

supergroup

Interim results presentation

For the six months ended 31 December 2010



Agenda

- Financial highlights
- The period in perspective
- Segmental financial performance
- Divisional review:
 - Supply Chain
 - Fleet Solutions
 - Dealerships
- Group financial results
- Strategy and prospects

Financial highlights

• Revenue	↑ 10%	• R3.8 billion
• Operating profit	↑ 19%	• R298 million
• Profit before taxation	↑ 123%	• R216 million
• Headline earnings - continuing	↑ 115%	• R154 million
• Cash generated by operations	↑ 20%	• R534 million
• NTAV per share (from year end)	↑ 13%	• 34.5 cents

Super Group repaid R238 million on Term Loans, reducing consolidated gearing to 40%

The period in perspective

Supply Chain South Africa

- The trading environment continued to be impacted by poor trading conditions
- Nominal volume improvements experienced in Supply Chain FMCG and Automotive
- SG Convenience revenue growth and profitability exceeded expectations
- Satisfactory operating performance and profitability reflects cost rationalisation

African Logistics

- Returned to profitability with a satisfactory increase in rates and demurrage
- Strategy involving renewal of fleet yielded better than expected returns

Supply Chain International

- International (Mauritius) trading volumes and contribution as expected
- Business unit remains viable on external trade finance and hedging activities

The period in perspective *(continued)*

Fleet Solutions – Fleet Africa

- Satisfactory profit growth in relation to prior period
- Eastern Cape fleet roll-out completed and CoJ (Red Fleet) contract extended
- Awarded two new fleet contracts

Fleet Solutions – Sg Fleet (Australia)

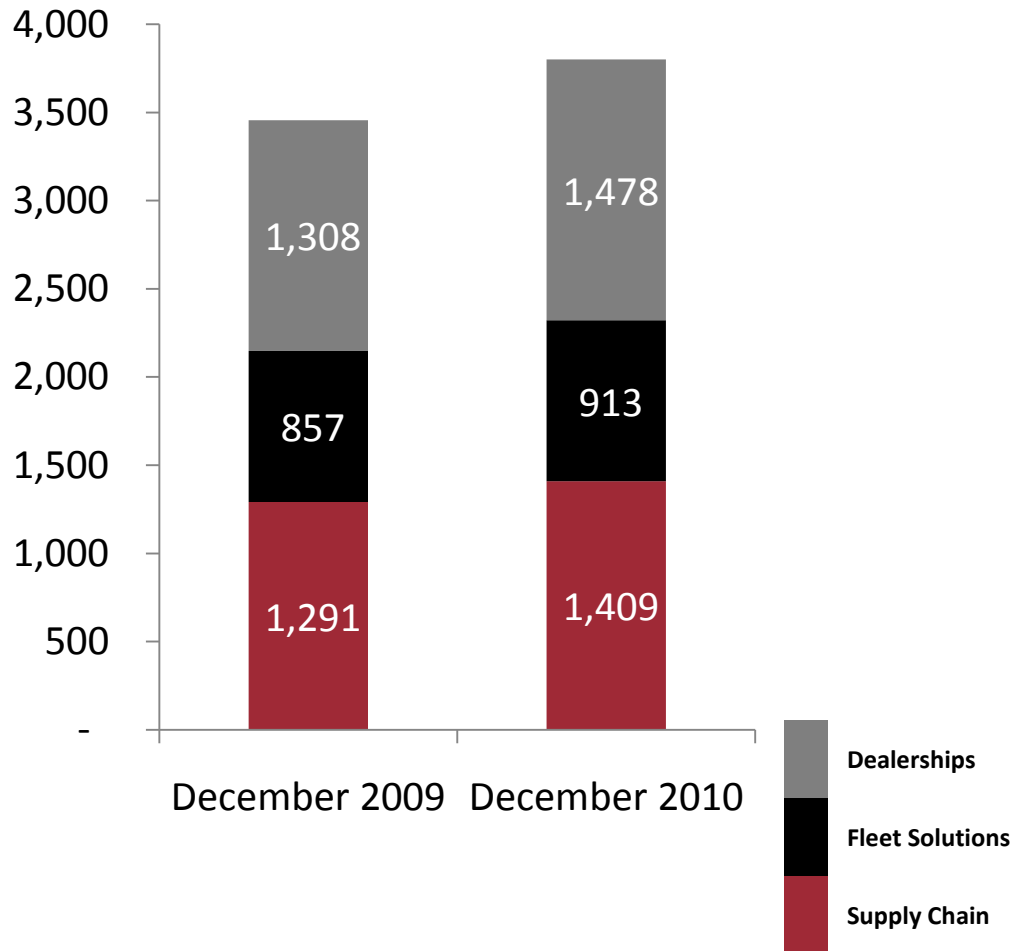
- Business environment recovered well and operating profits improved significantly
- A number of key contracts were retained and fleet size increased by 14% since June 2010

Dealerships

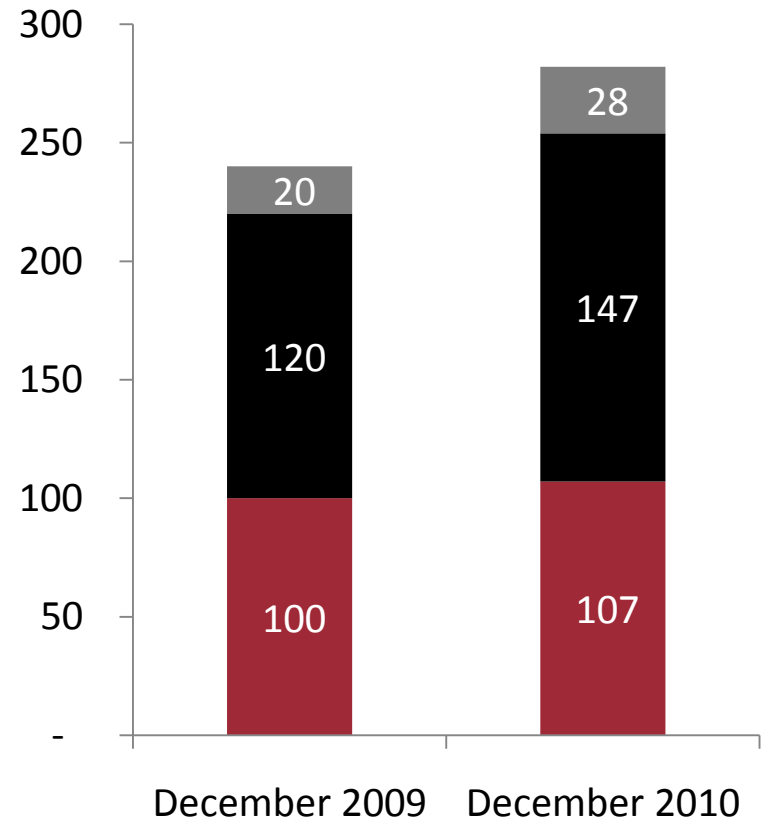
- Total NAAMSA new vehicle sales for the 2010 calendar year were up 25.7%
- Dealerships reflected similar growth figures to the industry
- New vehicle sales continue to show strong recovery
- Used vehicle market is slowing as a result of limited stock availability

Segmental financial performance

Revenue (R'million)

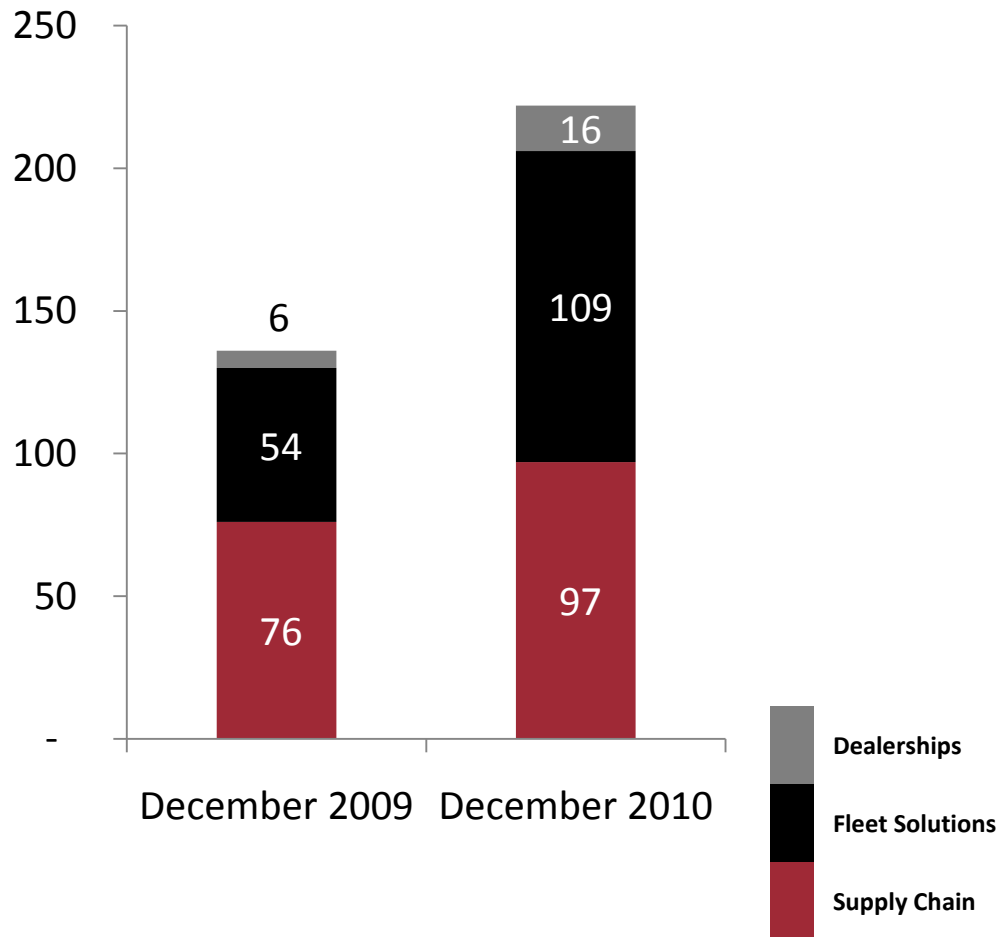


Operating profit (R'million)

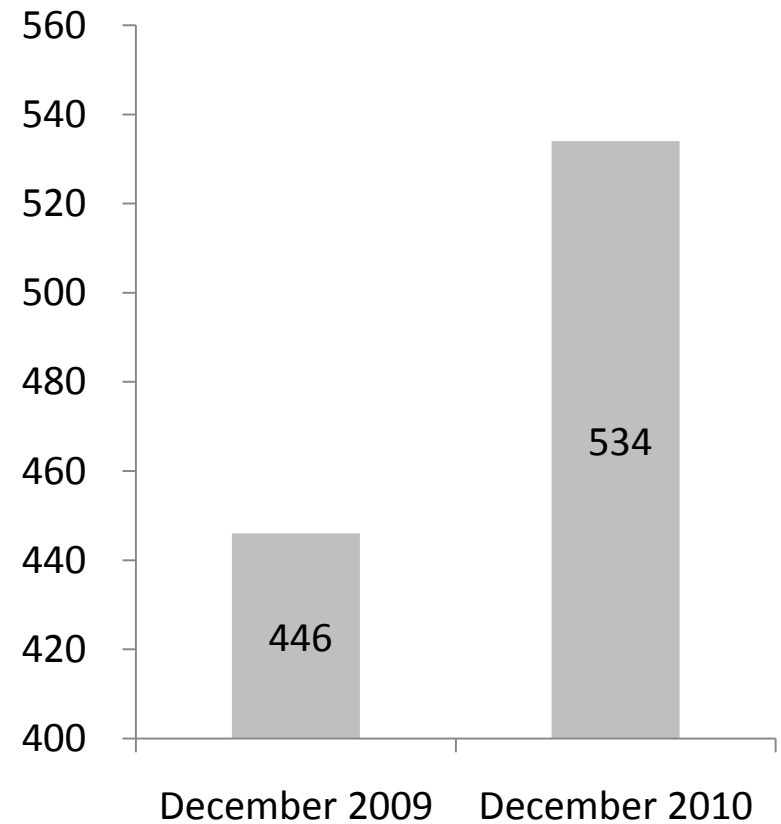


Segmental financial performance *(continued)*

Profit before taxation (R'million)



Cash generated by operations (R'million)



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DIVISIONAL REVIEW

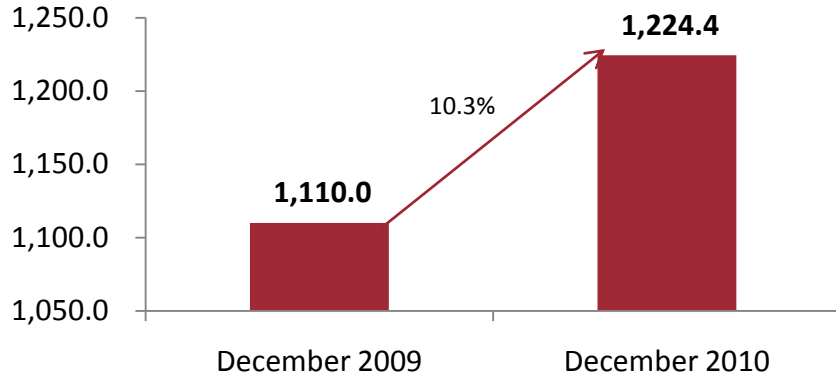


SUPPLY CHAIN

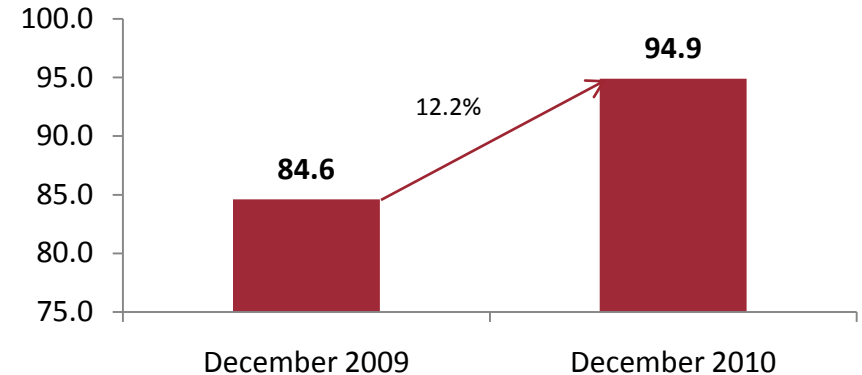


Financial review – Supply Chain South Africa

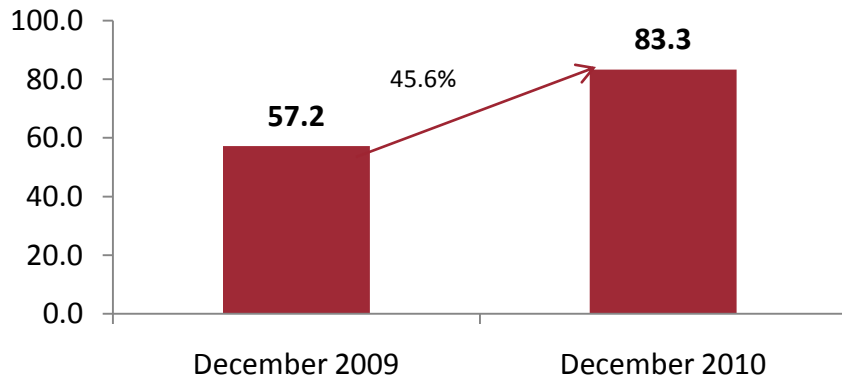
Revenue (R'm)



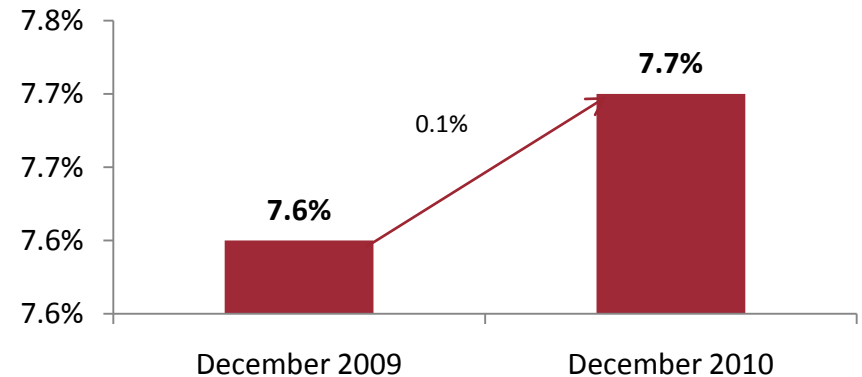
Operating profit (R'm)



Profit before tax (R'm)



Operating profit margin (%)



Operational review – Supply Chain South Africa

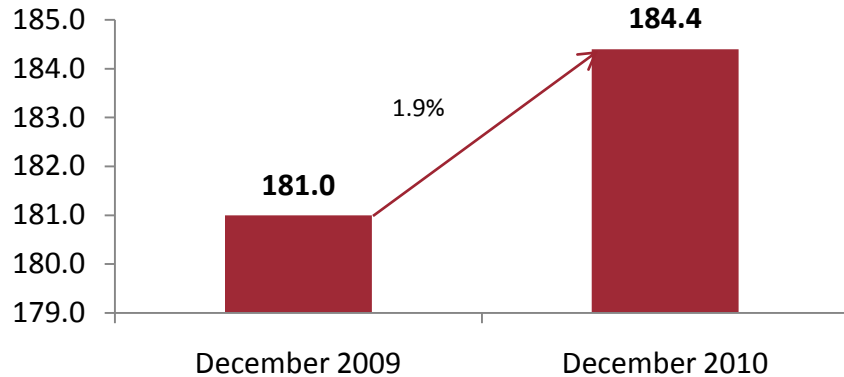
- Turnover and operating profit increases driven by:
 - Stabilisation of volumes in the core Automotive contracts
 - Modest volume increases in the FMCG and Staple Foods businesses
 - Improved long distance volumes and costs within the Freight operations
 - Improved vehicle utilisation (75%) within Super Rent
- VSc Solutions performed in line with budget, benefitting from rationalisation
- Rentrak business performed satisfactorily despite slightly lower revenues
- Micor, Sherwood and Trans African Logistics (TAL) continued to experience tough trading conditions, reflecting in lower sales volumes and contributions
- SG Logistics, a container distribution business, established in July 2010 and operating a fleet of 12 trucks, made a profit contribution

Operational review – Supply Chain SA *(continued)*

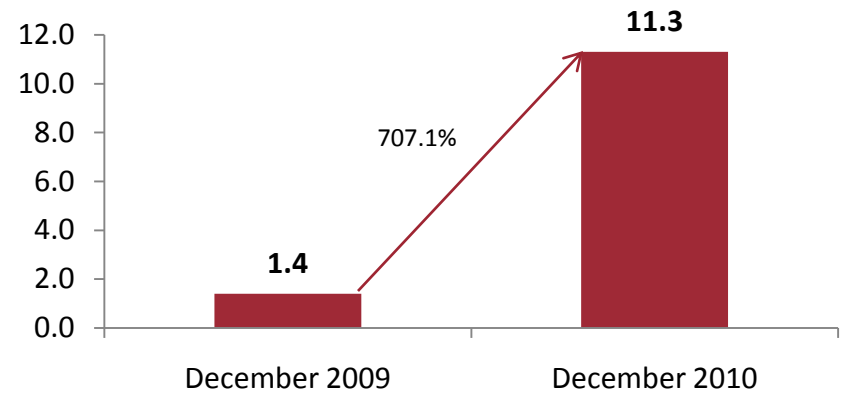
- Service efficiencies and productivity remain a core emphasis whilst the business performance reflects the benefit of historic cost reduction
- Profit before taxation improved significantly on higher operating contributions and good working capital management
- Cash flow from operations was strong as a result of improved trading
- SG Convenience performed exceptionally well, mainly due to:
 - The attainment of critical mass across their national footprint
 - An excellent regional sales performance within Gauteng
 - The application of innovative customer trading and payment solutions

Financial review – African Logistics

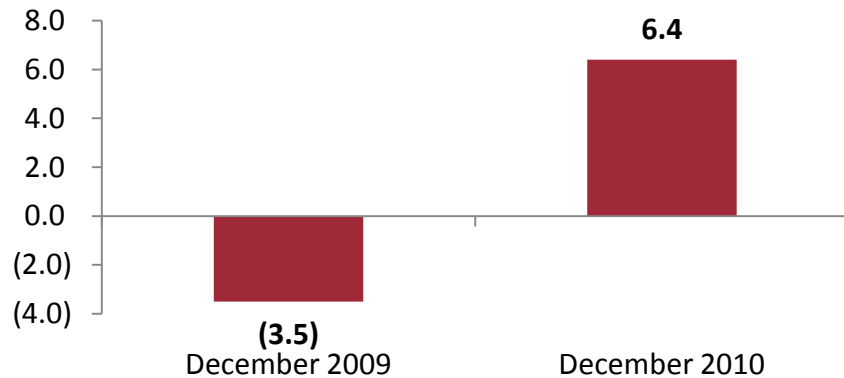
Revenue (R'm)



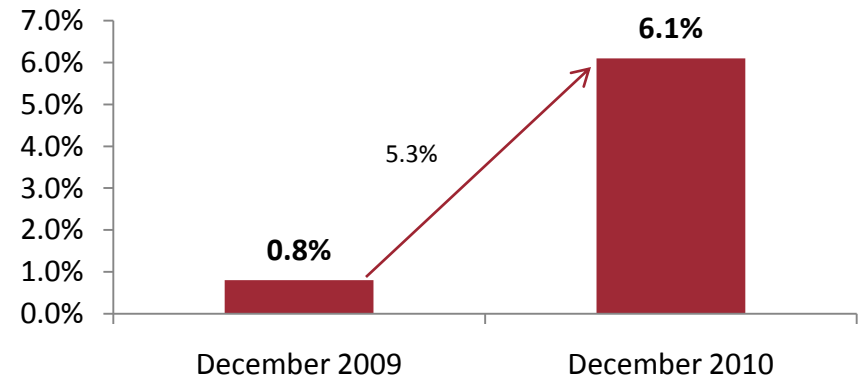
Operating profit (R'm)



Profit/(loss) before tax (R'm)



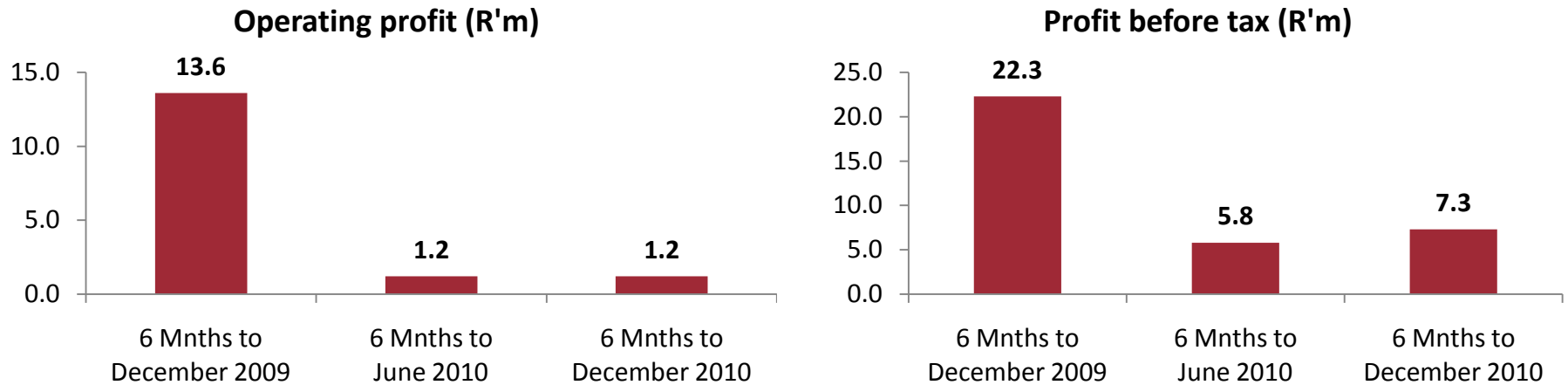
Operating profit margin (%)



Operational review – African Logistics

- Turnover increased primarily as a result of increased South-bound rates
- Copper traded at record highs resulting in utilisation and rate increases
- Financial impact of delays in the DRC partially addressed through the application of demurrage charges
- New fleet operating costs and reliability had a positive impact on operating profit
- Cash flow from operations is significantly better than prior period
- Net tangible assets increased as a result of the renewal of the African Logistics fleet

Financial review – International



- The decrease in operating profit and profit before taxation is attributable to the sale of the SGIP and Mica operations, formerly importing through Mauritius
- Operations have been streamlined and are now stable and profit contribution is in line with projections

Prospects – Supply Chain

Supply Chain South Africa

- Focusing on niche opportunities in the pharmaceutical and tanker industries
- The Freight business has been shortlisted to provide an end-to-end supply chain solutions for a leading pharmaceutical company and retailing group
- Strategic acquisitions complimentary to the Division are being explored

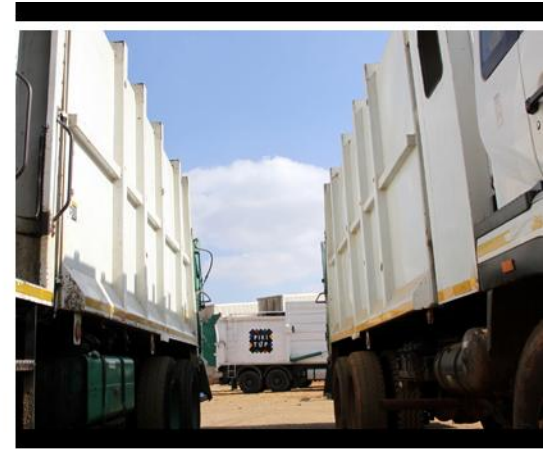
African Logistics

- Zimbabwe is showing positive signs of economic recovery, however the 2011 election year could see political turmoil and disrupted supply chain activities
- The demand for cross-border transport has increased as a result of renewed international commodity consumption

Supply Chain International

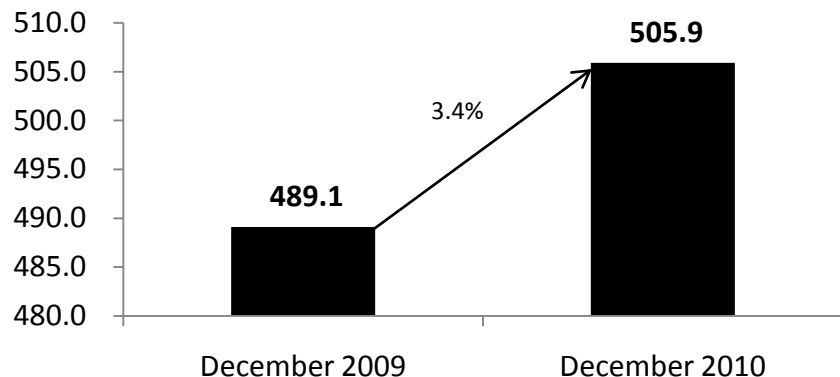
- Status quo maintained and focus remains on external procurement opportunities

FLEET SOLUTIONS

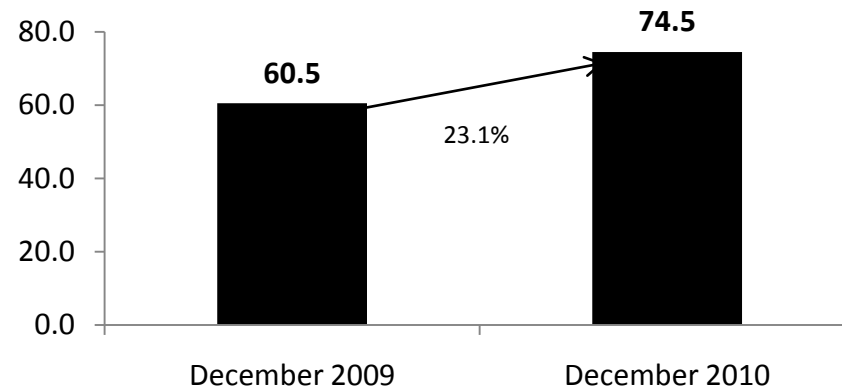


Financial review – Fleet Africa

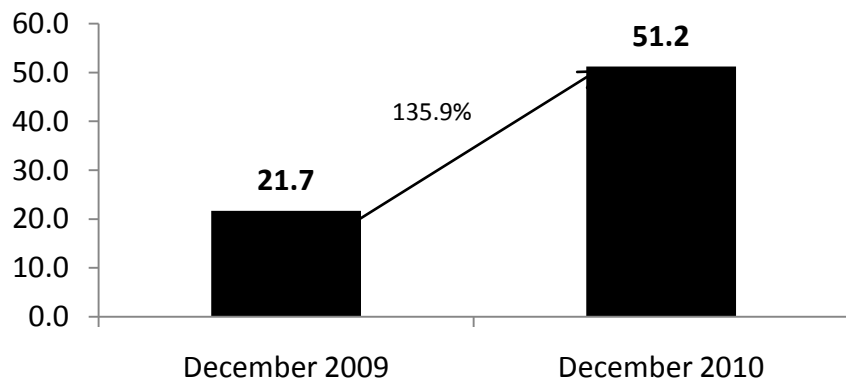
Revenue (R'm)



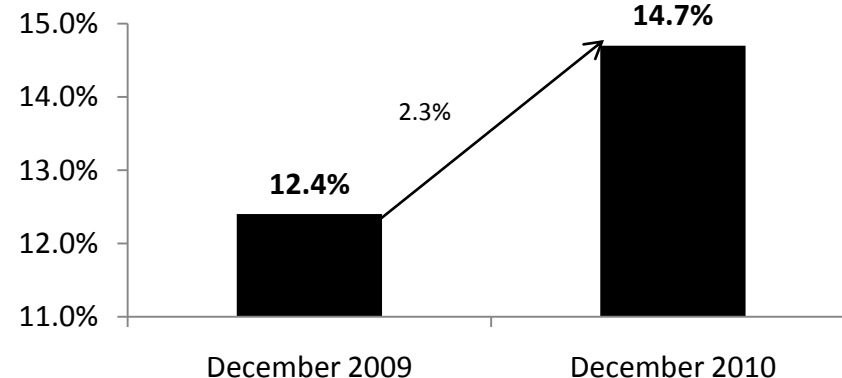
Operating profit (R'm)



Profit before tax (R'm)



Operating profit margin (%)

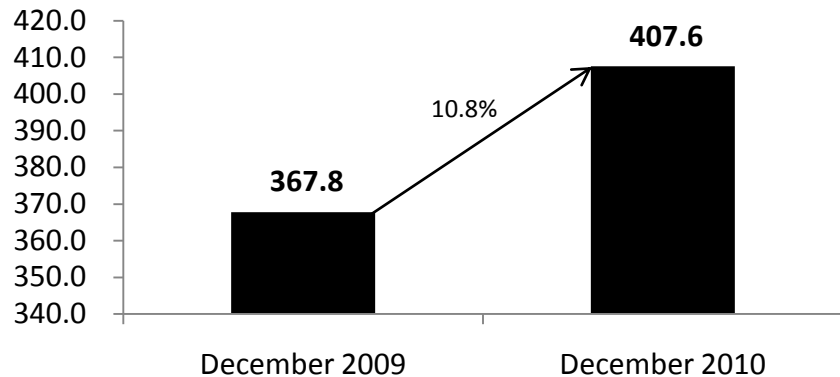


Operational review – Fleet Africa

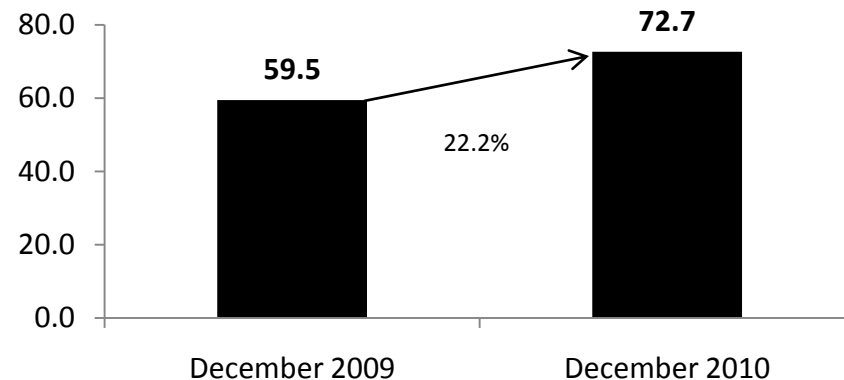
- Nominal increase in revenue
- Revenue impacted by the IFRS requirement to account for the Eastern Cape extension on the new assets as a finance lease and lower interest rates
- Operating profit showed excellent growth as a result of a number of new contracts and the vehicle replacement process in the Eastern Cape
- Awarded two new contracts:
 - Greater Sekhukhune District Municipality – 75 vehicles
 - Umzimvubu Municipality – 10 vehicles
- Renewed the CoJ (Red Fleet) contract for a further 3 years
- Reduced borrowings and interest rates contributed to the significant increase in profit before taxation

Financial review – Sg Fleet (Australia)

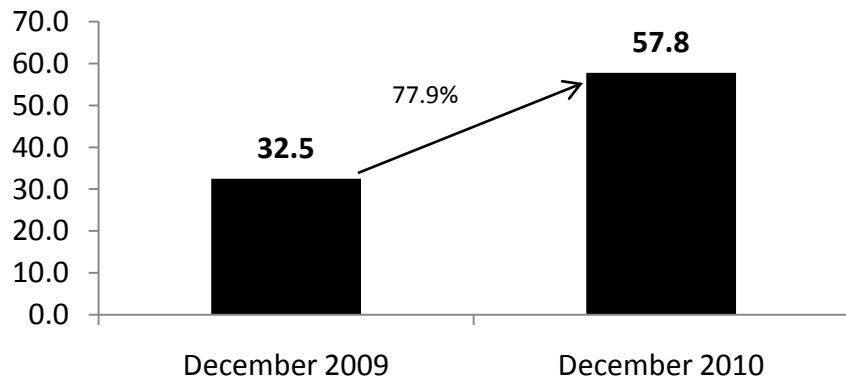
Revenue (R'm)



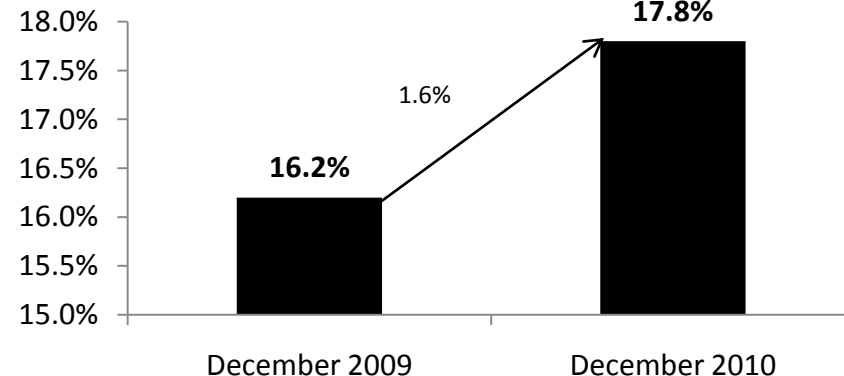
Operating profit (R'm)



Profit before tax (R'm)



Operating profit margin (%)



Operational review – Sg Fleet (Australia)

- Business performed well with several record sales origination months at good finance margins
- Retained the Western Australia government contract of 8,000 units
- Awarded the Country Energy contract for a 5,000 unit fleet
- Operating profit showed above average growth on increased sales activity
- Increased net cash reserves contributed to the significant increase in profit before taxation
- Australian economy remains positive and residual values are stable
- UK environment remains subdued, new business origination and bad debts are a concern
- New Zealand performed in accordance with expectations

Prospects – Fleet Solutions

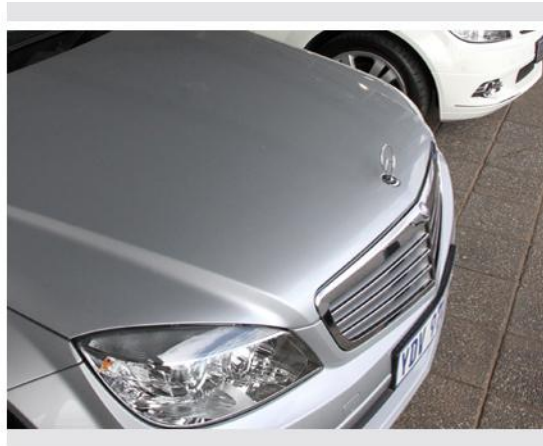
Fleet Africa

- Submitted a tender for the renewal of the CoJ fleet and related services contract – successful bidder to be announced by March 2011
- Recently submitted tenders for a number of new corporate fleet contracts within South Africa

Sg Fleet (Australia)

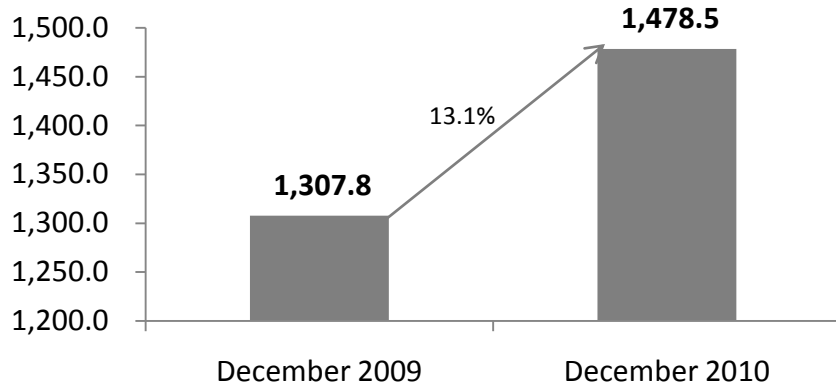
- Flood and hurricane damage could negatively impact Australian GDP growth
- St George Bank has renewed the Residual Value Guarantee
- Obtained consent from Commonwealth Bank for the re-draw of £5 million on UK facility
- Improved capital availability positions the business well in terms of a number of new business opportunities

DEALERSHIPS

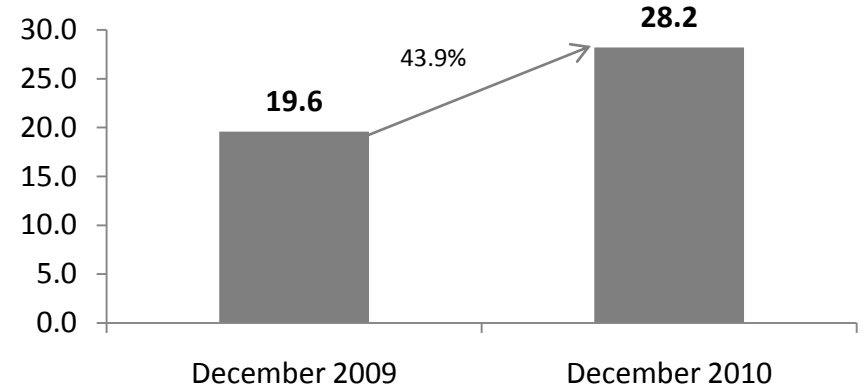


Financial review – Dealerships

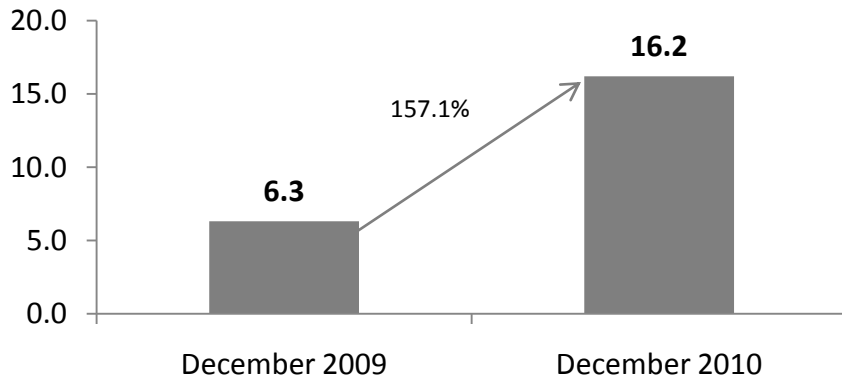
Revenue (R'm)



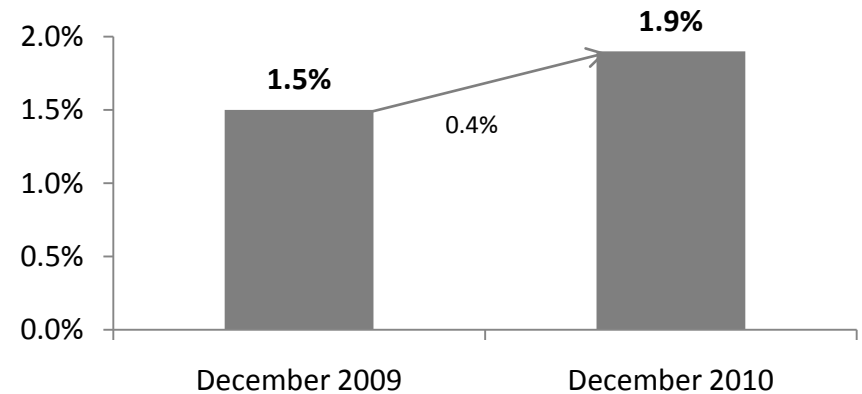
Operating profit (R'm)



Profit before tax (R'm)



Operating profit margin (%)



Operational review - Dealerships

- Dealerships continued to achieve positive growth, mirroring the industry trend, growing new vehicle sales by 25.8%
- Used vehicle sales declined by 6% as a result of reduced stock availability
- Finance and Insurance contributions have shown the strongest growth during the period, with a 33% increase in gross profit
- Services department showed encouraging increase in revenue and contribution
- Overall operating margin showed satisfactory increase and is close to targeted 2%
- Excellent profit before taxation and strong cash generation
- Successfully acquired Land Rover dealership in Vereeniging , complementing existing brand network

Prospects - Dealerships

- Outlook for remaining 6 months should continue positive trend reported
- Severe winter weather in the Northern hemisphere and political upheaval in Egypt saw crude oil exceeding \$100/barrel potentially impacting consumer demand
- The development of a new facility for Casseys Benoni should be completed before November 2011
- The implementation of a new Dealer management and CRM system will facilitate improved focus on communicating and marketing to our existing customer base
- The Division continues to seek out sensible and strategic opportunities for acquisitions and growth – currently one acquisition awaits Competition Commission approval

GROUP FINANCIAL RESULTS



Summary of operating profit / PBT movements

Continuing operations (R'millions)	Operating profit	PBT
December 2009 (prior interim period)	250.6	96.8
Increases/(decreases):		
Supply Chain South Africa	10.2	26.1
African Logistics	9.9	10.0
Supply Chain International (Mauritius)	(12.4)	(14.9)
Fleet Africa	14.1	29.5
Sg Fleet (Australia)	13.3	25.3
Dealerships	8.6	9.9
Services	3.8	33.7
December 2010 (current period)	298.1	216.4
Increase	19%	123%

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Statement of comprehensive income

R'million	31 December 2010 Unaudited	31 December 2009 Restated	Change
Revenue	3 800.6	3 461.6	9.8%
Operating profit	298.1	250.6	19.0%
Net finance charges	(81.7)	(153.8)	(46.8)%
Profit before taxation	216.4	96.8	123.4 %

Net finance charges	Dec 2010	Dec 2009
Full maintenance leases	38.7	55.8
Other borrowings	66.8	119.5
Interest swaps	1.5	6.0
Finance income	(25.3)	(27.5)
Total net finance charges	81.7	153.8

Statement of comprehensive income *(continued)*

R'million	31 December 2010 Unaudited	31 December 2009 Restated	Change
Revenue	3 800.6	3 461.6	9.8%
Operating profit	298.1	250.6	19.0%
Net finance charges	(81.7)	(153.8)	(46.8)%
Profit before taxation	216.4	96.8	123.4 %
Income tax expense	(43.1)	(15.2)	183.6%
Profit after taxation – continuing	173.3	81.6	112.4%
Loss from discontinued operations	(1.7)	(50.4)	(96.6)%
Profit for the period	171.6	31.2	450.0%
Headline earnings for the period	149.2	17.4	757.5%
Headline earnings from continuing operations	154.4	71.9	114.7%
Weighted average shares in issue (mil)	3 201	1 059	202.3%
HEPS (cents)	4.7	1.6	
HEPS – continuing operations (cents)	4.8	6.8	

Statement of financial position

ASSETS (R'million)	31 December 2010 Unaudited	30 June 2010 Audited	Change
Property, plant and equipment	1 317.8	1 308.0	0.8%

PP&E movements	Dec 2010	Dec 2009
Depreciation	66	69
Net additions	86	33
(% of depreciation)	130%	48%

Statement of financial position *(continued)*

ASSETS (R'million)	31 December 2010 Unaudited	30 June 2010 Audited	Change
Property, plant and equipment	1 317.8	1 308.0	0.8%
Full maintenance lease assets	1 142.5	1 391.6	(17.9)%
- <i>Vehicles</i>	1 002.6	1 315.1	
- <i>Finance lease receivables</i>	139.9	76.5	

FML movements	Dec 2010	Dec 2009
Depreciation	172	207
Net disposals	(90)	(46)
(% of depreciation)	(52)%	(22)%

Statement of financial position *(continued)*

ASSETS (R'million)	31 December 2010 Unaudited	30 June 2010 Audited	Change
Property, plant and equipment	1 317.8	1 308.0	0.8%
Full maintenance lease assets	1 142.5	1 391.6	(17.9)%
Intangible assets and goodwill	1 382.5	1 382.3	-
Other non-current assets	5.7	27.9	(79.6)%
Deferred tax assets	253.7	238.7	6.3%
Current assets	3 176.9	3 234.4	(1.8)%
» <i>Assets held for sale</i>	50.0	108.8	(54.0)%
» <i>Inventories</i>	576.5	470.1	22.6%
» <i>Trade and other receivables</i>	1 251.9	1 241.1	0.9%
» <i>Insurance related assets</i>	263.0	239.9	9.6%
» <i>Cash and cash equivalents</i>	1 035.5	1 174.5	(11.8)%
Total assets	7 279.1	7 582.9	(4.0)%

Statement of financial position *(continued)*

ASSETS (R'million)	31 December 2010 Unaudited	30 June 2010 Audited	Change
Property, plant and equipment	1 217.8	1 208.0	0.8%
Full market value			(17.9)%
Intangible assets			-
Investments			(79.6)%
Deferred tax			6.3%
Current assets			(1.8)%
» Assets			(54.0)%
» Investments			22.6%
» Trade receivables			0.9%
» Insurance related assets			9.6%
» Cash and cash equivalents			(11.8)%
Cash including overdrafts	Dec 2010	June 2010	
- Sg Fleet (Australia)	366	274	
- Emerald Insurance	235	284	
- Cash held for collateral	46	98	
Restricted cash	647	656	
- Unrestricted cash	389	519	
Cash and cash equivalents	1 036	1 175	
	263.0	239.9	
	1 035.5	1 174.5	
Total assets	7 279.1	7 582.9	(4.0)%

Statement of financial position *(continued)*

EQUITY AND LIABILITIES (R'million)	31 December 2010 Unaudited	30 June 2010 Audited	Change
Shareholders' equity	2 487.3	2 362.6	5.3%
Non-controlling interests	151.8	188.2	(19.3)%
Total equity	2 639.1	2 550.8	3.5%
Liabilities			
Fund reserves	305.5	291.4	4.8%
Deferred tax liabilities	171.2	173.1	(1.1)%
Full maintenance lease borrowings	958.2	1 070.5	(10.5)%
Interest-bearing borrowings	886.1	1 111.9	(20.3)%
Liabilities associated with assets held for sale	52.0	93.9	(44.6)%
Insurance related liabilities	359.4	396.5	(9.4)%
Other current liabilities	1 907.6	1 894.8	0.7%
Total equity and liabilities	7 279.1	7 582.9	(4.0)%

Statement of financial position *(continued)*

EQUITY AND LIABILITIES (R'million)	31 December	30 June	Change	
	2010	2010		
	Unaudited	Audited		
Shareholders' equity	2 487.3	2 362.6	5.3%	
Non-controlling interests	151.8	188.2	(19.3)%	
Total equity	2 639.1	2 550.8	3.5%	
Liabilities	Per share data			
	Dec 2010	Jun 2010		
Fund reserve	NAV per share	77.7c	73.8c	4.8%
Deferred tax	TNAV per share	34.5c	30.6c	(1.1)%
Full maintenance	Number of shares (million)	3 201	3 201	(10.5)%
Interest-bearing				(20.3)%
Liabilities associated with assets held for sale	52.0	93.9	(44.6)%	
Insurance related liabilities	359.4	396.5	(9.4)%	
Other current liabilities	1 907.6	1 894.8	0.7%	
Total equity and liabilities	7 279.1	7 582.9	(4.0)%	

Net borrowings

R'million	Interest profile	31 Dec 2010 Unaudited	30 Jun 2010 Audited	Change
Term loans	V	-	237.7	(100.0)%
Property borrowings	H/V	312.8	317.8	(1.6)%
Asset based finance	V/P	191.6	170.8	12.2%
Total SA borrowings (excl FML)		504.4	726.3	(30.6)%
FML borrowings › SA	P	854.5	919.4	(7.1)%
Gross SA borrowings		1 358.9	1 645.7	(17.4)%
Australian borrowings	F	381.7	385.4	(1.0)%
FML borrowings › Australia / UK	H	103.6	151.1	(31.4)%
Total borrowings		1 844.2	2 182.2	(15.5)%
Cash resources		(1 035.5)	(1 174.5)	(11.8)%
Net borrowings		808.7	1 007.7	(19.8)%

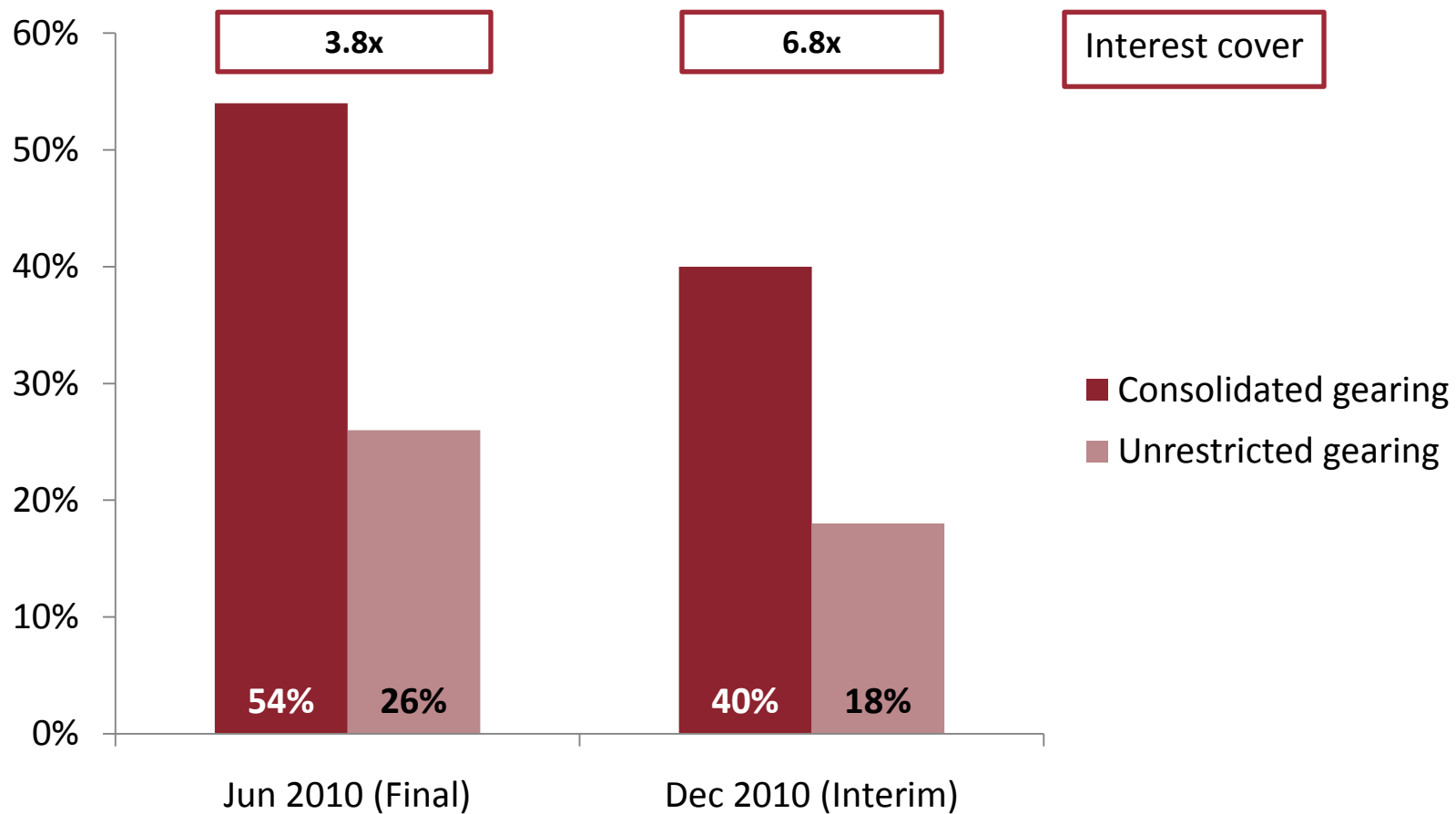
V = Variable/floating interest rate

H = Hedged

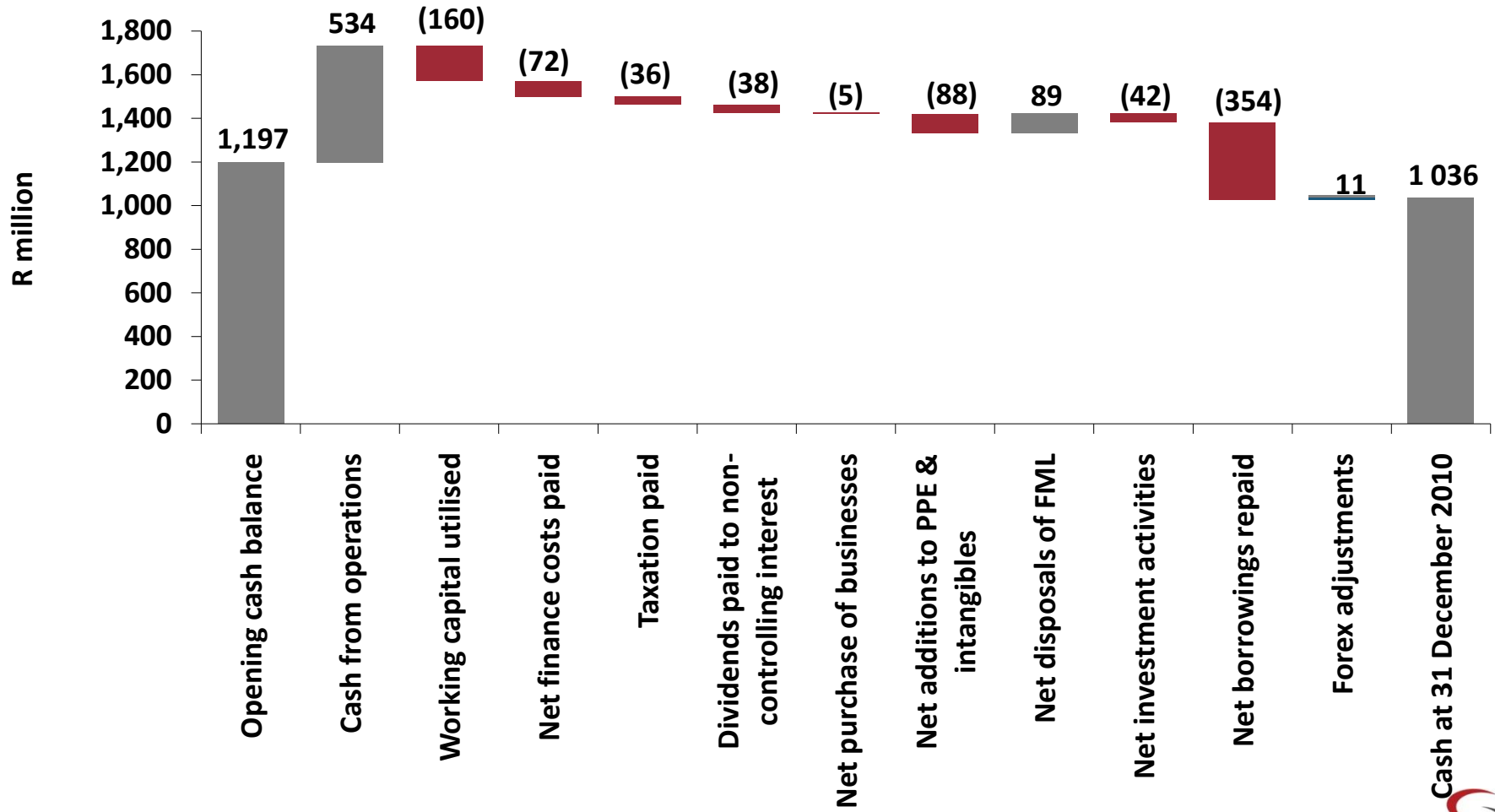
F = Fixed interest rate

P = Passed through

Gearing ratios



Cash flow movements



STRATEGY AND PROSPECTS



Strategy

Organic	<ul style="list-style-type: none">• Emphasis is on sustainable growth and service within core business units• Ensuring cost containment mentality is maintained• Training and development of staff to optimise efficiencies• Continuing focus on cash and working capital management
Complementary	<ul style="list-style-type: none">• Expanding operations through strategic acquisitions in core competency and synergistic areas
Investors	<ul style="list-style-type: none">• Restoring credibility of the Group through strong financial performance and corporate governance principles

Prospects

- Recovery of local economy remains pedestrian – exception new vehicle sales
- Moderate volume improvements expected in Southern Africa Supply Chain operations, subject to:
 - Impact of truck driver strike
 - Planned toll road tariffs (partially factored into sales prices)
- Fleet Africa awaiting outcome of CoJ tender
- Sg Fleet benefitting from strong Australian economy
- Dealership margins enhanced by robust market conditions in new car sales
- Group optimally positioned, across all businesses, for any improvement in economic activity

