



REVIEWED RESULTS

FOR YEAR ENDED 28 FEBRUARY 2017

VUNANI

LIMITED

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RESULT HIGHLIGHTS

HIGHLIGHTS FOR THE YEAR

- Revenue increased by 22% to R188.7 million compared to R154.2 million to 29 February 2016.
- Profit from continuing operations R40.0 million compared to R8.3 million to 29 February 2016
- EPS
 - 28 February 2017 – 30.1c
 - 29 February 2016 – 6.2c
- HPS
 - 28 February 2017 – 19.2c
 - 29 February 2016 – 5.8c
- Dividend declaration of 5.2c per share



GROUP STRUCTURE AND SEGMENTAL OVERVIEW

VUNANI
LIMITED



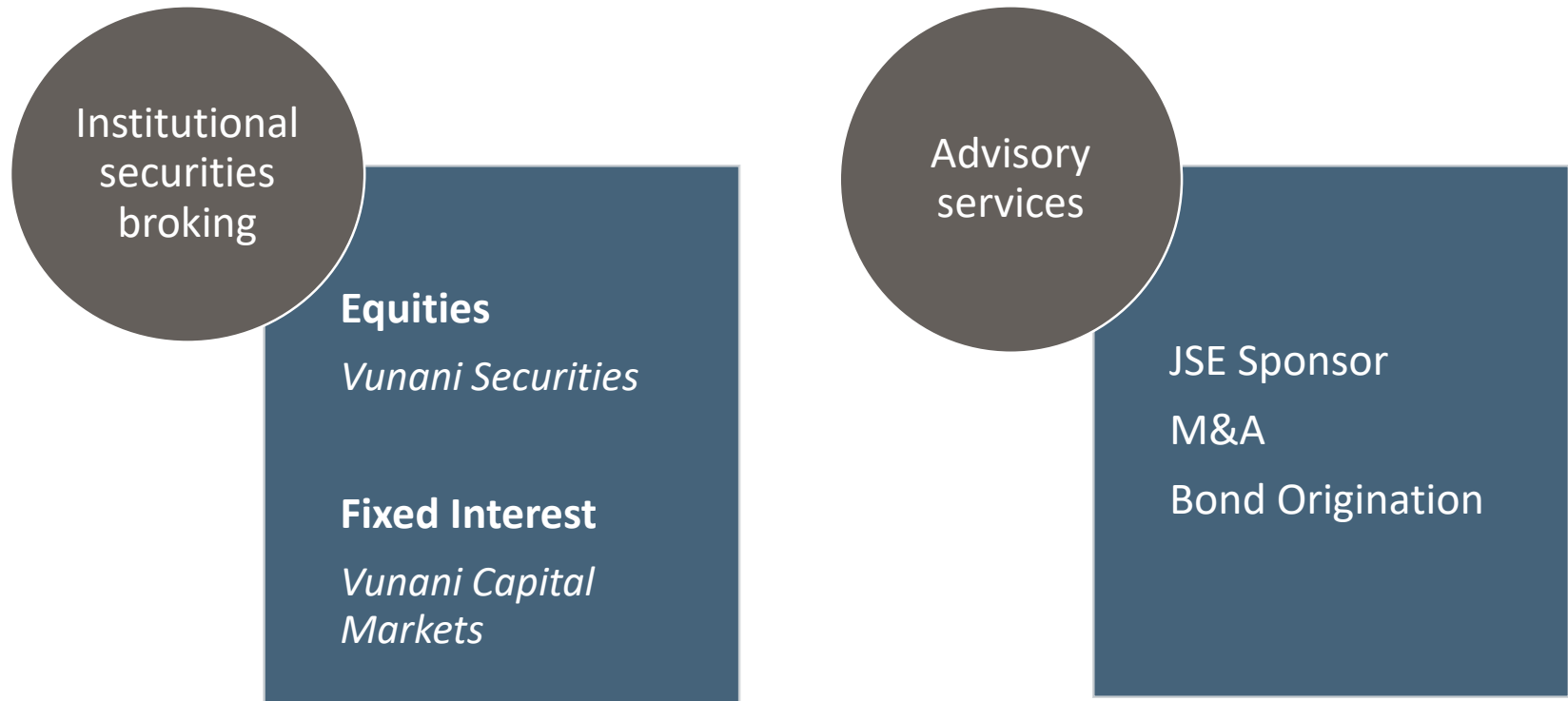
FUND MANAGEMENT

- Institutional fund management focus.
- Investments included in this segment:
 - Vunani Fund Managers – R15.9b AUM at 28 Feb 2017 (Feb '16: R15.1b).
 - Purpose Vunani - \$33.5m AUM at 28 Feb 2017 (Feb '16: \$17.8m).
- Segment results
 - Revenue of R64.5m (Feb '16: R60.5m)
 - Segment profit of R6.0m (Feb '16 : R0.05m)
- Acquired 45% interest in Alliance Capital Limited in Malawi.
- Set up an asset management business in Swaziland.

ASSET ADMINISTRATION

- Acquired an additional 30% in Fairheads.
- Good progress is being made in winning good quality mandates.
- Assets under administration of R6.2b (29 Feb 2016: R7.8b)
- Segment results
 - Equity accounted earnings for the period of R5.7m (R9.7m to Feb 2016)

INVESTMENT BANKING



INVESTMENT BANKING

- Institutional securities broking and advisory services
- The focus continues to be on revenue growth through the expansion of product offering and the existing client base.
- Segmental result
 - Revenue of R73.2m (Feb '16: R70.8m)
 - Segment profit of R2.1m (Feb '16: R2.6m)

PRIVATE EQUITY

- Focus on mining, property and African investments.
- Private equity initiatives explored with well established partners including Anglo American, Bidvest and Mion Holdings.
- Segment results
 - Revenue of R23.6m (Feb '16: R10.1m)
 - Segment profit R15.2m (Feb '16: R1.1m)

PRIVATE WEALTH AND INVESTMENTS

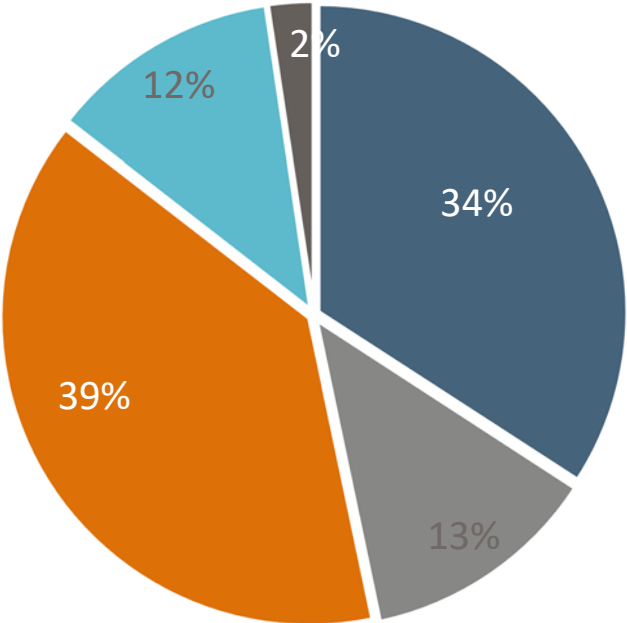
- Segment restructured during the year with the retail securities broking operation sold.
- Main activity to provide wealth and investment products to high net worth individuals.
- Segment results
 - Revenue of R4.4m (Feb 16: R12.8m)
 - Segment profit R0.2m (Feb 16: loss of R3.4m)



FINANCIAL PERFORMANCE

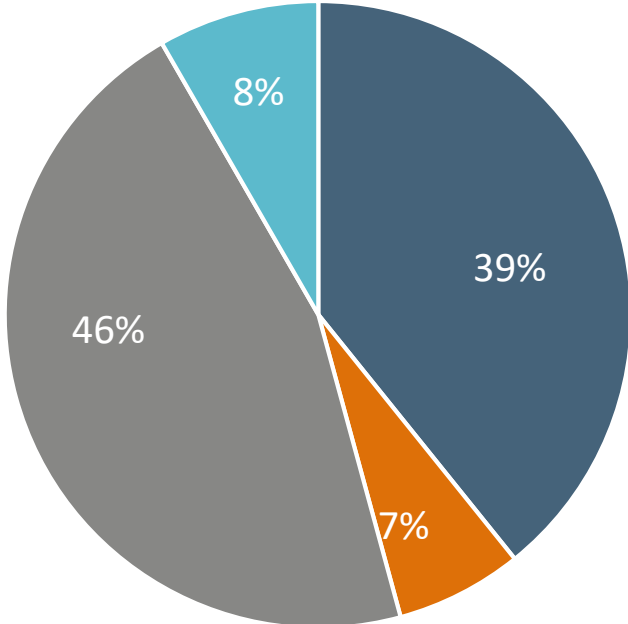
REVENUE

Feb 2017



- Fund management
- Private equity
- Investment banking
- Asset administration
- Private wealth and investments

Feb 2016



- Fund management
- Private equity
- Investment banking
- Private wealth and investments

STATEMENT OF COMPREHENSIVE INCOME

- Other income
 - Includes the fair value of a deferred payment. Historically, included amortisation of deferred income, but this has been fully amortised
- Investment income
 - JSE – R1.1m
 - Bsi – R0.4m
- Profit on disposal of assets
 - Disposal of retail stockbroking business – R2.8m
 - Profit on stepped up acquisition of Fairheads – R12.2m
- Fair value adjustments and impairments
 - Favourable fair value adjustments of R8.6m (Feb '16: Negative R11.2m)
 - Impairment reversal of R0.6m (Feb '16: impairments of R7.7m)

STATEMENT OF COMPREHENSIVE INCOME (CONT.)

- Equity accounted earnings
 - Includes Vunani's share of post-tax earnings for Fairheads and Workforce.
 - Fairheads – R5.7m (Feb '16: R9.7m)
 - Workforce – R17.7m (Feb '16: R21.8m)
- Operating expenses
 - Increased by 6% compared to Feb '16
 - Major costs include:
 - Staff costs – 59% of total costs
 - Communications and information costs – 11% of total costs
 - Professional fees – 5% of total costs
 - Operating expenses – 5% of total costs

STATEMENT OF FINANCIAL POSITION

- Goodwill
 - Increased by R105.6m on consolidation of Fairheads
- Intangible assets
 - Increased by R98.6m on consolidation of Fairheads
- Other investments
 - Sale of a small portion of investment holdings
- Share capitalisation issue award (cash alternative)
 - Stated capital increased by R6.8m
 - Cash payment of R0.5m
 - Additional shares issued worth R68.8m
- Other financial liabilities
 - Increased by R122.2m on consolidation of Fairheads



STRATEGY & PROSPECTS

- Broaden the product offering on the existing platform.
- Manage margins and costs.
- Intergroup collaboration critical.
- Focus efforts on organic growth within the existing businesses.
- Employment of high-calibre management and staff
- Increase presence in property sector.
- Unlock value in private equity deals.
- Continue to expand into countries around us.
- Leverage relationships with strategic shareholders.



THANK YOU

JOHANNESBURG

Vunani Capital
Vunani House, Vunani Office Park
151 Katherine Street, Sandown
Sandton 2196
Office: +27 (0) 11 263 9500
Email: info@vunanilimited.co.za

CAPE TOWN

Vunani Capital
No. 9 Long Street– 3rd Floor
Cnr Long & Riebeek Streets
Cape Town, South Africa 8001
Telephone: +27 (0) 21 481 6200
Email: info@vunanilimited.co.za

Vunani Fund Managers
6th Floor, Letterstedt House
Newlands on Main
Newlands, 7700
Telephone: (021) 670-4900
Email: info@vunanifm.co.za

HARARE, ZIMBABWE

Purpose Vunani Asset Management
45 Lawson Avenue
Milton Park
Harare, Zimbabwe
Telephone: (+263) 04 791 094 / (+263)
04 796 646
E-mail: info@purpose.co.zw



CONTACT US