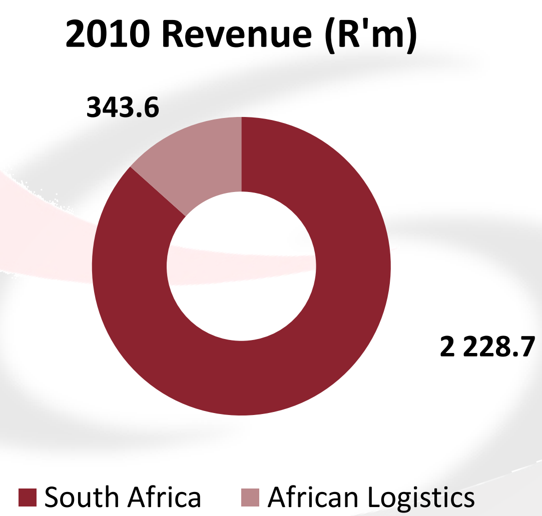
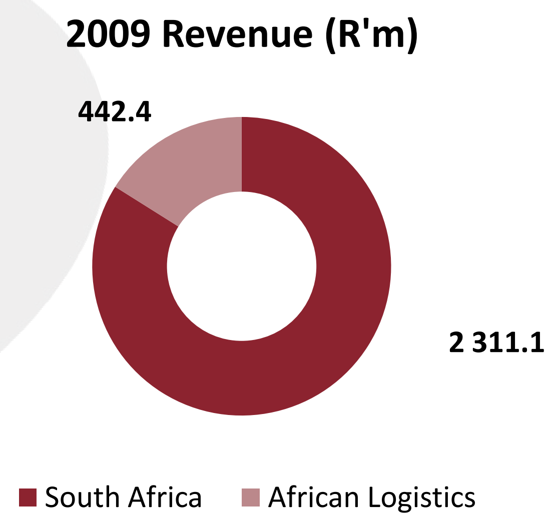
Financial review

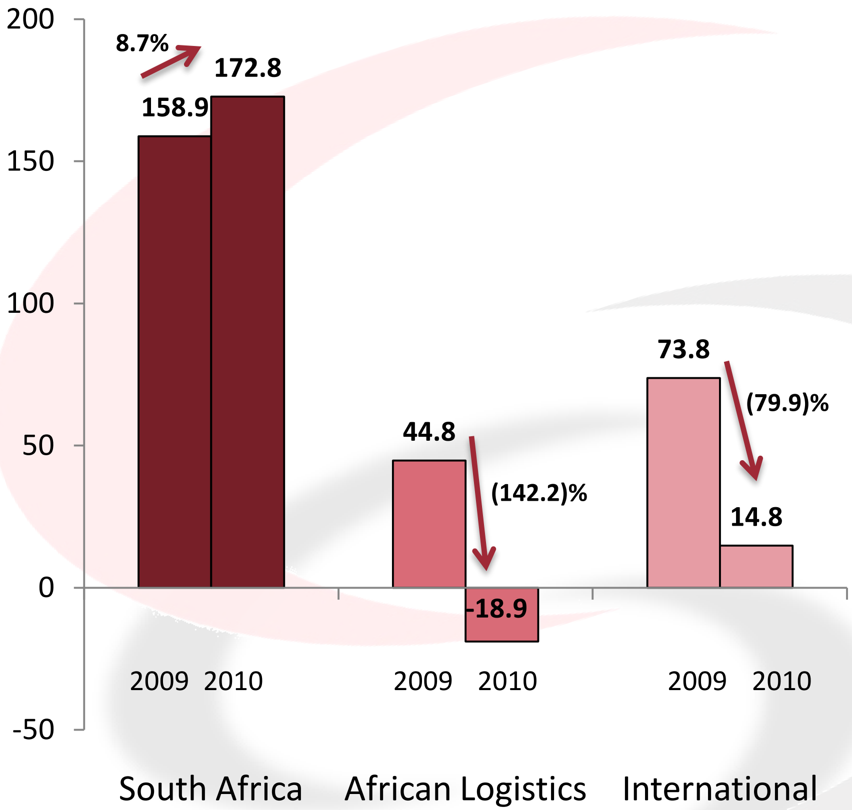
R'million	Change	Final 30 June 2010	Final 30 June 2009
Revenue	(6.6)%	2 572.3	2 753.5
Operating profit	(39.2)%	168.7	277.5
Operating margin		*6.6%*	*10.1%*
Profit before taxation	(34.4)%	128.1	195.4



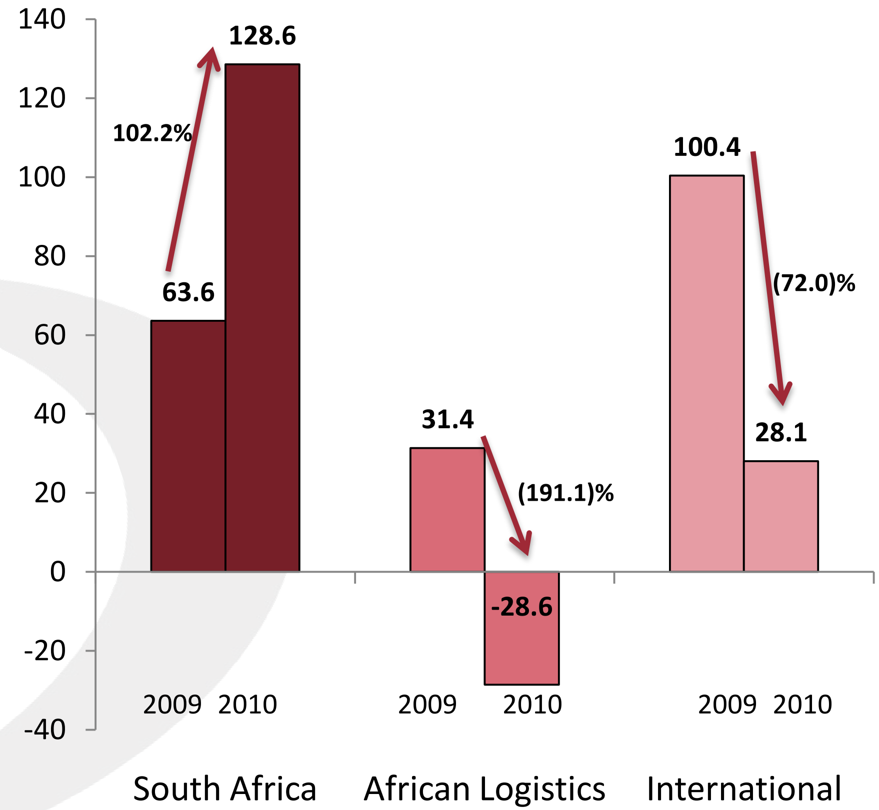


Financial review *(continued)*

Operating profit/(loss) (R'million)



PBT (R'million)



Operational review

South Africa

- Current economic downturn continued to put negative pressure on volumes, including imports, resulting in a 3.6% revenue decrease
- Substantially reduced overhead costs and amalgamation of divisional functions resulted in 8.7% increase in operating profit
- Operating margin at 7.8% (30 June 2009: 6.9%) – solid improvement
- Profit before taxation up 102.2%
- Contracts secured during the year include Mercedes-Benz DNI and Primary Transport, Sasko, Nestlé Cremora and Distell Warehousing
- Micor had a tough year on the back of reduced imports, volumes down 34.7%

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Operational review *(continued)*

South Africa *(continued)*

- TAL impressive turnaround and increased volumes through the Mohatas Dry Port terminal and has secured a 5-year short distance bulk coal movement project
- Convenience Supply Chain completed national roll-out, reported solid revenue growth and is now profitable

African Logistics

- Revenue decreased by 22.3%, operating profit and profit before taxation decreased by 142.2% and 191.1%, manifesting in a loss position
- A historic softening of commodity prices reduced volumes emanating from the mining industry in the DRC and Zambia
- North Bound volumes in mining equipment, building materials and general commodities were very poor

Operational review *(continued)*

African Logistics *(continued)*

- Old fleet resulted in high running costs for the past year – US$1.12/km
- Zimbabwe adoption of US$ had a considerable impact on overhead costs

International (Mauritius)

- Operating profit and PBT down nearly 80% and 72%, respectively, as a result of the decrease in procurement activity arising from the disposal of the SGIP and Mica businesses
- The operation has been downsized to meet the new business requirements and have a viable core financial services offering

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Prospects

- Supply Chain South Africa streamlined and should benefit from any recovery in the economy, in particular import/export and automotive parts volumes
- Business continues to focus on niche and strategic segments of the market with opportunities in pharmaceuticals
- Organic expansion strategy through exploring new areas of distribution, including bulk commodities and document storage
- Strategic acquisitions will be considered in areas of core competency
- Significant new contracts under tender, however, stringent competition continues to put pressure on margins
- African Logistics' operations expected to return to profit as a result of replacing over 50% of the fleet, hereby reducing running costs, as well as a 50% reduction in management cost structures
- International will continue to procure inventory for AutoZone for the next 3 years

Dealerships

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Financial review

R'million	Change	Final 30 June 2010	Final 30 June 2009
Revenue	1.9%	2 679.9	2 628.8
Operating profit / (loss)	nm	41.7	(9.9)
Operating margin		1.6%	nm
Profit/(loss) before taxation	nm	18.2	(57.1)

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Operational review

- Dealerships marginally increased revenue and returned to profitability
- Total vehicle sales volumes mirrored the general industry trend and recorded a total decline of 8.6% (2009: 35.2% decline)
- NAAMSA sales were down 2.3% on new vehicle sales, Dealerships showed an increase of 1.3% which is commendable in the current economic environment
- Ongoing expense control, specifically advertising and demonstration vehicle costs, yielded positive results, unfortunately off-set by increased utility charges and market related employment cost adjustments
- Strong cash flow is testimony to the implementation of stringent debtor and financial controls

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Prospects

- Trading conditions in new vehicle market expected to improve slightly in F2011
- Competitive lower end new vehicle promotions and currency strength are enticing buyers into this market
- Shortage of used vehicles continues, resulting in improved margins in this category
- Concern that a decline in volumes may be experienced by the Parts & Services division of this business
- New Consumer Protection Act may raise costs and add an administrative burden for the automotive sector
- Focused on nationwide growth through selective acquisitions within core brands

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Fleet Solutions

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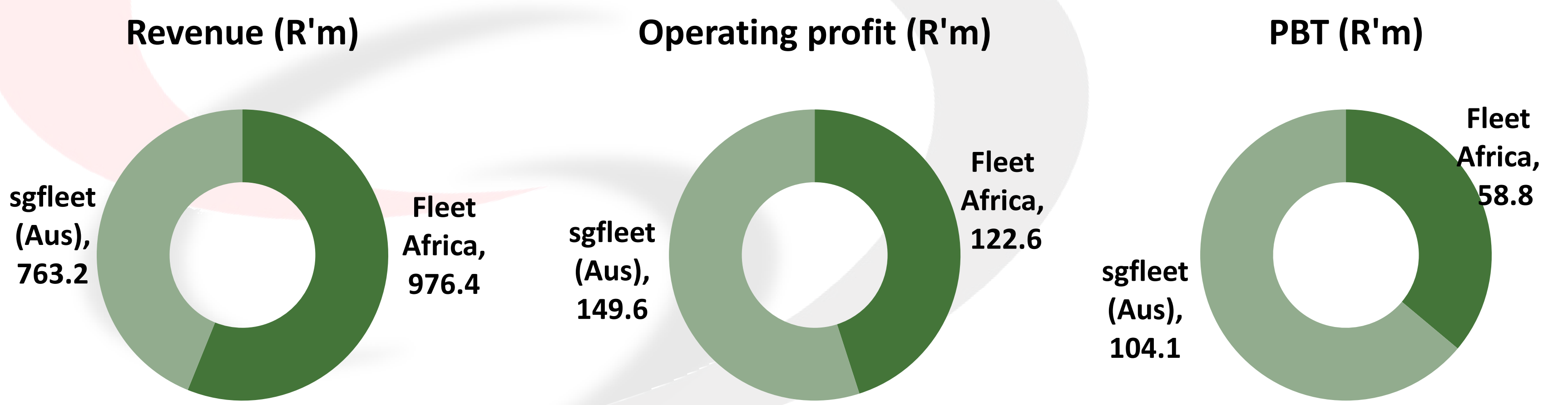
Financial review

R'million	Change	Final 30 June 2010	Final 30 June 2009
Revenue	(0.2)%	1 739.6	1 742.6
Operating profit	(3.7)%	272.3	282.8
Operating margin		*15.7%*	*16.2%*
Profit before taxation	161.1%	162.9	62.4



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Operational review

FleetAfrica

- Lower interest rate environment and increased maintenance, depreciation and restructuring charges impacted both revenue and operating profit
- ECPG contract extended for 2 years (commenced 1 February 2010)
- A Memorandum of Understanding has been signed with Wesbank that will underpin future Government related FML growth without onerous funding challenges

sgfleet (Australia)

- Demand for operating leases continues to be strong
- Secured additional large Government contracts in Australia
- Negotiated favourable UK funding structures
- Improved residual value conditions manifesting in Australian markets

Prospects

FleetAfrica

- A few Government opportunities expected during 2011 – awarded Sekhukhune municipality contract post year end
- Wesbank partnership strengthens position to bid for potential new FML contracts
- Opportunities to partner with other funders in tendering for FML contracts in the large corporate sector

sgfleet

- Funding conditions set to ease and Super Group credibility strong
- Experiencing greater interest from new funders
- Stable economic environment, coupled with improved credit conditions should boost the commercial fleet business in Australia

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Group Financial Results

Summary of operating profit / PBT movements

Continuing operations (R'millions)	Operating profit	PBT
2009 (prior year) *	**547.5**	**116.4**
Increases/(decreases):		
Supply Chain South Africa	13.9	65.0
African Logistics	(63.7)	(60.0)
International (Mauritius)	(59.1)	(72.3)
Dealerships	51.6	75.3
Fleet Africa	(67.1)	25.3
sgfleet Australia	56.6	75.2
Services	10.5	(7.3)
2010 (current year)	**490.2**	**217.6**

* Restated with results from businesses reclassified as discontinued

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Statement of comprehensive income

R'million	30 June 2010 Reviewed	30 June 2009 Restated*	Change
Revenue	**6 991.7**	7 138.6	(2.1)%
Operating profit	**490.2**	547.5	(10.5)%
Net finance charges	(272.6)	(431.1)	(36.8)%
Profit before taxation	**217.6**	116.4	86.9%

Net Finance Charges	2010	2009
Full maintenance leases	100	214
Other borrowings	176	200
Interest swaps	21	49
Finance income	(24)	(32)
Continuing operations	**273**	**431**
Discontinued operations	19	168
Total net finance charges	**292**	**599**

1H10	**167**
2H10	106

* Restated with results from businesses reclassified as discontinued

Statement of comprehensive income

R'million	30 June 2010 Reviewed	30 June 2009 Restated*	Change
Revenue	**6 991.7**	**7 138.6**	(2.1)%
Operating profit	**490.2**	**547.5**	(10.5)%
Net finance charges	(272.6)	(431.1)	(36.8)%
Profit before taxation	**217.6**	**116.4**	86.9%
Income tax expenses	(45.2)	1.5	
Profit after taxation – continuing	**172.4**	**117.9**	46.2%
Loss from discontinuing operations	(3.7)	(1 458.6)	(99.8)%
Profit / (loss) for the period	**168.7**	**(1 340.7)**	112.6%
Headline profit / (loss) for the period	**123.9**	(781.1)	115.9%
Headline profit from continuing operations	**158.6**	166.3	(4.6)%
Weighted average shares in issue (mil)	**2 141.8**	457.0	
HEPS	**5.8c**	(170.9)c	
HEPS – continuing operations	**7.4c**	36.4c	

* Restated with results from businesses reclassified as discontinued

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Statement of financial position

ASSETS (R'million)	30 June 2010 Reviewed	30 June 2009 Audited	Change
Property, plant and equipment	1 308.0	1 242.2	5.3%

PP&E movements	2010	2009
Revaluation	86	5
Depreciation	130	132
Net additions	116	172
(% of depreciation)	89%	130%

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Statement of financial position

ASSETS (R'million)	30 June 2010 Reviewed	30 June 2009 Audited	Change
Property, plant and equipment	1 308.0	1 242.2	5.3%
Full maintenance lease assets	1 391.6	1 722.2	(19.2)%

FML movements	2010	2009
Depreciation	378	390
Net additions	28	128
(% of depreciation)	7%	33%

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Statement of financial position

ASSETS (R'million)	30 June 2010 Reviewed	30 June 2009 Audited	Change
Property, plant and equipment	1 308.0	1 242.2	5.3%
Full maintenance lease assets	1 391.6	1 722.2	(19.2)%
Intangible assets and goodwill	1 382.3	1 411.2	(2.0)%
Investments and investments in associates	27.9	58.6	(52.4)%
Deferred tax assets	238.7	229.8	3.9%
Current assets	3 234.4	4 163.9	(22.3)%
» *Assets held for sale*	*108.8*	*2 285.3*	*(95.2)%*
» *Inventories*	*470.0*	*390.0*	*20.5%*
» *Trade and other receivables*	*1 241.1*	*1 304.5*	*(4.9)%*
» *Insurance related assets*	*240.0*	*-*	*Nm*
» *Cash and cash equivalents*	*1 174.5*	*184.1*	*538.0%*
Total assets	**7 582.9**	**8 827.9**	**(14.1)%**

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Statement of financial position

Cash including overdrafts	2010	2009
sgfleet (Australia)	274	179
Emerald Insurance	284	-
Cash held for collateral	98	129
Restricted cash	**656**	**308**
Unrestricted cash	519	(124)
Continuing operations - Cash	**1 175**	**184**
Continuing operations - Overdraft	0	(241)
Assets held for sale	22	378
Total cash	**1 197**	**321**

ASSETS (R'million)	30 June 2010 Reviewed	30 June 2009 Audited	Change
F		242.2	5.3%
F		722.2	(19.2)%
I		411.2	(2.0)%
I		58.6	(52.4)%
D		229.8	3.9%
C		163.9	(22.3)%
		285.3	*(95.2)%*
		390.0	*20.5%*
		304.5	*(4.9)%*
		-	*Nm*
» *Cash and cash equivalents*	*1 174.5*	*184.1*	*538.0%*
Total assets	**7 582.9**	**8 827.9**	**(14.1)%**

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Statement of financial position *(continued)*

EQUITIES AND LIABILITIES (R'million)	30 June 2010 Reviewed	30 June 2009 Audited	Change
Shareholders' equity	2 362.6	994.0	137.7%
Non-controlling interests	188.2	194.2	(3.1)%
Total equity	**2 550.8**	**1 188.2**	**114.7%**
Liabilities			
Fund reserves	291.4	268.9	8.4%
Deferred tax liabilities	173.1	188.1	(8.0)%
Full maintenance lease borrowings	1 070.5	1 433.3	(25.3)%
Interest-bearing borrowings	1 111.9	1 960.7	(41.1)%
Liabilities associated with assets held for sale	93.9	1 942.2	(95.2)%
Insurance related liabilities	396.5	-	Nm
Other current liabilities	1 894.8	1 846.5	2.6%
Total equity and liabilities	**7 582.9**	**8 827.9**	**(14.1)%**

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Statement of financial position *(continued)*

EQUITIES AND LIABILITIES (R'million)	30 June 2010 Reviewed	30 June 2009 Audited	Change
Shareholders' equity	2 362.6	994.0	137.7%
Minority interests	188.2	194.2	(3.1)%
Capital and reserves	**2 550.8**	**1 188.2**	**114.7%**
Liabilities			
Fund reserves			8.4%
Deferred tax liabili			(8.0)%
Full maintenance l			(25.3)%
Interest-bearing b			(41.1)%
Liabilities associat			(95.2)%
Insurance related liabilities	[illegible]	–	Nm
Other current liabilities	1 894.8	1 846.5	2.6%
Total equity and liabilities	**7 582.9**	**8 827.9**	**(14.1)%**

Per share data	2010	2009
NAV per share	**73.8c**	**199.6c**
TNAV per share	**30.6c**	**(83.8c)**
Number of shares (million)	**3 201**	**498**

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Net borrowings

R'million	Interest profile	30 June 2010 Reviewed	30 June 2009 Audited	Change
Term loans	V	238	-	Nm
Corporate bonds	N/A	-	412	Nm
Securitisation borrowings	N/A	-	258	Nm
Property borrowings	H	361	425	(15.1)%
Bank overdraft	V	-	318	Nm
Other borrowings	V / P	171	333	(48.6)%
Total SA borrowings (excl FML)		**770**	**1 746**	**(55.9)%**
FML borrowings › SA	P	920	1 157	(20.5)%
Gross SA borrowings		**1 690**	**2 903**	**(41.8)%**
Australian borrowings	F	385	434	(11.3)%
FML borrowings › Australia / UK	H	151	277	(45.5)%
Total borrowings		**2 226**	**3 614**	**(38.4)%**
Borrowings associated with assets held-for-sale		(43)	(220)	(80.5)%
Cash resources		(1 175)	(184)	538.6%
Net debt		**1 008**	**3 210**	**(68.6)%**

V = Variable/floating interest rate
H = Hedged
F = Fixed interest rate
P = Passed through
N/A = Not applicable
Nm = Not meaningful

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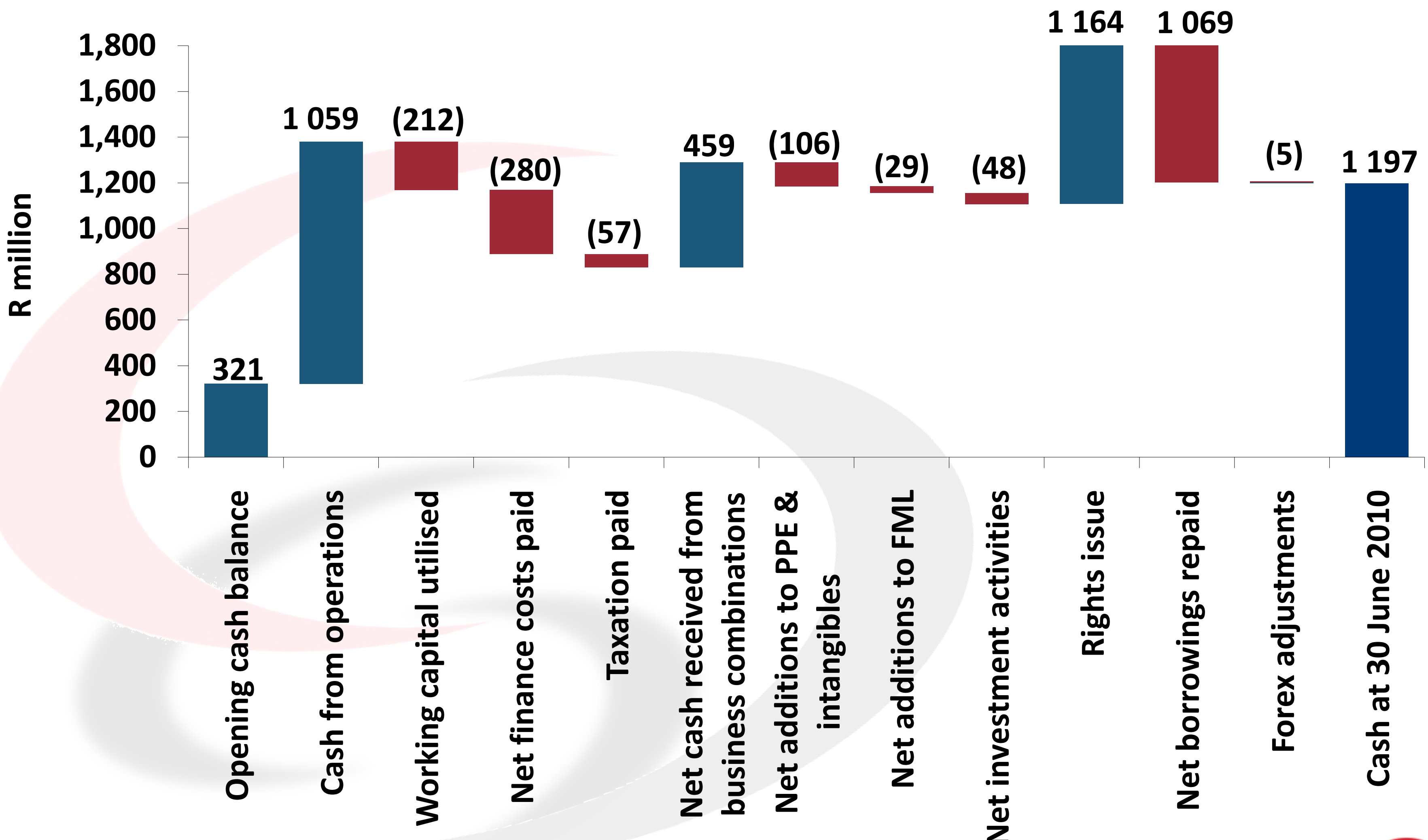
Gearing ratios

	30 June 2010	30 June 2009
Net trade (cash) / debt : Equity	(4%)	142%
Unrestricted gearing : Equity	25.7%	325.6%
Consolidated gearing : Equity	53.7%	276.1%
Interest cover (EBITDA / Net Interest)	3.8	2.6
All banking covenants have been met		

Cash flow movements



Strategy and prospects

Strategy

- Emphasis is on sustainable growth and service within core business units
- Ensuring cost containment mentality throughout the Group
- Continuing focus on cash management
- Expanding operations, both organically and through strategic acquisitions in core synergy areas
- Repayment of outstanding term loans and elimination of Bank Facility Agreement
- Restoring credibility of the Group through strong financial performance and corporate governance principles

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Prospects

- Tough trading conditions are expected to prevail throughout F2011 period – no volume improvements being experienced within the Supply Chain operations
- Supply Chain will benefit from renewed as well as new contracts – post year end renewal of Usabco contract
- Supply Chain should report a satisfactory increase in PBT in F2011
- Fleet Solutions expected to report good improvement in PBT with renewed and new Government and private sector contracts, both locally and internationally
- Dealerships are well positioned to benefit from any upturn in the automotive sector and further increase in margins is projected
- Despite budgeted capital expenditure of R456 million, the Group should generate an increase in operating cash flows

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Thank you

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