



2020 Fixed Income Debt Investor Roadshow



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This presentation contains certain financial information which has been prepared for illustrative purposes only. The directors are responsible for compiling this financial information which have not been reviewed nor audited by Super Group's external auditor.

This presentation may contain certain "forward-looking statements" regarding beliefs or expectations of Super Group, its directors and other members of its senior management about Super Group's financial condition, results of operations, cash flow, strategy and business and the transactions described in this presentation. Forward-looking statements include statements concerning plans, objectives, goals, strategies, future events or performance, and underlying

assumptions and other statements, which are other than statements of historical facts. The words "believe", "expect", "anticipate", "intend", "estimate", "forecast", "project", "will", "may", "should" and similar expressions identify forward-looking statements but are not the exclusive means of identifying such statements. Such forward-looking statements are not a guarantee of future performance. Rather, they are based on current views and assumptions and involve known and unknown risks, uncertainties and other factors, many of which are outside the control of Super Group and are difficult to predict, that may cause the actual results, performance, achievements or developments of Super Group or the industry in which it operates to differ materially from any future results, performance, achievements or developments expressed by or implied from the forward-looking statements. Each member of Super Group expressly disclaims any obligation or undertaking to provide or disseminate any updates or revisions to any forward-looking statements contained in this announcement.



Recap of FY2020



CORPORATE ACTIONS CONCLUDED DURING FY2020

BUSINESS	DESCRIPTION	INTEREST	DATE	CONSIDERATION R'MILLION
Supply Chain Africa	Acquired LiebenLogistics (Lieben Logistics) and Baleka Freight	65.0%	03/07/19	(498.8)
	Acquired an additional interest in Lieben Logistics	2.4%	02/01/20	(13.1)
	Acquired GLS Supply Chain Equipment (GLS)	51.0%	03/07/19	(96.4)
Supply Chain Africa	Acquired Zultrans, an express freight and distribution business	80.0%	01/03/20	(26.7)
Supply Chain Europe	Acquired Trans-Logo-Tech (TLT)	80.0%	05/07/19	(186.9)
Corporate	Acquired an additional 2.6 million SG Fleet shares for AUD 6 million	60.1%	30/06/20	(60.1)
Corporate	Listed its SPG008, SPG009 and SPGC01 senior unsecured notes	-	15/10/19	750.0

FINANCIAL SUMMARY

- The financial results for the year ended 30 June 2020 were significantly impacted by:
 - Covid-19 loss of revenue and profit contribution
 - Adoption of IFRS 16 on leases
 - Impairments of goodwill, intangible assets and property
- The direct cost of Covid-19 included:
 - Compliance costs of R22.3 million
 - Retrenchment costs of R31.4 million
- Bad debt provisions totaled R203.6 million, which includes the Supply Chain Africa mining customers that went into business rescue
- Strong cash flows were generated from operations, ending the year with a cash and cash equivalent amount of R4.6 billion
- Net Debt : Equity (excluding IFRS 16) was in line with the prior year at 24.1% (well below the internal 40% threshold level set)

RESULTS AT A GLANCE for the year ended 30 June 2020

↓ Revenue

R34.6bn

2019: R37.9bn – down 8.7%

↓ EBITA

R1.8bn

2019: R2.8bn – down 37.1%

↓ Operating profit

R1.6bn

2019: R2.7bn – down 41.0%

↓ Headline earnings

R546.6m

2019: R1.4bn – down 59.7%

↓ HEPS

151.2c

2019: 373.8c – down 59.6%

↑ Cash generated from operations

R4.3bn

2019: R3.1bn – up 37.0%

↑ Net asset value

R13.0bn

2019: R12.6bn – up 3.3%

↔ Gearing (excl IFRS 16)

24.1%

2019: 24.1%

THE TRADING ENVIRONMENT

Global economic growth slows down dramatically with the outbreak of Covid-19 pandemic

United Kingdom (UK)

- UK experienced a weakness in demand for short-term rentals and reduced residual values
- The UK dealerships dramatically impacted by 10 week-lockdown
- No clear Brexit strategy – negotiations hampered by pandemic

South Africa (SA)

- Only essential products delivered during Level 5 lockdown
- QSR market closed for 11 weeks with limited trading to year end
- Unemployment rising at an alarming rate – nearly 32%
- SA economy moved into recession
- Freeze on new FML contracts in parastatals and many corporates
- SA dealerships closed for 9 weeks during Covid-19 lockdown
- NAAMSA market: ▼ 35.9%
- Registration offices remain disrupted by pandemic

European Union (EU)

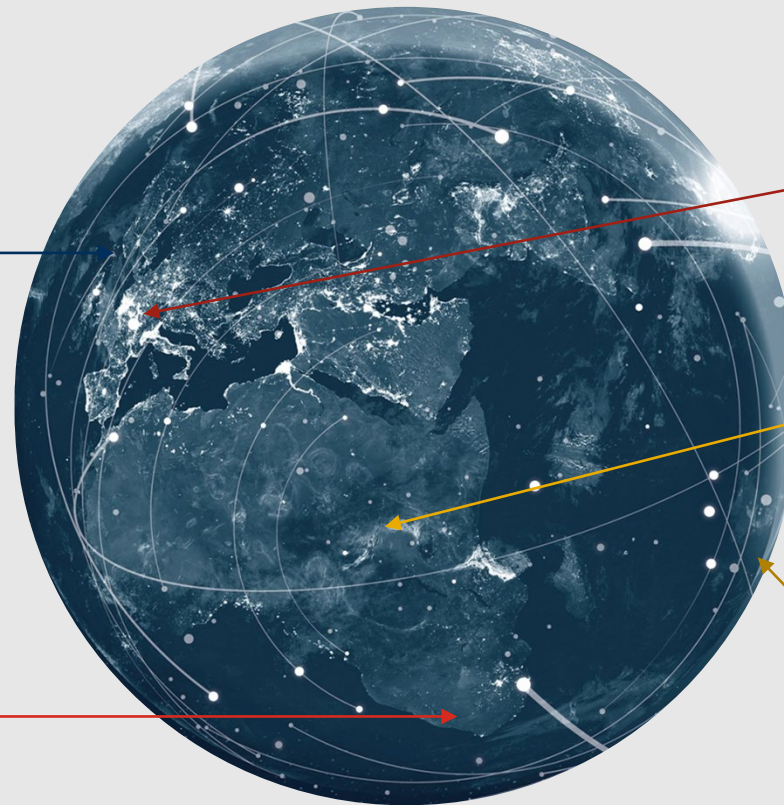
- German automotive manufacturing volumes at a 23-year low
- Automotive OEMs shut down plants for 12 weeks
- Brexit uncertainty prevails

Africa

- Commodities (incl fuel, tyres and minerals) showed good volumes
- FML market gaining momentum

Australasia

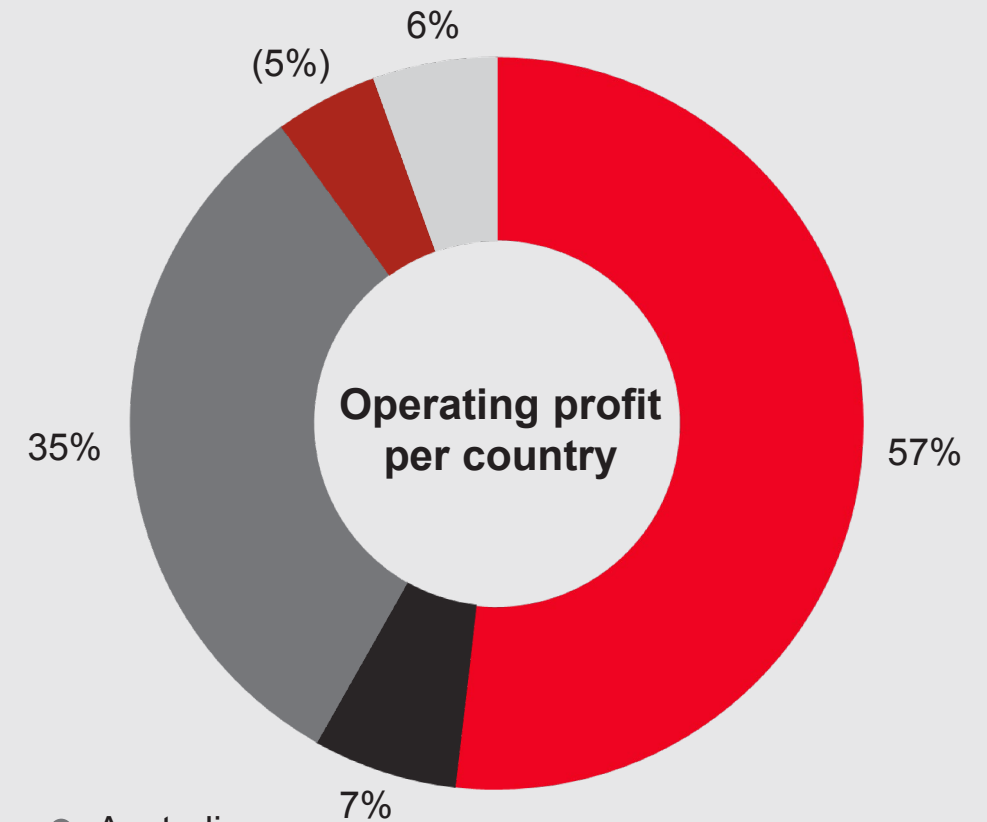
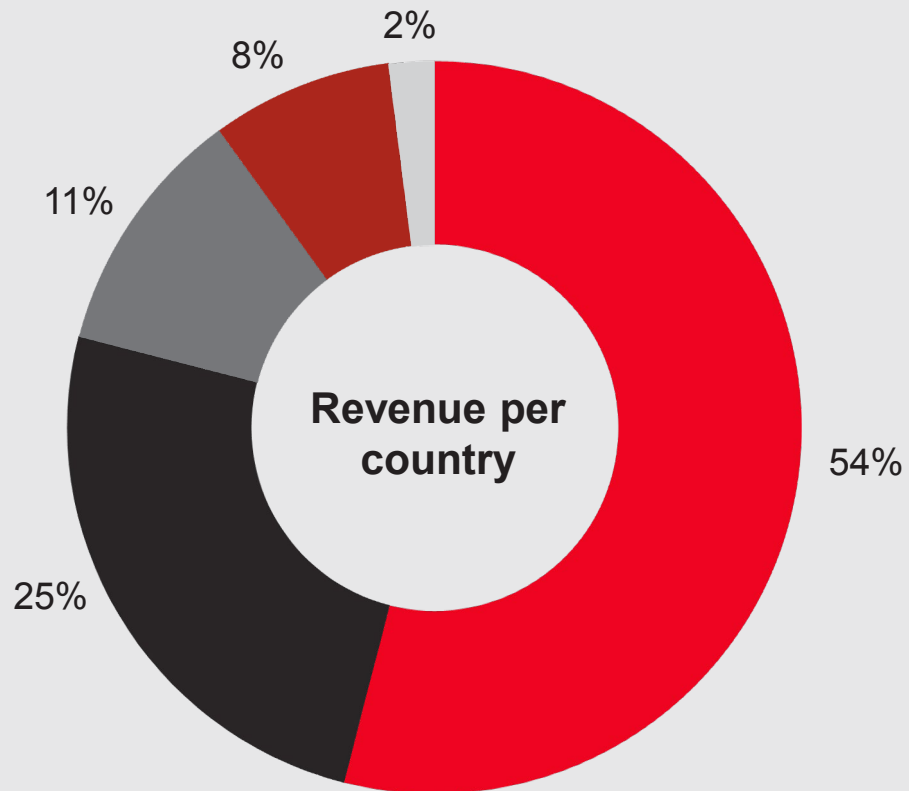
- Australian challenging operating conditions with negative consumer sentiment
- Corporate activity maintained with new opportunities emerging
- New Zealand's activity levels remained stable



- Supply Chain Africa
- Fleet Africa
- Dealerships SA
- Supply Chain Europe
- SG Fleet
- Dealerships UK

INTERNATIONAL VS SOUTH AFRICAN OPERATIONS

Super Group's international operations contributed 46% (June 2019: 48%) to revenue and 43% (June 2019: 50%) to operating profit



● South Africa ● United Kingdom ● Australia
● Europe ● Africa and other

The Europe segment reported an operating loss for the year under review

DIVISIONAL ANALYSIS

Supply Chain Africa

Revenue

- Revenue increased by 2.6% mainly attributable to the inclusion of Lieben Logistics and GLS for the full year
- The loss in revenue due to Covid-19 was estimated at R746 million
- During Level 5, the South African consumer and industrial businesses were operating at 58% of historic activity levels
- The positive impact of new consumer and industrial contracts gained in October 2019 was negated by the outbreak of Covid-19

Operating Profit or Loss

Operating profit declined by 29.8% largely due to:

- a sharp decline in the commodity mining volumes, especially coal, due to power outages 1H2020 and lower usage of electricity in 2H2020;
- a drop in manufacturing and consumer activity during lockdown; and
- bad debt provisions of R148.9 million mainly as a result of mining and industrial clients going into business rescue
- Covid-19 impact estimated at R217 million partly offset by an IFRS 16 net adjustment of R32.5 million

Supply Chain Europe

- Revenue decreased by 0.8% and in Euro-terms by 7.4%
- The estimated impact of Covid-19 was R322 million
- The decrease was mainly as a result of declines in:
 - new vehicle production volumes in Germany - down 23.0% compared to June 2019;
 - transport activities – down 25.4% since 1 July 2019; and
 - kilometers traveled – down 27.1% since 1 July 2019

- Operating profit decreased to a loss after an amortisation charge on PPA intangibles of R100.0 million - in Euro-terms, declined by 293.1%
- The severe decrease in the profitability of the business was due to lower OEM production levels and closure for 2 months during Covid-19, estimated Covid-19 impact of R97 million
- The business closed three satellite branches and two trans-shipment points
- The weakening of the average Rand against the Euro exacerbated the loss by R50.1 million

Fleet Africa

- The annuity nature of this business resulted in revenue stability, despite Covid-19
- Revenue increased by 15.9% on the back of:
 - securing new FML and Managed Maintenance contracts; and
 - replacement of vehicles on a major long-term FML contract – albeit slower due to the shutdown of automotive OEMs for two months

- Operating profit increased by a pleasing 21.2%
- The operating profit margin increased from 16.9% to 17.7%
- Covid-19 cost of compliance amounted to R0.6 million

DIVISIONAL ANALYSIS CONT'D

SG Fleet

Revenue

- Revenue decreased by 8.5% (11.1% in AUD-terms), with the impact of Covid-19 estimated at R376 million
- SG Fleet continued to report a decline in consumer sentiment, resulting in:
 - lower vehicle retail sales; and
 - poor novated lease credit activity levels

Operating Profit

- Operating profit decreased by 40.3% (42.0% in AUD-terms)
- Covid-19 impact estimated at R203 million, being mainly due to lower novated lease volumes
- The operating profit margin decreased from 18.8% to 12.3%
- An AUD11 million decline in contribution was the result of the introduction of the annuity profiled insurance product

Dealerships SA

- Revenue decreased by 15.2% mainly as a result of:
 - a decline in premium luxury vehicle sales in 1H2020; and
 - the closure of dealerships for 40-days over the hard lockdown period – the estimated impact of Covid-19 was R1 218 million
- Dealerships SA tracked new vehicle industry trends, reporting a 20.5% decline in new vehicle sales (existing operations), while used vehicle sales declined by 13.9%

- Operating profit decreased by 53.9%
- The estimated impact of Covid-19 was R170 million
- Four dealerships were closed and two operations were consolidated in the Western Cape
- Pent-up demand for vehicles, parts and service drove improved activity in June

Dealerships UK

- Revenue decreased by 20.4% (in GBP-terms by 25.9%) largely due to:
 - the change in the Ford parts wholesale model in 1H2020; and
 - the closure of dealerships for 63-days during lockdown – estimated impact of Covid-19 was R2 515 million
- Dealerships UK's share of Ford retail sales declined marginally to 8.35% (2019: 8.91%)
- Kia's retail sales increased to 1.97% (2019: 1.73%)
- Parts and Services performed satisfactorily

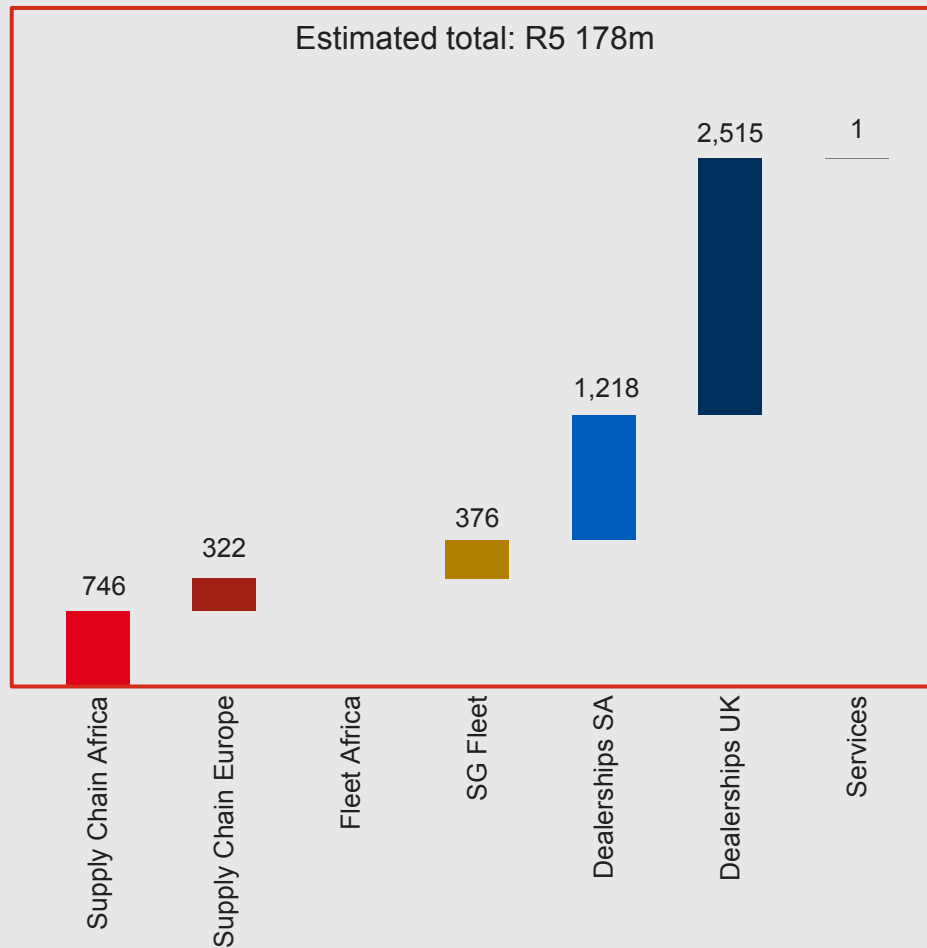
- Operating profit decreased by 81.5% and in GBP-terms by 82.7%
- The estimated Covid-19 impact was R245 million

THE ESTIMATED DIRECT IMPACT OF COVID-19

The estimated direct financial impact of Covid-19 on revenue and profit before tax

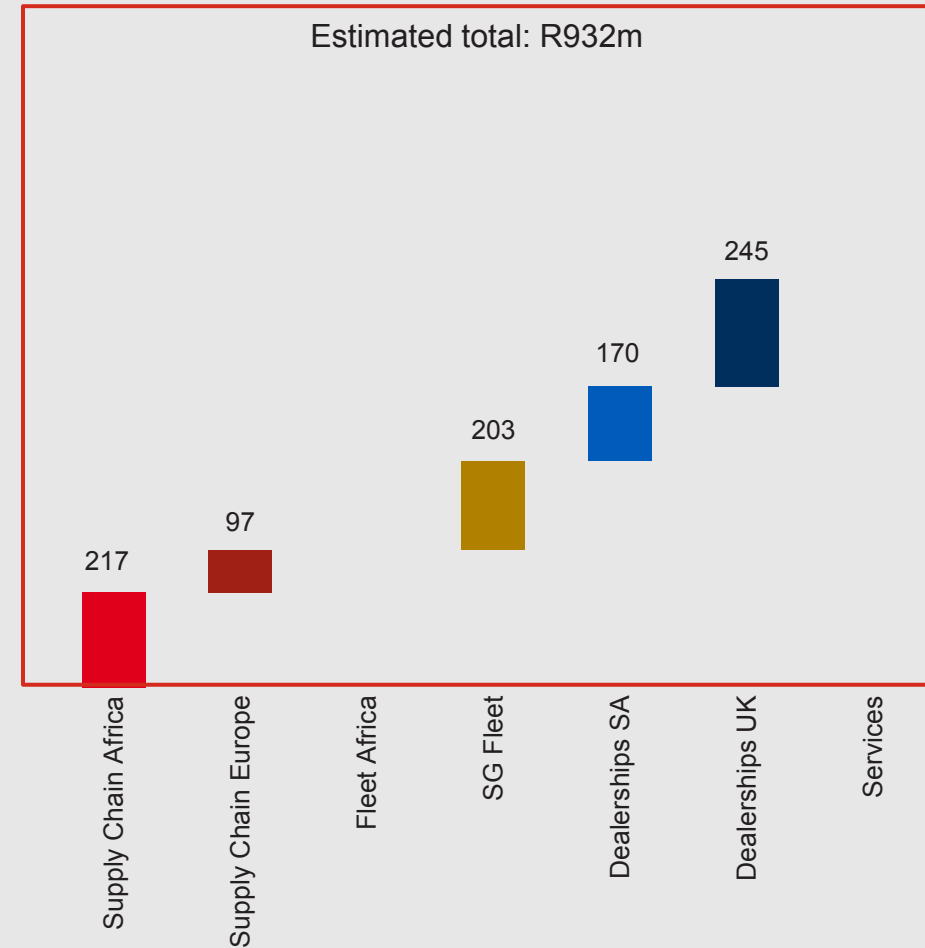
Revenue (R'm)

Estimated total: R5 178m



Profit before tax (R'm)

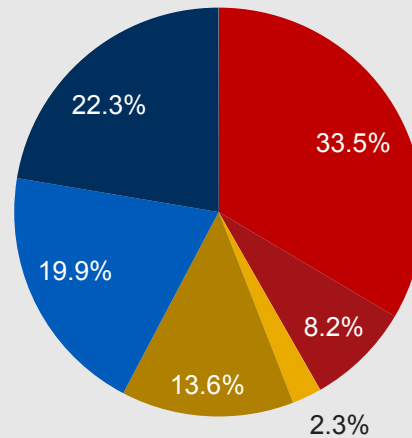
Estimated total: R932m



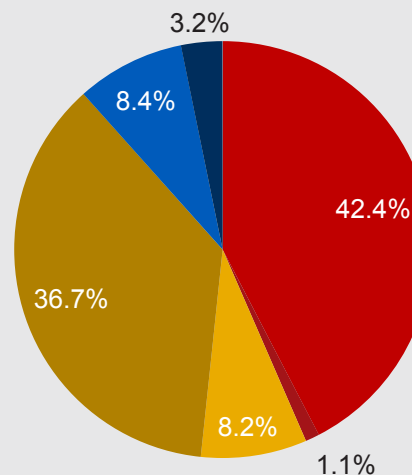
REVENUE AND EBITA ANALYSIS (EXCL. SERVICES AND CORPORATE)

Revenue
per division

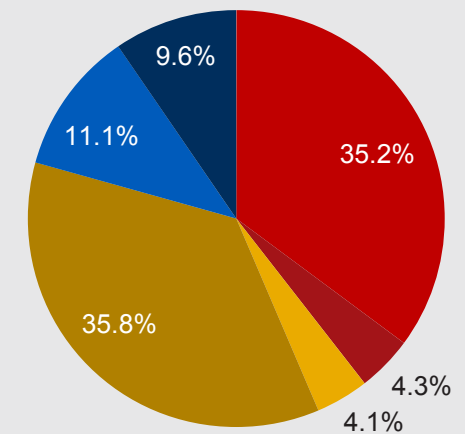
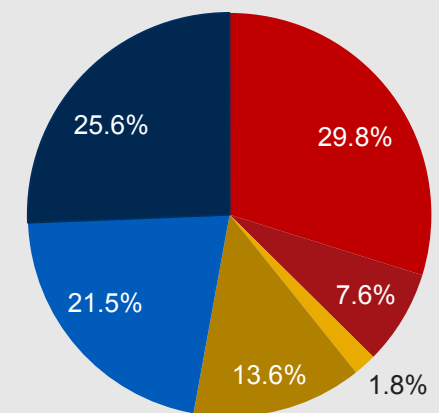
Jun 2020



EBITA
per division

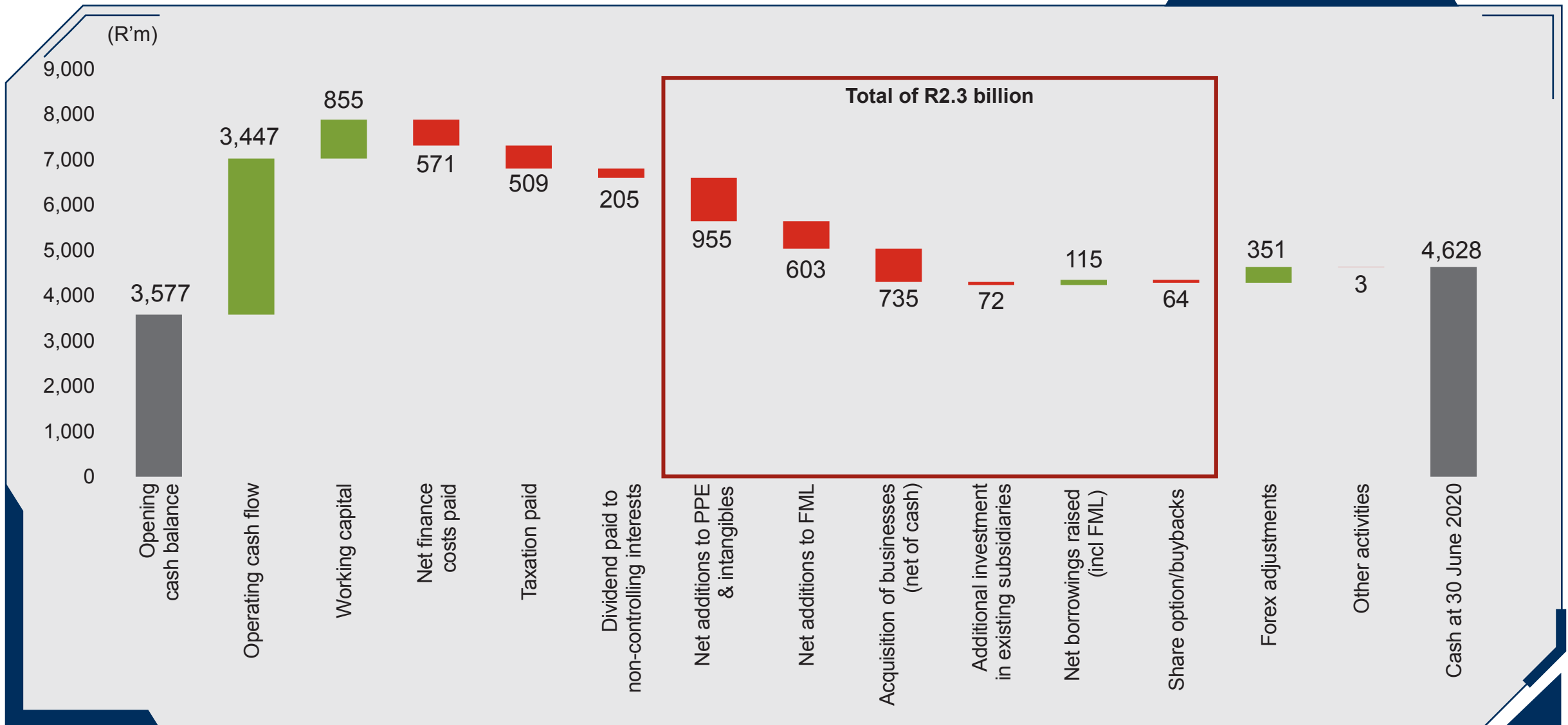


Jun 2019



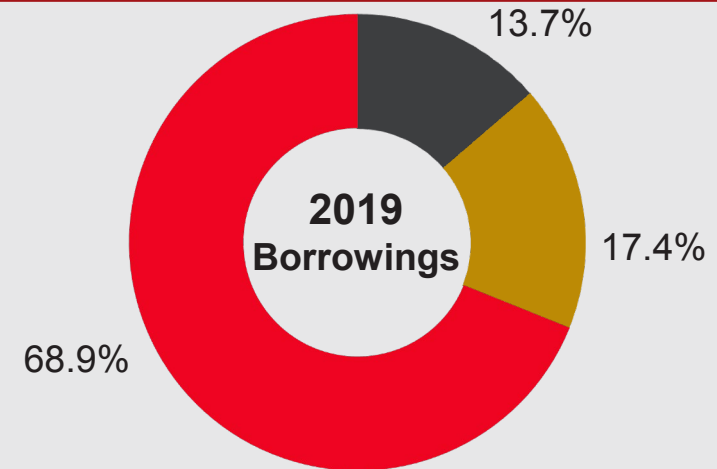
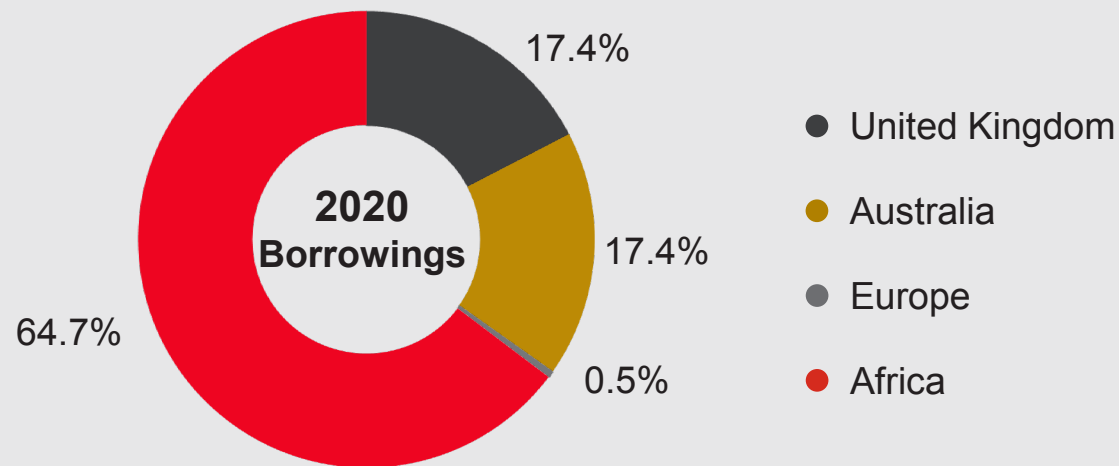
Supply Chain Africa
Supply Chain Europe
Fleet Africa
SG Fleet
Dealerships SA
Dealerships UK

CASH FLOW STATEMENT



NET BORROWINGS (EXCL. ROU)

R'million	Borrowings 30 June 2020	Cash 30 June 2020	Net borrowings/ (cash) 30 June 2020	Net borrowings/ (cash) 30 June 2019	Change
Africa	5 027.0	(2 509.1)	2 517.9	2 718.2	(7.4%)
United Kingdom	1 355.0	(513.2)	841.8	554.8	51.7%
Australia	1 349.4	(1 197.6)	151.8	170.9	(11.2%)
Europe	39.0	(408.5)	(369.5)	(401.6)	(8.0%)
Total	7 770.4	(4 628.4)	3 142.0	3 042.3	3.3%



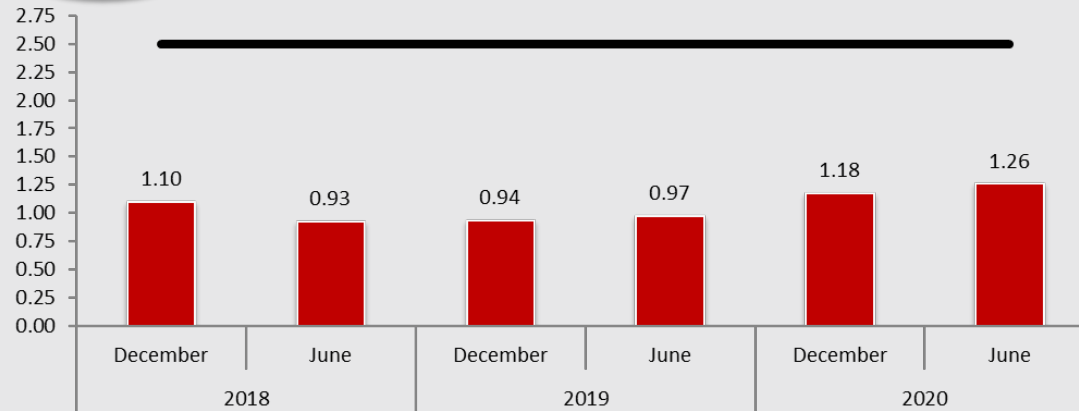
DEBT MATURITY PROFILE



DEBT COVENANTS

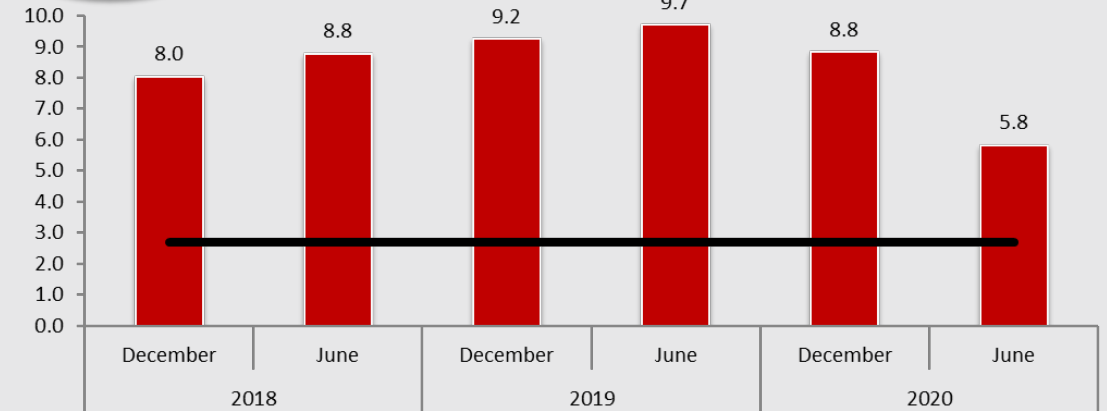
CORE

Net debt to EBITDA ($\leq 2.5x$)



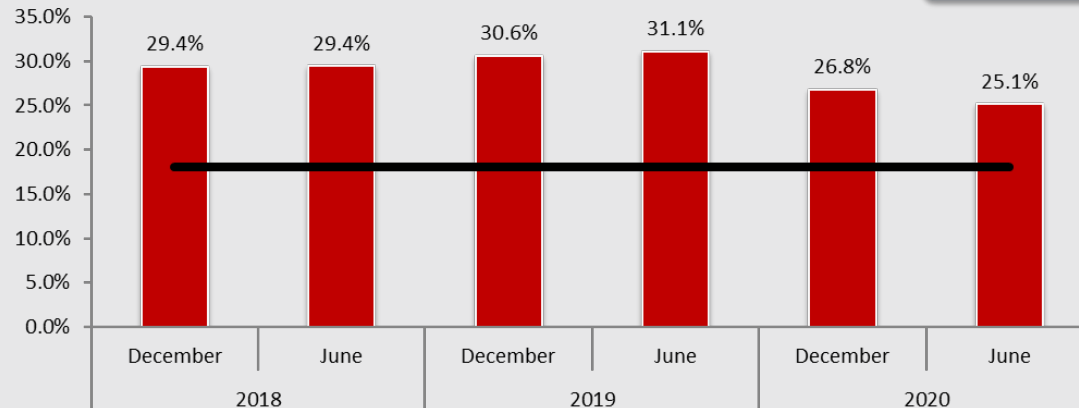
CORE

Net interest cover ($\geq 2.7x$)



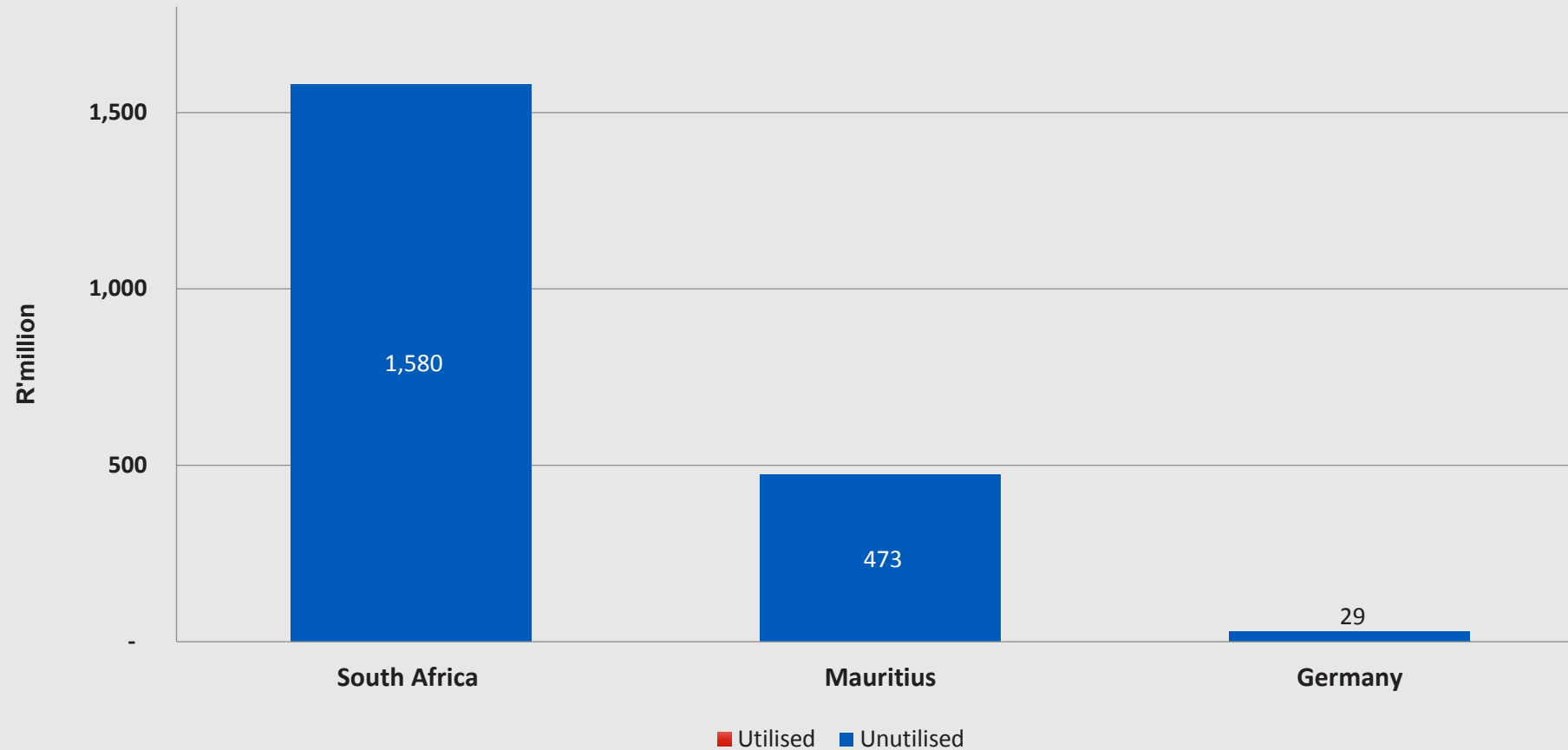
Capital Adequacy ($\geq 18\%$)

Phasing Out



- Covenants exclude:
 - SG Fleet
 - IFRS 16
- The Group met its debt covenants

OTHER COMMITTED LIQUIDITY FACILITIES



R 500 million of the South African committed liquidity facilities are secured by the state-of-the-art warehousing facility in Isando.

OTHER KEY FINANCIAL DATA

	30 June 2020	30 June 2019
Return on Equity	(3.0%)	12.6%
Return on Net Operating Assets	6.3%	12.6%
Group Weighted Average Cost of Capital	9.4%	9.2%
Net debt to equity (excl IFRS 16)	24.1%	24.1%
Net debt to EBITDA ratio (excl IFRS 16)	1.3x	1.0x
Net interest cover (excl IFRS 16)	5.8x	9.7x
Free cash flow*	R3 483m	R2 124m
Total unutilised funding facilities (excluding Corporate bond)	R5 281m	R4 033m

Closing currency rate movement between 30 June 2019 and 30 June 2020:	Change
AUS Dollar	▲ 21.1%
Euro	▲ 21.6%
Pound Sterling	▲ 20.2%
US Dollar	▲ 23.2%

* Free cash flow is calculated by reducing cash generated from operations with income tax paid, net maintenance capex and tax on net finance costs

PROSPECTS

Global markets coming to terms with the “new normal” of doing business

United Kingdom (UK)

- FML environment improving
- The UK new vehicle sales looking promising

South Africa (SA)

- Commodity volumes in South Africa to remain uncertain and volatile
- Negative macroeconomic factors expected to impact industrial and consumer demand
- Recovery from the Covid-19 lockdown and cost rationalisation will improve profitability
- New Government, SOC and parastatal tender pipeline good
- Despite the economic recession, Dealerships SA should reflect a strong recovery without further Covid-19 lockdowns
- Interest rate cuts unlikely to have a material impact given burgeoning unemployment levels

European Union (EU)

- German automotive manufacturing volumes starting to recover, albeit at a slow rate

Africa

- Commodities continue to perform well

Australasia

- The Australian market, particularly in the novated lease space, is expected to remain challenging
- The expansion of the Corporate business model to counter some of the headwinds in the Consumer space should improve performance
- SG Fleet set to benefit from a wider range of technology-driven, high value-add products and services



BOARD CHANGES

Retirements (effective 28 November 2019)



David Rose



John Newbury

New appointments (effective 1 October 2020)



Pitsi Mnisi



Simphiwe Mehlomakulu

Resignations (effective 8 July/30 November 2020)



Oyama Mabandla



Mariam Cassim

Debt Officer appointment (effective 13 October 2020)



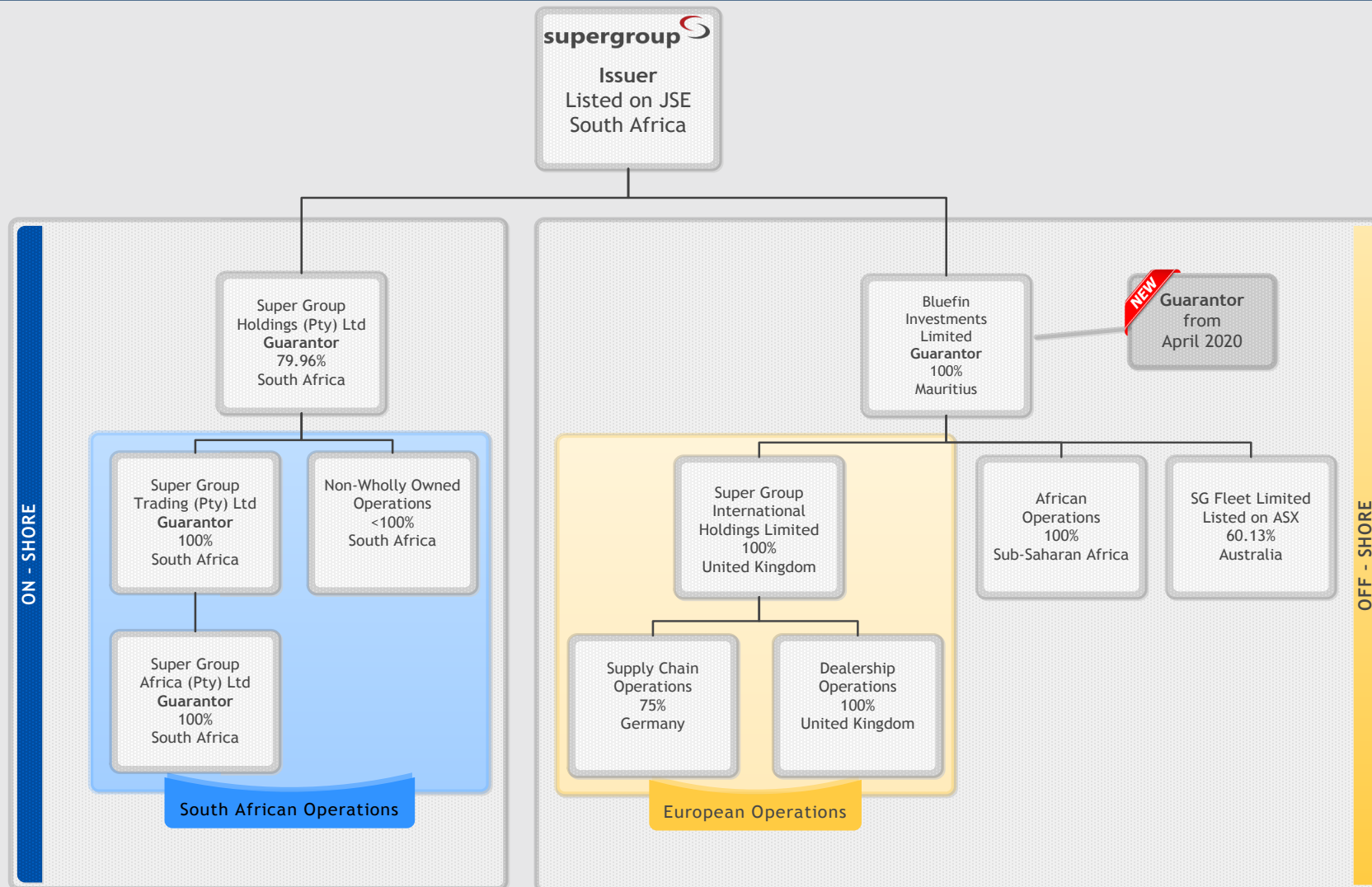
Colin Brown

supergroup 

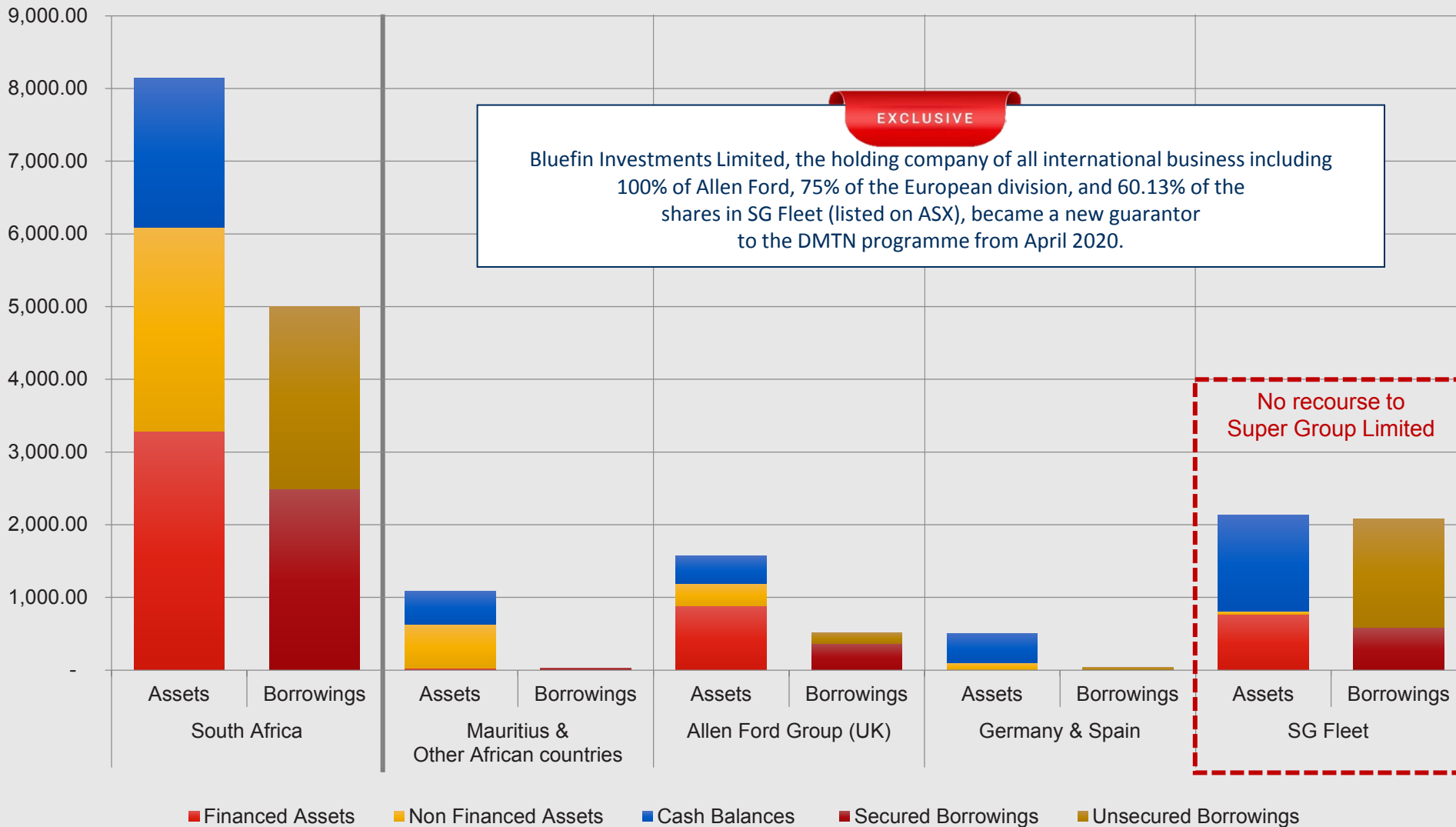
DMTN Programme



GROUP STRUCTURE & DMTN GUARANTORS



TANGIBLE ASSETS & BORROWINGS (EXCL. ROU & WORKING CAPITAL)



DEBT POLICIES

Debt Management Objectives

- Simple, clearly defined debt structure, with transparent ranking amongst all Group finance counterparties,
- Flexibility to actively manage debt arrangements and achieve funding efficiency,
- Build debt management credibility and a respected credit profile,
- Net Debt to Equity (excluding IFRS16) internal ceiling of 40% (currently 24.1%)

Debt Policies – South Africa

- Asset based finance: including mortgage finance, is raised at operating company level to fund the operating assets, and typically benefits from a holding company guarantee,
- Group treasury borrowings are typically raised via Super Group Limited, including overdraft facilities, general banking facilities, revolving credit facilities and notes issued under the Domestic Medium Term Note Programme,
- Debt raised under the DMTN is guaranteed by Super Group Holdings, Super Group Trading, Super Group Africa, and Bluefin Investments.

Debt Policies – Offshore

- SG Fleet Australia: separately listed on the ASX, raises its own funding off the strength of its own balance sheet with no recourse to Super Group Limited,
- inTime Germany: low capital intensity. Acquisition debt that was originally funded in Germany has been refinanced by Treasury SA via a cross currency interest rate swap,
- Allen Ford UK: working capital and properties funded in the UK,
- Cross currency interest rate swap/s are considered as an alternative to in-country facilities when raising funding for offshore acquisitions and operations.

BONDS IN ISSUE AND CREDIT RATING

Bond Code	Issued Amount	Issue Date	Maturity Date
SPG004	450 000 000	27 September 2018	27 September 2023
SPG005	300 000 000	15 March 2019	15 March 2024
SPG006	375 000 000	18 June 2019	18 June 2022
SPG007	625 000 000	18 June 2019	18 June 2024
SPG008	250 000 000	15 October 2019	15 October 2022
SPG009	350 000 000	15 October 2019	15 October 2024

The SPGC01 12- month note totalling ZAR150 million was redeemed on 15 October 2020

Date Issued	2013	2016	2016	2018	2019	2020
S&P Rating	zaA+	zaA+	zaA+	zaAAA	zaAAA	zaAAA

S&P performed its annual review of Super Group on 23 October 2020 and confirmed the rating of zaAAA.

TIMING CONSIDERATIONS

Oct-20					Nov-20				
M	T	W	T	F	M	T	W	T	F
			1	2	2	3	4	5	6
5	6	7	8	9	9	10	11	12	13
12	13	14	15	16	16	17	18	19	20
19	20	21	22	23	23	24	25	26	27
26	27	28	29	30	30				

Super Group Key Dates	Date
Fixed Income Investor Roadshow	27 th – 29 th October 2020
Integrated Report	17 th November 2020
Proposed Auction Date	Week of 23 rd November 2020

Indicative Terms		
Issuer	Super Group Limited	
Guarantors	Super Group Holdings, Super Group Trading, Super Group Africa and Bluefin Investments	
National Scale Rating	zaAAA	
Target	Up to ZAR500m	
Tenor	12-month	3-year
Auction Date	Week of 23 rd November 2020	
Price Guidance	TBA	TBA
Settlement Date	T+3	

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Thank you



COLIN BROWN
Chief Financial Officer



BRIDGET BIRD
Treasurer



Further information available on www.supergroup.co.za