Imperial Holdings Limited »

Unaudited Interim Results Presentation for the six months ended 31 December 2011

Notes:

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Agenda

- Highlights
- Financial Review
- Divisional performance and outlook
- Group prospects and strategy
- Questions
- Appendix I – Further Income Statement and Balance Sheet detail

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Highlights

- An excellent overall result with strong revenue and profit growth
- Divisional performance
  - Distributorships continued on its strong growth path
  - Logistics performed well and achieved good growth in both SA and Germany
  - Automotive Retail produced excellent results
  - Satisfactory performance by Car Rental and Tourism
  - Positive underwriting performance by Regent
  - Strong growth from other financial services
- Imperial is achieving its objectives
  - Annualised ROE of 23% for the period
  - Recent acquisitions contributed strongly and were earnings enhancing
  - Lehnkering acquisition – entrenches our position in attractive niches in Germany
  - Annuity revenue streams from after-sales parts, service and financial services continue to grow

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Highlights

Revenue	22%	R38 385m
Operating profit (Margin maintained at 6,8%)	23%	R2 621m
HEPS	0%	727c
Core EPS*	30%	756c
Interim dividend^ per share	36%	300c

** Core EPS excludes once-off non-operational items, the most significant being:*

- *148cps income from the Lereko BEE structure in the prior period*
- *28cps in business acquisition costs in the current period*

^ Dividend pay out ratio of 40% of Core EPS; rolling dividend yield of 4% based on 20/2/2012 price

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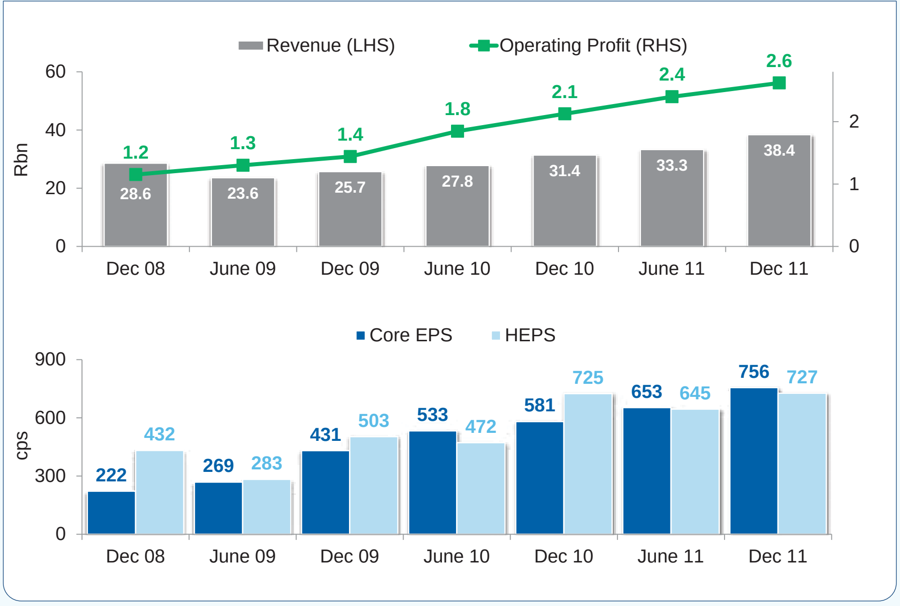
Improving profit trend

Excl. businesses sold or unbundled



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Key financial ratios

Ratios	H1 F2012	H1 F2011	F2011	Targets
Group operating margin	6,8%	6,8%	7,0%	-*
Net D:E ratio (excl. prefs)	39%	48%	30%	60-80%
Interest cover	8.4x	7.2x	8.2x	
Net debt : EBITDA	0.8x	1.0x	0.8x	
ROIC (annualised)	15,9%	16,0%	16,5%	WACC +4%^
ROE# (annualised)	22,5%	19,9%	20,3%	

** Group is measured on ROIC*
^ WACC = 10,1%
 # Based on core earnings

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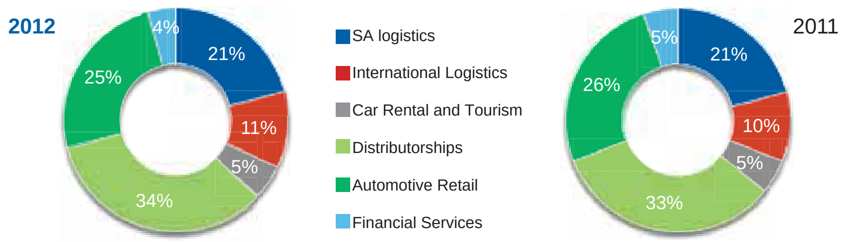
Income statement

Rm	H1 2012	H1 2011	% Change
Revenue	38 385	31 360	22%

- All divisions showed strong turnover growth
- **Logistics:** +28%; both SA and Germany performed well; Acquisitions contributed positively (CIC & smaller bolt-ons)
- **Distributorships:** +23%; strong vehicle unit sales growth and positive contribution from recent acquisitions
- **Automotive Retail:** +16%; increased new vehicle unit sales

Consistent revenue contribution per division



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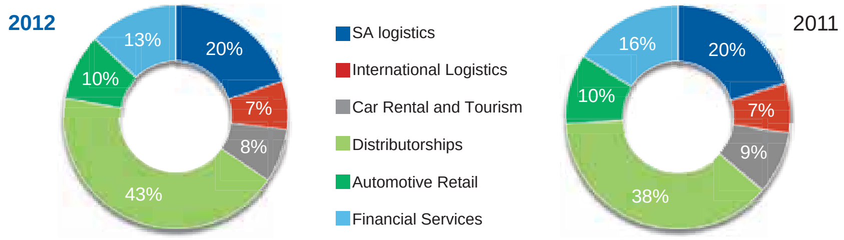
Income statement

Rm	H1 2012	H1 2011	% Change
Revenue	38 385	31 360	22%
Operating profit	2 621	2 126	23%
Operating profit margin	6,8%	6,8%	

- Margins up in Distributorships and Automotive Retail
- Higher margin revenue streams from parts, service and financial services grew in contribution
- CIC impacted margins in Logistics – lower margin business with higher returns
- Margins down in Car Rental, Tourism and Insurance

Operating profit contribution per division



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Income statement

Rm	H1 2012	H1 2011	% Change
Revenue	38 385	31 360	22%
Operating profit	2 621	2 126	23%
Amortisation of intangible assets	(13)	-	
Foreign exchange (losses) / gains	-	(40)	
Business acquisition costs	(53)	-	
Exceptional items and recoupments	(35)	7	
Fair value on Lereko call option	-	279	

NOTE: See Appendix 1 for further detail

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Income statement

IMPERIAL

Rm	H1 2012	H1 2011	% Change
Revenue	38 385	31 360	22%
Operating profit	2 621	2 126	23%
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Foreign exchange (losses) / gains	-	(40)	
Business acquisition costs	(53)	-	
Exceptional items and recoupments	(35)	7	
Fair value on Lereko call option	-	279	
Net financing costs	(305)	(294)	4%
Net financing costs comprise:			
• Net gain on hedges and swaps	-	(9)	
• Net interest paid	305	303	
Total	**305**	**294**	
Interest cover (times)	8.4	7.2	

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Income statement

IMPERIAL

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Fair value on Lereko call option	-	279	
Net financing costs	(305)	(294)	4%
Income from associates	(17)	19	

- Good contribution from MiX (26,5% shareholding)
- Contribution from smaller associates improved
- Loss relates mainly to Ukhamba
  - Impaired its stake in DAWN
  - Incurred an STC charge of which Imperial's share was R34m

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Income statement

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Business acquisition costs	(53)	-	
Exceptional items and recoupments	(35)	7	
Fair value on Lereko call option	-	279	
Net financing costs	(305)	(294)	4%
Income from associates	(17)	19	
Income tax expense	(664)	(555)	
Effective tax rate	30%	27%	

Tax rate above the statutory rate of 28% because of the cost of secondary tax on companies & non deductible expenses

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Income statement

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Business acquisition costs	(53)	-	
Exceptional items and recoupments	(35)	7	
Fair value on Lereko call option	-	279	
Net financing costs	(305)	(294)	4%
Income from associates	(17)	19	
Income tax expense	(664)	(555)	
Net profit for the period	1 534	1 542	0%
Attributable to Imperial shareholders	1 350	1 379	(2%)
Attributable to minorities	184	163	13%

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Significant minorities' share of earnings

IMPERIAL

	H1 F2012 vs H1 F2011
Distributorships (excl. AMH)	↓
AMH	↑
International Logistics	→
SA Logistics	↑
Other	↑
Net Minority earnings	↑

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Balance sheet

IMPERIAL

Rm	Dec 2011	Jun 2011	% change	Dec 2010
Property, plant and equipment	6 970	6 550	6%	6 357
Transport fleet	3 999	3 627	10%	3 626
Vehicles for hire	2 587	2 057	26%	2 558
Intangible assets	1 921	1 823	5%	1 741
Other non-current assets	4 580	4 226	8%	4 311
Net working capital	5 960	3 245	84%	3 510
Cash resources	2 203	3 531	(38%)	1 985
Assets	28 220	25 059	13%	24 088
Total shareholders' interest	14 954	13 016	15%	11 808
Interest bearing borrowings	8 099	7 508	8%	7 696
Other liabilities	5 167	4 535	14%	4 584
Equity and liabilities	28 220	25 059	13%	24 088

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Analysis of working capital

Rm	H1 2012	H1 2011	% change	F2011
Increase in working capital#	2 021	895	126%	298
Stock turn (times)*	5,5x	5,5x		5,3x
Net working capital turn (times)*	16,7x	19,6x		21,1x

Asset turn still good despite increase in working capital:

- Support of higher revenue in the group – Revenue up 22%
- Seasonal increase in accounts receivable and inventories
  - Debtors increased seasonally and in line with revenue growth
  - June 2011 inventory levels exceptionally low due to stock shortages in motor importation business
  - Stock situation has improved significantly to meet future demand for most products
  - Post period-end sales benefited from improved stock levels
    - Jan 2012: AMH/AAD volumes +17% vs market +5%

** Annualised*
 # Excludes fair value adjustments on cash flow hedges and acquisitions

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↑ Notes:

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Changes in total shareholders' interest

Rm	Rm
Total shareholders' interest on 30 June 2011	13 016
Attributable profit	1 534
Cash flow hedges	594
Forex translation differences	199
Dividends paid to Imperial shareholders	(507)
Dividends declared by Ukhamba on FV adjustments on Imperial shares[1]	305
Other	(187)
Total shareholders' interest at 31 December 2011	14 954

1. Ukhamba declared a dividend from fair value gains on its Imperial shares that were previously not recognised

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Ukhamba dividend

- Ukhamba has generated significant value from its investments since inception
- Shareholding:
  - Ukhamba Trust 47%
  - Ukhamba Community Development Trust 6%
  - Imperial 47%
- A portion of the value created was liquidated & paid out as a dividend to Ukhamba's shareholders in Dec 2011
  - Ukhamba Trust made a distribution of R350m to its 15 000 beneficiaries
  - Ukhamba Community Development Trust received an R50m
    - Will be used to expand community based projects
- Ukhamba continues to own an effective 10,1% interest in Imperial & 31% of DAWN

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Cash flow

Rm	Dec 2011	Dec 2010	% change
Cash generated by operations (pre working capital)	3 842	3 011	28%
Net working capital movements	(2 021)	(895)	
Cash generated by operations pre capital expenditure	1 821	2 116	(14%)
Net finance costs and tax paid	(806)	(544)	
Cash flow from operating activities (pre capex)	1 015	1 572	(35%)

Cash generated by operations was down on last year, mainly due to the increase in working capital

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Cash flow

Rm	Dec 2011	Dec 2010	% change
Cash flow from operating activities (pre capex)	1 015	1 572	(35%)
Proceeds from sale of Imperial Bank	-	477	
Net acquisition of subs and businesses	(77)	(930)	

During the period under review:
- 74.9% of Dettmar Buik Reederei
- 70% of Datadot
- 60% of IJ Snyman Transport
- 80% of Kings Transport
- 60% of Synchronised Logistics Solutions
- 20% of Accordian (TATA) – now own 60%

2 January 2012:
- 100% of Lehnkering
  - One of Europe's leading full-service specialist logistics companies
  - Enterprise value of €270m
  - Funded from new Euro denominated banking facilities with a term of 5 years at a pre-tax interest rate of approximately 3,8%

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↑ Notes:

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Cash flow

Rm	Dec 2011	Dec 2010	% change
Cash flow from operating activities (pre capex)	1 015	1 572	(35%)
Proceeds from sale of Imperial Bank	-	477	
Net acquisition of subs and businesses	(77)	(930)	
Capital expenditure	(1 846)	(1 242)	49%
Expansion	(1 017)	(549)	85%
Replacement	(829)	(693)	20%

- **Expansion capex:**
  - Funding future growth
  - Expansion of fleet & infrastructure in Logistics
  - Growth in the Car Rental fleet to meet higher demand
- **Replacement capex:**
  - Logistics and car rental fleet
- **H2 F2012 capex expected to reduce as majority of capex incurred in H1**

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Cash flow

Rm	Dec 2011	Dec 2010	% change
Cash flow from operating activities (pre capex)	1 015	1 572	(35%)
Proceeds from sale of Imperial Bank	-	477	
Net acquisition of subs and businesses	(77)	(930)	
Capital expenditure	(1 846)	(1 242)	
Net movement in associates and JVs	350	50	
Net movement in equities, loans and other	(173)	(195)	
Cash flows from financing activities[1]	(668)	(916)	
Increase in net debt	(1 399)	(1 184)	
Free cash flow – total operations	186	879	(79%)
Free cash conversion ratio	13%	64%	

1. Financing activities includes dividends paid of R620m

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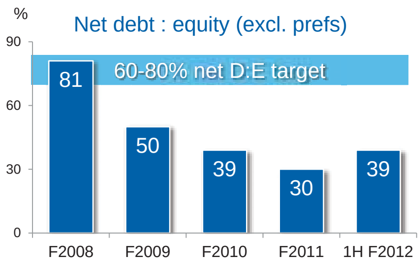
Gearing

NOTE: Further breakdown in appendix 1



- Strong balance sheet
  - Capacity for further acquisitions and organic growth
  - Group has R7.0bn unutilised funding facilities (excludes asset-based finance facilities)

- Excludes R441m of perpetual preference shares
- Net D:E after Lehnkering acquisition = 59%
- Short term debt as % of gross debt = 18%
- 48% of Group's debt subject to fixed interest rates
- Moody's Ratings:
  - Domestic short term credit rating P-1.za
  - Domestic long term credit rating A2.za
  - International scale rating Baa3
  - Imperial Capital domestic ratings P-1.za and A1.za

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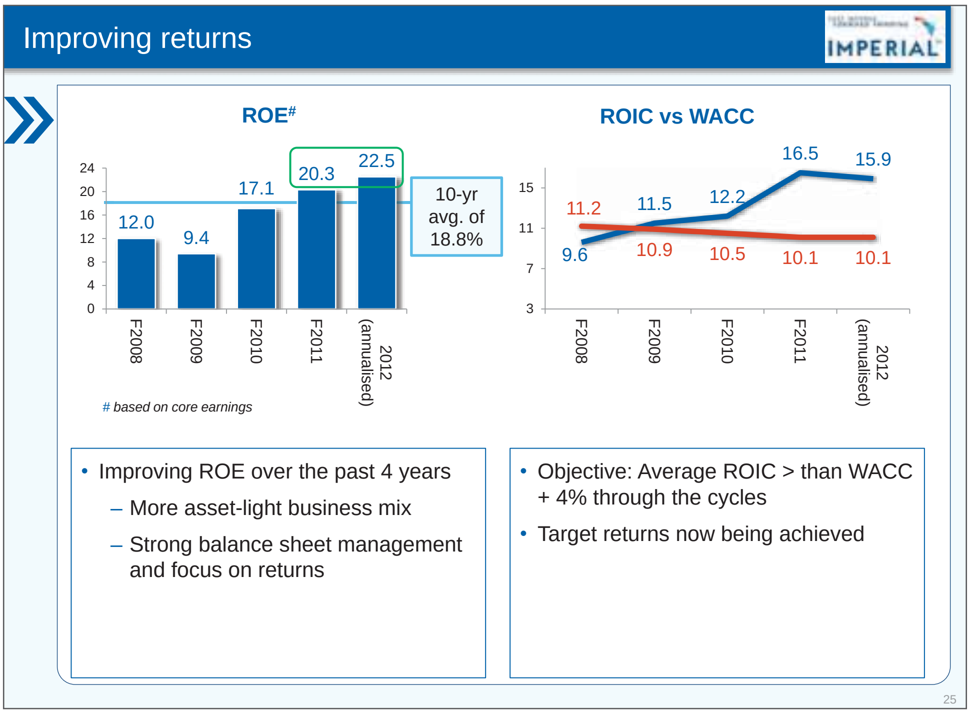
Improving returns
IMPERIAL
ROE#
24
20
16
12
8
4
0
12.0
9.4
17.1
20.3
22.5
10-yr avg. of 18.8%
F2008
F2009
F2010
F2011
2012 (annualised)
based on core earnings
ROIC vs WACC
15
11
7
3
9.6
11.5
12.2
16.5
15.9
11.2
10.9
10.5
10.1
10.1
F2008
F2009
F2010
F2011
2012 (annualised)
• Improving ROE over the past 4 years
– More asset-light business mix
– Strong balance sheet management and focus on returns
• Objective: Average ROIC > than WACC + 4% through the cycles
• Target returns now being achieved
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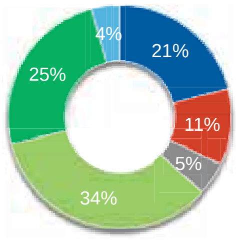
Divisional performance
IMPERIAL

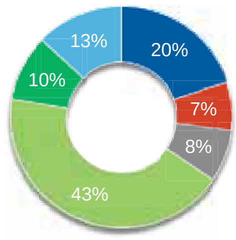
Divisional statistics

Revenue

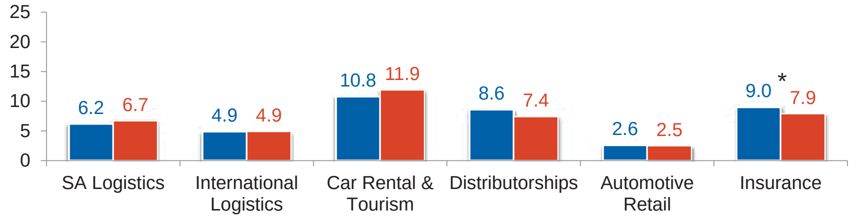


SA logistics
International Logistics
Car Rental and Tourism
Distributorships
Automotive Retail
Financial Services

Operating Profit



Operating Margin



* Underwriting margin

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Southern Africa logistics

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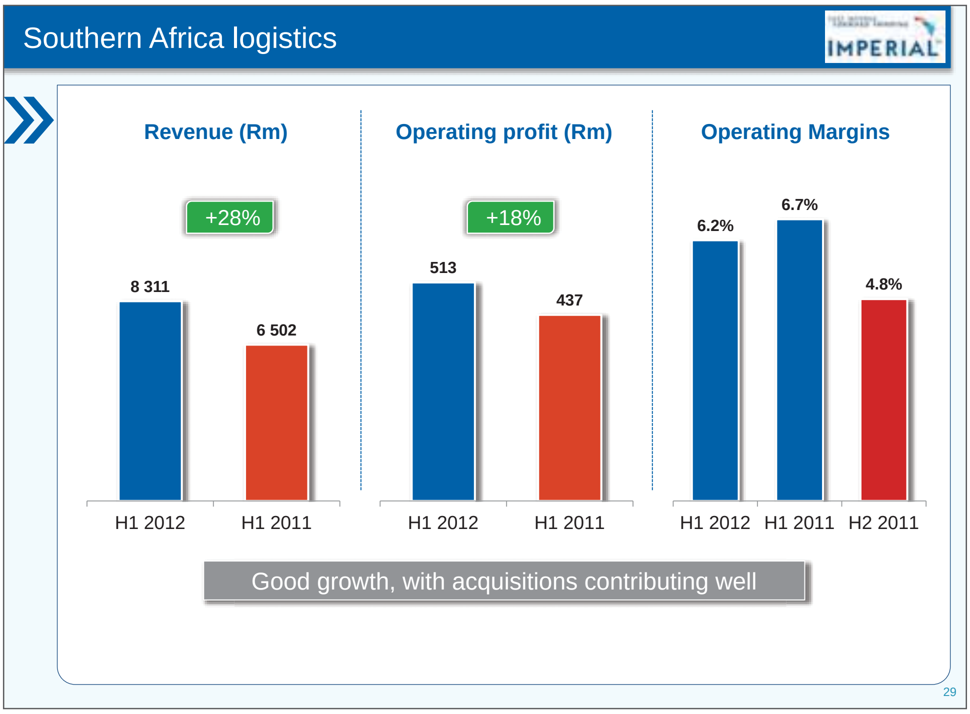

Southern Africa logistics
IMPERIAL
Revenue (Rm)
+28%
8 311
6 502
H1 2012
H1 2011
Operating profit (Rm)
+18%
513
437
H1 2012
H1 2011
Operating Margins
6.2%
6.7%
4.8%
H1 2012
H1 2011
H2 2011
Good growth, with acquisitions contributing well
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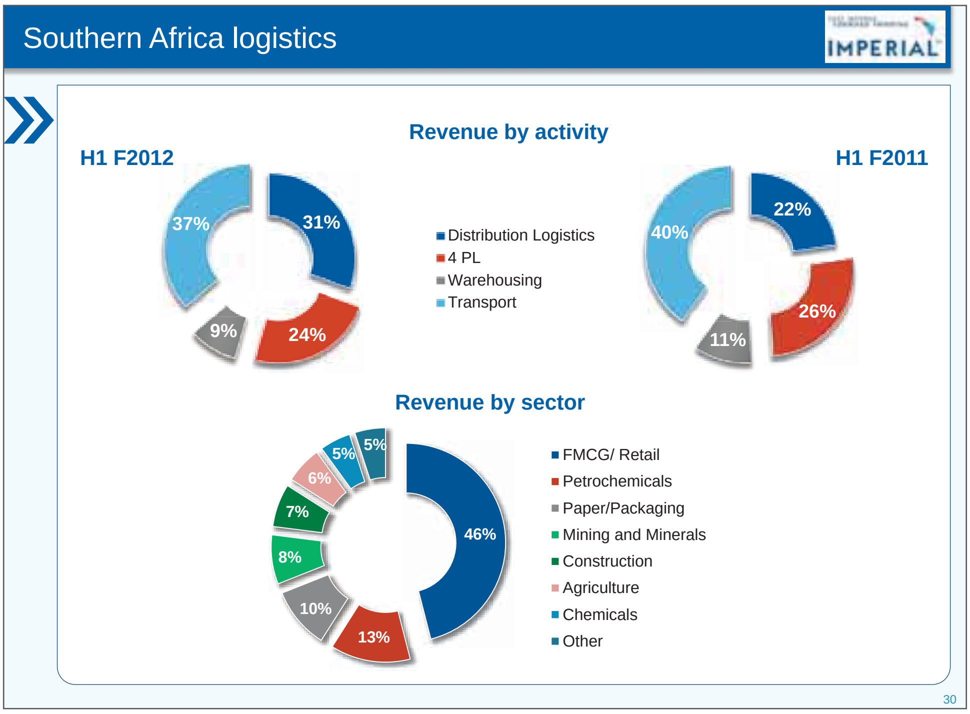

Southern Africa logistics
IMPERIAL
Revenue by activity
H1 F2012
37%
31%
9%
24%
Distribution Logistics
4 PL
Warehousing
Transport
H1 F2011
40%
22%
11%
26%
Revenue by sector
46%
13%
10%
8%
7%
6%
5%
5%
FMCG/ Retail
Petrochemicals
Paper/Packaging
Mining and Minerals
Construction
Agriculture
Chemicals
Other
30

Southern Africa logistics

- Significant improvement from H2 F2011
  - Cold Chain operation stabilised
- Operating margin impacted by:
  - Various strikes at customers in July
  - CIC included for a full six months
- Transport and warehousing
  - Good performance despite inconsistent volumes and route imbalances
- Specialised Freight
  - Performed well
  - Good volume growth in fuel & gas as well as food and chemicals
- Consumer Logistics
  - Challenging environment
  - Volume throughput from manufacturing segment significantly lower
- Integration Services
  - Good performance
  - Offer integrated outsourced supply chain solutions
    - Strengthen client relationships and offers compelling value proposition
- Africa
  - CIC is performing well; Namibian transport operation under pressure
  - Expansion remains a key strategic imperative

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Southern Africa logistics

Prospects

- Year on year growth will benefit partly from low base in H2 F2011
- Current transport volumes are under pressure
- Trend to outsourcing
  - 60-70% of all transport in SA still performed in-house
- Leading private sector transport and warehousing operation
  - Economies of scale
  - Given infrastructure and network, well positioned to capitalise on growth opportunities
- Exposed to diverse industries, markets, countries and clients - offers resilience

Strategic objectives

- Expansion into Africa is a priority; will continue gaining momentum
- Grow revenue – both organic and acquisitive
  - New business gains from existing clients
  - New contract gains (trend to outsourcing)
- Capitalise on integration services capability
  - Acquisition of 60% of Synchronised Logistics Solutions strengthens our position in the automotive logistics industry

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International logistics

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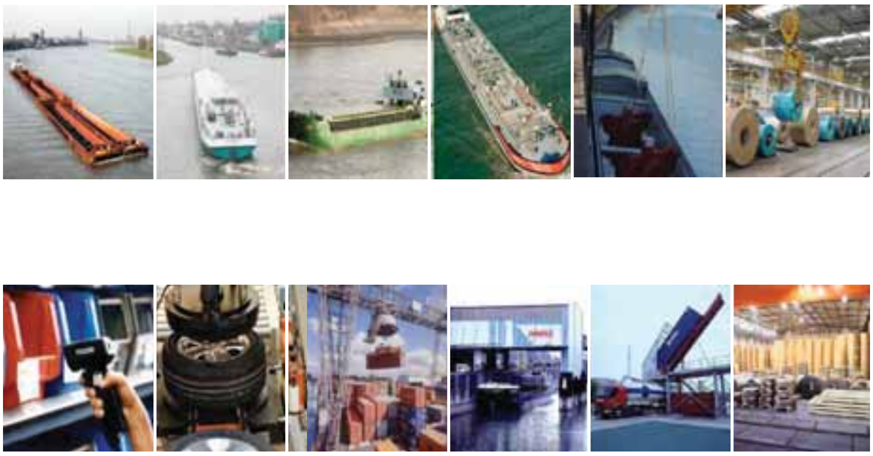

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International logistics (EURO)

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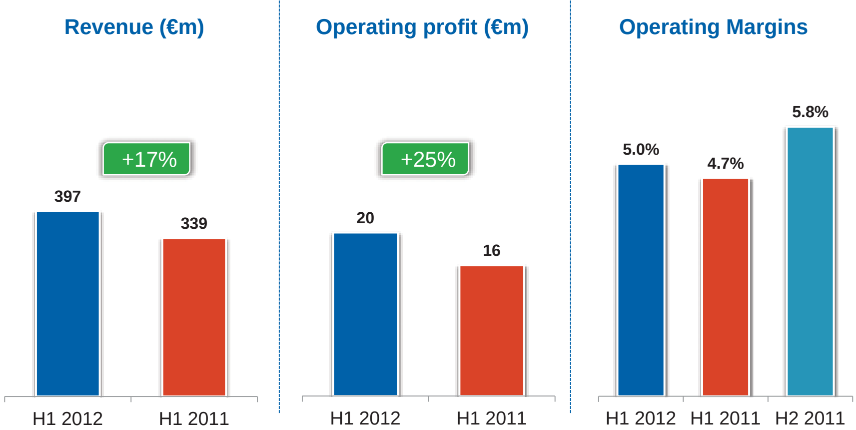

Results exceeded expectations

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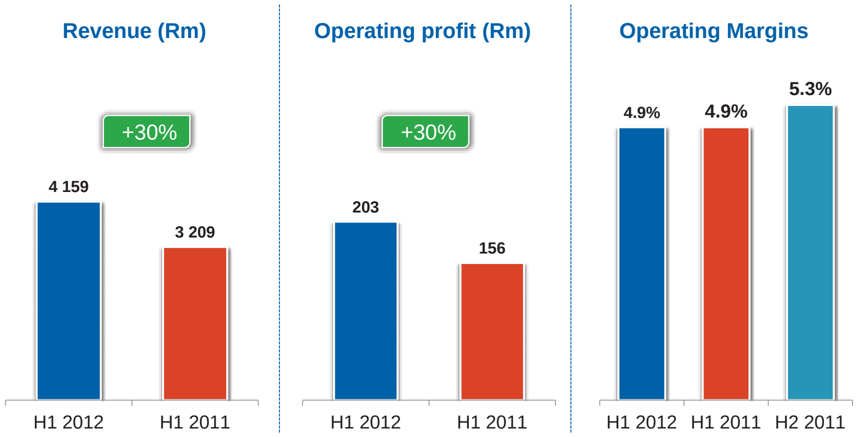
International logistics (ZAR)



Exchange rate benefit

R/€ exchange rates: H1 F2012 average: R10.78 vs H1 F2011 average: R9.06

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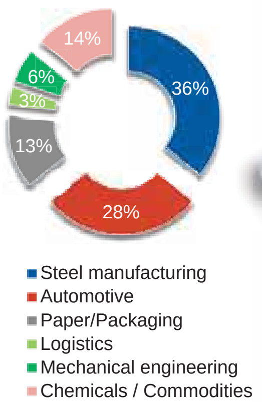
International logistics

Revenue by sector



Pre Lehnkering

Neska Operations

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International logistics

- German economy performed solidly – especially in sectors where we operate
- Revenue growth experienced across all major businesses
- New contracts gained and low water levels contributed positively to revenue
- Imperial Reederei
  - Benefited from strong volumes, especially in chartering unit and dry and liquid bulk goods
- Panopa
  - Performed well
  - New business gains and momentum in the automotive and steel industries contributed
- Neska
  - Benefited from increased volumes at bulk and paper terminals
  - Container volumes less buoyant
  - Rates still subdued

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International logistics

Prospects

- Lehnkering will make a positive impact
- Despite debt crisis in Europe, German economy appears to be steady
  - Conditions in sectors and industries in which we operate are still good
  - Initial signs of a slowdown in the steel industry

Strategic objectives

- Maximise position in current niches & segments
- Take advantage of trend to outsourcing
- Pursue bolt-on acquisitions in areas we currently operate
  - Mainly through consolidation & diversification
- Follow our customer base into other geographies, eg Eastern Europe, South America

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Lehnkering acquisition

LEHNKERING
Logistics & Services

2 700 employees

Shipping Logistics & Services

Road Logistics & Services

Distribution Logistics & Services

Chemical Manufacturing Services

2010 Revenue: €506m	2010 EBITDA: €44m	Enterprise value: €270m	EV/EBITDA multiple: 6.1x	ROIC (incl. goodwill): 7.3%
Materially earnings enhancing acquisition; meets internal acquisition criteria				
Adds appr. €10m annualised after tax profit				

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Rationale for Lehnkering acquisition

- Expansion in inland waterway shipping
  - Inland waterway fleet to grow by 140 vessels – especially in liquid cargo shipping
- Leadership in hazardous goods warehousing
  - Distribution network of 18 warehouses for chemicals
- Diversification of product portfolio
  - Gas tanker fleet of 16 owned vessels
  - Distribution network for chemical products
- Broadening customer base
  - Strong footprint in the chemical industry
- Combination of logistics services with value added services
  - Outsourcing manufacturer for agro and fine chemicals (Synthesis, formulation and packaging)

Car rental and Tourism

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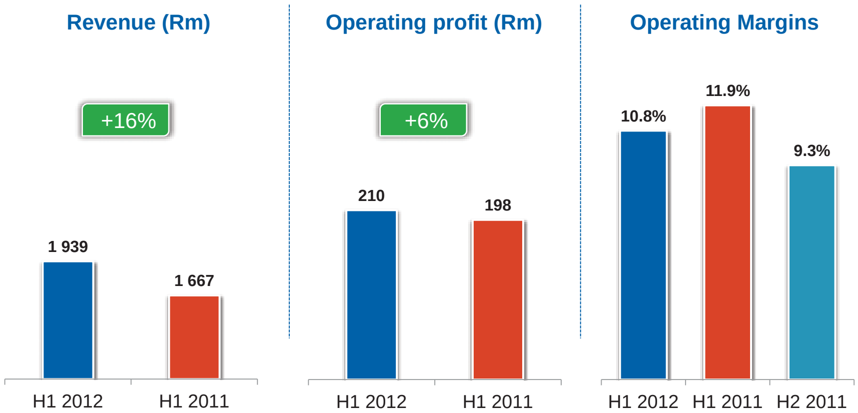
Car Rental and Tourism



Difficult trading conditions but satisfactory result

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Car Rental and Tourism

- Prior year boosted by 2010 FIFA World Cup
- Car Rental revenue days up 11%
  - Utilisation good at 70%
  - Revenue per day up 1%
- Average fleet size up 11% - higher rental days
- Sales volumes & margins at Auto Pedigree significantly lower
- Fleet size has been normalised but actively managing used vehicle stocks
- Panel business did not perform well
- The global recession continues to affect touring operations
- Edusport and Grosvenor Tours performed well

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Car Rental and Tourism

Prospects

- Car rental industry will continue to be fiercely competitive
- Lower volumes in international and local leisure segments persist
- New vehicle price increases could relieve pressure on used car sales
- Challenging conditions are expected to continue in Tourism

Strategic objectives

- Continue to build on the global Europcar brand
- Improve return on invested capital
- Maximise positioning in commercial vehicle rental
- Grow unit sales and market share in Auto Pedigree's specific target market
- Improve contribution from panelshops to divisional results
- Grow coach transport into more diverse markets

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Distributorships

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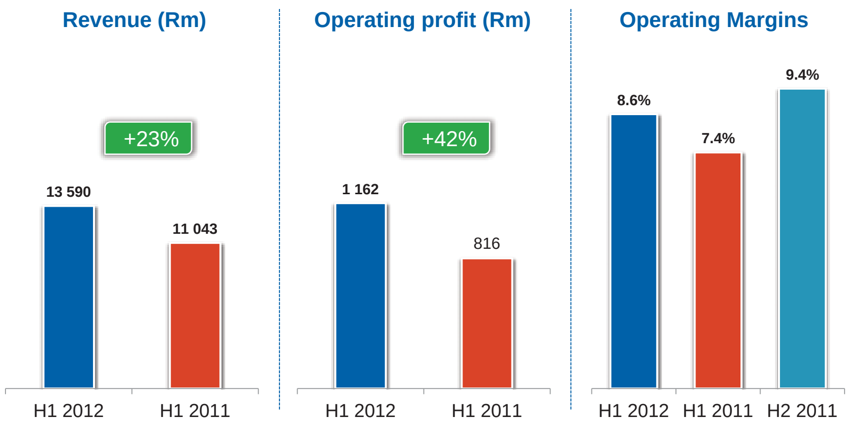
Distributorships



Strong growth continues

Distributorships

- New vehicle sales in SA improved by 13% vs market growth of 16%
  - Despite initial stock shortages
- Inventory levels and mix representative of exciting new product ranges
- After sales parts and service becoming much more significant
- Midas and engine parts businesses slightly up
- Goscor well up; traded ahead of expectations
  - Crown and Doosan increased their market share whilst maintaining a strong order book
- E-Z-GO is performing in line with expectations
- NAC performed better than the prior period with aircraft sales activity improving

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↑ Notes:

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Distributorships

Prospects

- Slowing rate of growth expected for new vehicle sales
- Largely offset by
  - Strong positioning of our products
  - Significantly improved product supply
  - Benefits flowing from parts and service revenue streams as car parc grows strongly
- Medium to longer term potential headwinds: High consumer debt levels, possible interest rate hikes and any prolonged currency weakness
- Autoparts resilient through the cycles
  - Will benefit from growing car parc
- Goscor expected to continue its good performance

Strategic objectives

- Increase market share in the SA vehicle market
- Grow annuity-type income from parts, service & after-sales activity
- Expand product range in auto parts & industrial distribution businesses
- Add more industrial brands to current distribution network
- Identify acquisition opportunities in new areas of distribution and services related to existing activities

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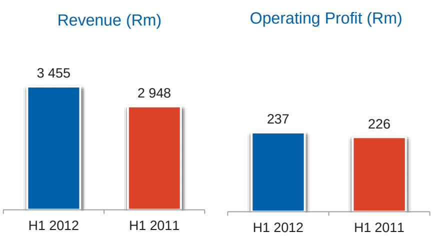
Automotive parts and industrial products

- The group pursued a strategy to add aftermarket vehicle parts, components, industrial equipment and new areas of distribution to its portfolio
- Recent acquisitions of Midas, Turbo Exchange, Goscor, E-Z-GO, Datadot and Segway are part of this strategy
- In total, across the group, such businesses contributed R 3,5 billion of turnover and R 237 million operating profit for the period (9% of group operating profit)
- We continue to pursue opportunities in these segments due to their asset-light nature and good returns on capital



Includes: Jurgens, Beekmans, Midas, Alert, Turbo Exchange, Engine Parts, Goscor, E-Z-GO, Graffiti, NAC, DataDot, Segway

49

Notes:

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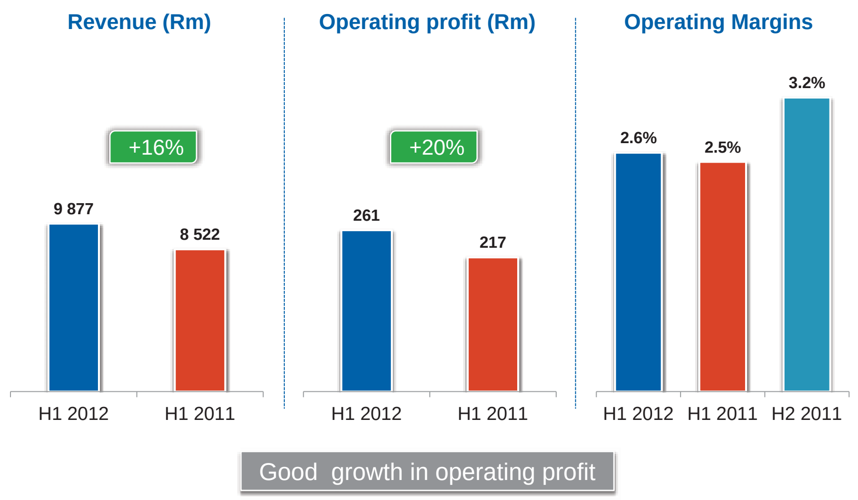
Automotive Retail

50

Automotive Retail



51

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Automotive Retail

- New passenger car sales rose 21%, ahead of 16% market growth
- Notable shift in mix to entry level vehicles
  - Impacted margins to some extent
- Used car market flat due to price pressure from well priced new vehicles
- Encouraging growth in parts and service revenue
- Commercial vehicle market experienced strong growth, unit sales up 16%
- UK business performed ahead of expectations despite depressed market
- Good growth in Beekman Canopies and Jurgens

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Automotive Retail

IMPERIAL

Prospects

- Rate of growth in new vehicle market likely to moderate
- Streamlined network of dealerships & well-balanced portfolio
- Well positioned to take advantage of any growth opportunities presented
- Growing annuity-type income will compensate to some extent

Strategic objectives

- Target best in industry ROIC & operating margins
- Focus on organic growth & optimising synergies between vehicle sales, related financial services and parts and service
- Increase parts & accessory sales in Jurgens
- Beekman to improve distribution model

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↑ Notes:

↓ Notes:

Financial Services

IMPERIAL

FAST MOVING FORWARD THINKING
IMPERIAL FLEET MANAGEMENT
A division of WesBank

CEDAR EMPLOYEE BENEFITS

SA WARRANTIES
"We Do Things Differently"

ariva
all inclusive motoring - guaranteed

LIQUIDCAPITAL
Your trusted financial services partner

MiX TELEMATICS
Matrix

REGENT
YOUR COVER OF CHOICE

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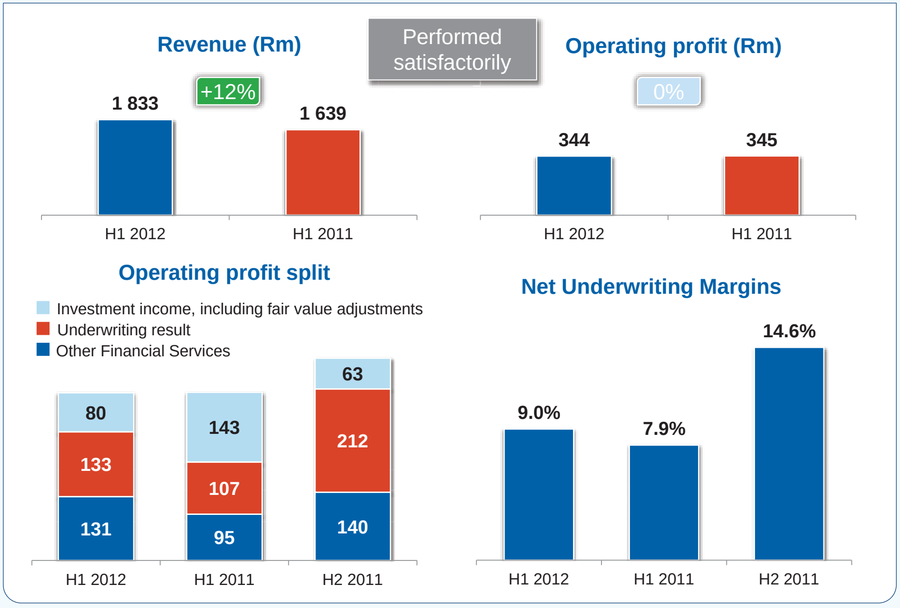
Financial Services



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↑ Notes:

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Financial Services

- Life insurance premiums up 16%, short-term premium income up 7%
- Underwriting improved by 24%; strong performance from life assurance unit
- Short term underwriting conditions have become more difficult
- Investment returns were down - lower interest rates & limited equity markets exposure
- LiquidCapital focuses on value added products including:
  - Vehicle maintenance and service plans
  - Roadside assistance
  - Insurance sales through a variety of channels
- LiquidCapital performed well
  - Benefited from exposure to growing entry level segment of the market where Distributorships are well positioned

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Financial Services

Prospects

- Whilst underwriting conditions are unpredictable, earnings in Financial Services should be robust in H2
- Investment portfolio continues to be conservatively managed
- Maintenance & service plans written during the strong new vehicle market provide valuable annuity underpin to future earnings

Strategic objectives

- Regent will focus on growing revenues & expanding its distribution channels
- LiquidCapital will continue to develop new products & partnerships to create new sources of growth
- Increase market share by providing affordable financial products & services
- Find alternative finance for entry-level car buyers to grow the vehicle market

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↑ Notes:

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I-Pledge

- Carnage on SA roads
  - 14 000 fatalities per annum
  - R60 billion annual cost to the economy
- Major road user with core business focused on roads
  - Perfectly positioned to drive a road safety campaign
  - Essence of the campaign - raise the awareness that safer, friendlier roads start with every one of us. Pledge at www.ipledge.co.za
  - Launched publicly in November 2011 – over 32 000 individuals have taken the pledge
  - Has already made a meaningful impact
    - Valuable partnerships formed, including the Department of Transport

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↑ Notes:

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Strategic intentions

- Emphasis on businesses which generate higher returns and have annuity income streams
- In pursuit of this strategy, the majority of expansion capital will be applied to:
  - Expanding logistics business into Africa
  - Growing European & southern African logistics businesses
  - Acquisition and organic expansion of industrial and automotive distribution businesses
  - Grow motor-related financial services offering
- Expansion will be through acquisition, partnerships & grassroots development
  - Depending on skills requirement
- Growth into Africa to be driven by selective acquisitions & following our customer base into the continent

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Current footprint and potential future markets

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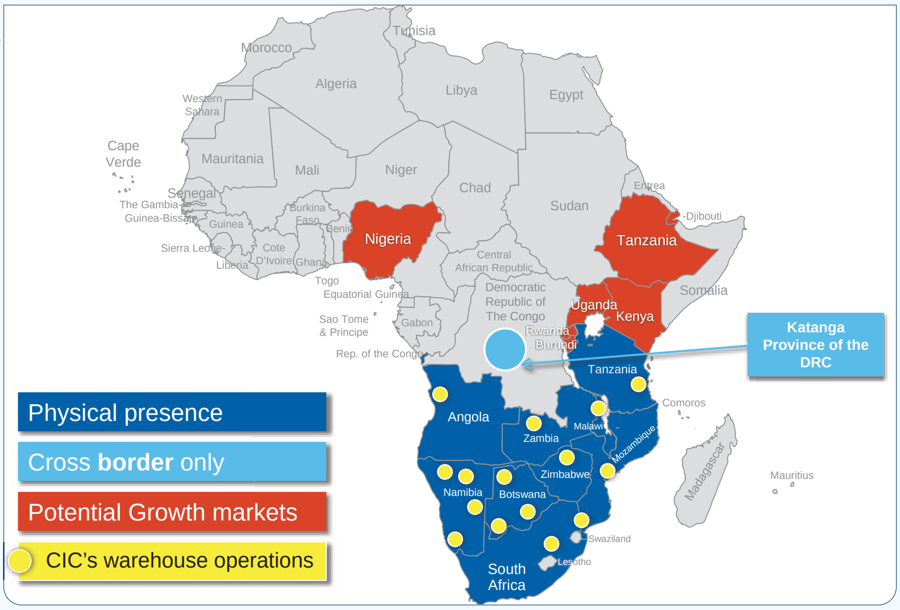

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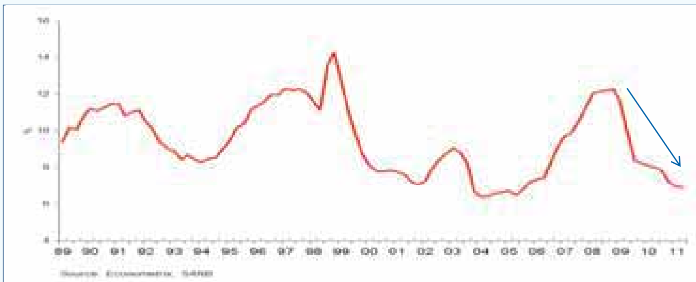
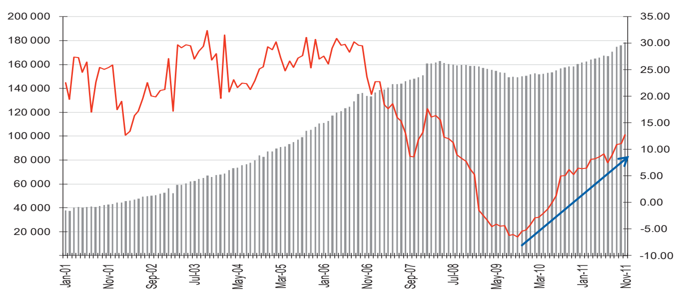
Improvement in household finances and credit extension- a vital ingredient for car sales

IMPERIAL



Interest on household debt as % of personal disposable income



Source: CITI Bank

Retail credit excl. mortgages

- Retail credit growth still strong
- Credit approval rates in dealer network have improved

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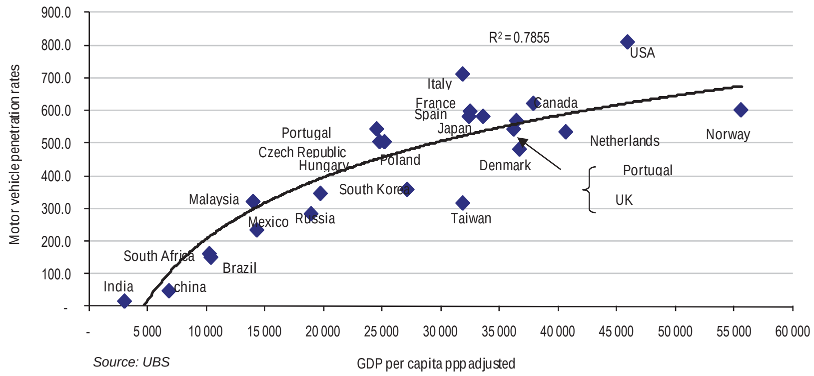
Vehicle Penetration in SA



Source: UBS

- SA's PPP-adjusted GDP per capita of appr. $10 000 supports accelerating vehicle demand in future
- Vehicle penetration, at 150 vehicles per 1 000, shows substantial potential for growth
- The S-Curve begins at per capita income levels of $8 000 and approaches saturation point at $50 000 - $60 000

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Prospects

- Positioned to continue performing well in most markets
  - Increasing contribution from annuity-type income
  - Strong positioning of brands
- Rate of growth in vehicle sales likely to slow down
- Economic environment will continue to be challenging in some areas
- Balance sheet is strong
  - Can take advantage of attractive acquisition opportunities
  - Expansion strategy progressing, particularly in Africa
- Lehnkering will make a meaningful contribution
- Strong performance should continue into the second half

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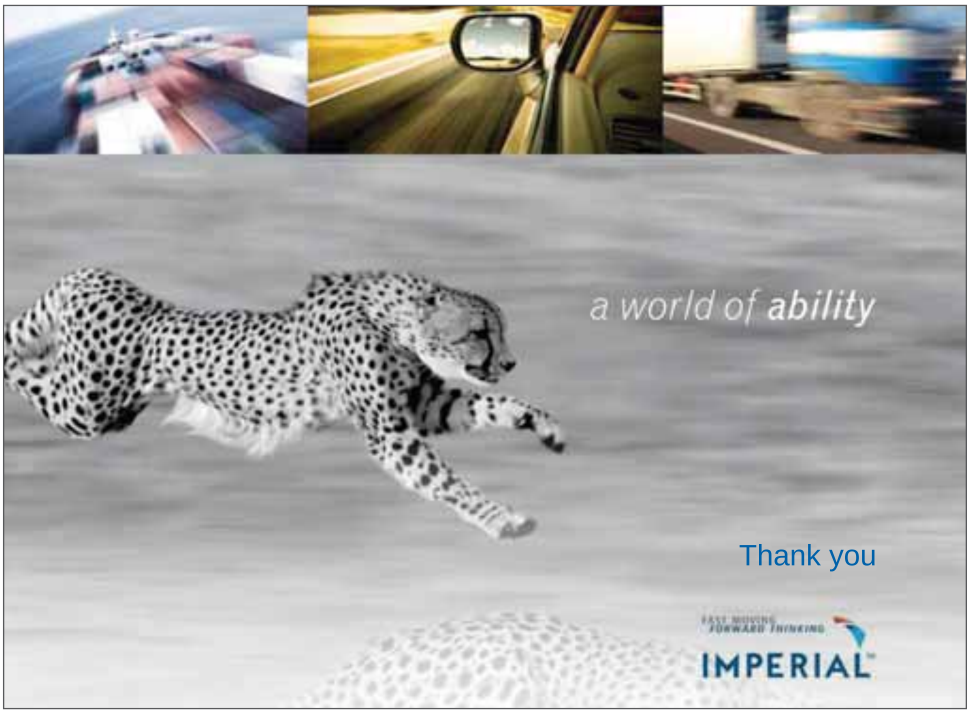
a world of ability
Thank you
FAST MOVING FORWARD THINKING
IMPERIAL

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Appendix 1
Further financial disclosure
FAST MOVING FORWARD THINKING
IMPERIAL

Income statement

Rm	H1 2012	H1 2011	% Change
Revenue	38 385	31 360	22%
Operating profit	2 621	2 126	23%
Amortisation of intangible assets	(13)	-	

Relates largely to the CIC acquisition- portion of the purchase price relating to Intangible Assets amortised in terms of IAS 38 – Intangible Assets

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↑ Notes:

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Income statement

Rm	H1 2012	H1 2011	% Change
Revenue	38 385	31 360	22%
Operating profit	2 621	2 126	23%
Amortisation of intangible assets	(13)	-	
Foreign exchange (losses) / gains	-	(40)	

Relates to translation differences on certain balance sheet items – Rand was weaker than the prior year so prior losses have been reversed

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Income statement

Rm	H1 2012	H1 2011	% Change
Revenue	38 385	31 360	22%
Operating profit	2 621	2 126	23%
Amortisation of intangible assets	(13)	-	
Foreign exchange (losses) / gains	-	(40)	
Business acquisition costs	(53)	-	

Relates mainly to acquisition costs on the Lehnkering transaction which was effective 2 January 2012

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Income statement

Rm	H1 2012	H1 2011	% Change
Revenue	38 385	31 360	22%
Operating profit	2 621	2 126	23%
Amortisation of intangible assets	(13)	-	
Foreign exchange (losses) / gains	-	(40)	
Business acquisition costs	(53)	-	
Exceptional items and recoupments	(35)	7	
Comprises:			
Impairment of goodwill	(31)	(18)	
Net profit on disposal of subs, associates and joint ventures	8	(1)	
Fair value adjustments on Aviation disposal assets	26	-	
Recoupments from sale of properties, net of impairment	(38)	26	
Total	**(35)**	**7**	

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Income statement

Rm	H1 2012	H1 2011	% Change
Revenue	38 385	31 360	22%
Operating profit	2 621	2 126	23%
Amortisation of intangible assets	(13)	-	
Foreign exchange (losses) / gains	-	(40)	
Business acquisition costs	(53)	-	
Exceptional items and recoupments	(35)	7	
Fair value on Lereko call option	-	279	

- The prior year includes the fair value adjustment on the Lereko call option
- No further fair value adjustments on the Lereko transaction required as the third party funding has been settled

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↑ Notes:

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Income statement

Rm	H1 2012	H1 2011	% Change
Revenue	38 385	31 360	22%
Operating profit	2 621	2 126	23%
Amortisation of intangible assets	(13)	-	
Foreign exchange (losses) / gains	-	(40)	
Business acquisition costs	(53)	-	
Exceptional items and recoupments	(35)	7	
Fair value on Lereko call option	-	279	
Net financing costs	(305)	(294)	4%
Income from associates	(17)	19	

- Loss relates mainly to Ukhamba, which impaired its stake in DAWN and incurred an STC charge on a dividend declared of which Imperial's share was R34m
- Good contribution from MiX (26,5% shareholding)
- Contribution from smaller associates improved

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Income statement

IMPERIAL

Rm	H1 2012	H1 2011	% Change
Revenue	38 385	31 360	22%
Operating profit	2 621	2 126	23%
Amortisation of intangible assets	(13)	-	
Foreign exchange (losses) / gains	-	(40)	
Business acquisition costs	(53)	-	
Exceptional items and recoupments	(35)	7	
Fair value on Lereko call option	-	279	
Net financing costs	(305)	(294)	4%
Income from associates	(17)	19	
Income tax expense	(664)	555	
Net profit for the period	1 534	1 542	0%

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Balance sheet

IMPERIAL

Rm	Dec 2011	Jun 2011	% change	Dec 2010
Property, plant and equipment	6 970	6 550	6%	6 357
Transport fleet	3 999	3 627	10%	3 626
Vehicles for hire	2 587	2 057	26%	2 558

- Increase in PPE and Transport Fleet
  - Replacement and expansion of fleet in Logistics
  - Acquisitions also contributed to the growth
- Vehicles for hire increased due to
  - Higher rental days (11%)
  - Fleet in first half is seasonally higher than the second
  - Vehicles for hire were in line with the corresponding period

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Balance sheet

Rm	Dec 2011	Jun 2011	% change	Dec 2010
Property, plant and equipment	6 970	6 550	6%	6 357
Transport fleet	3 999	3 627	10%	3 626
Vehicles for hire	2 587	2 057	26%	2 558
Intangible assets [1]	1 921	1 823	5%	1 741
Other non-current assets[2]	4 580	4 226	8%	4 311

1. Intangibles increased due to acquisitions during the year
2. Other non-current assets includes investments and loans of R2 604m and investment in associates and JV's of R759m. Regent's investment portfolio was conservatively managed with low equity exposure

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↑ Notes:

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Balance sheet

Rm	Dec 2011	Jun 2011	% change	Dec 2010
Property, plant and equipment	6 970	6 550	6%	6 357
Transport fleet	3 999	3 627	10%	3 626
Vehicles for hire	2 587	2 057	26%	2 558
Intangible assets	1 921	1 823	5%	1 741
Other non-current assets	4 580	4 226	8%	4 311
Net working capital[1]	5 960	3 245	84%	3 510
Cash resources[2]	2 203	3 531	(38%)	1 985

1. Increase in net working capital due to:
   - Seasonal increase in accounts receivable and inventories
   - In support of higher revenue in the group – up 22%
   - June 2011 inventory levels were exceptionally low due to stock shortages in our motor importation business
   - Stock situation has improved significantly to meet demand for most products
2. Cash decreased mainly due to the increased working capital, increased capex and the prior period included proceeds from the sale of Imperial Bank

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Interest bearing debt

IMPERIAL

Rm	Dec 2011	Jun 2011	% change
Corporate bonds	6 637	6 477	
Overdrafts and overnight funding	145	27	
Other[1]	1 317	1 004	
Gross debt[2]	8 099	7 508	8%
Cash resources	(2 203)	(3 531)	
Net debt	5 896	3 977	48%

1. Secured and unsecured loans, floor plans, capitalised finance leases, installment sale agreements and loans from minorities
2. Excludes R441m of perpetual preference shares

- 48% of the Group's debt is subject to fixed interest rates

The group has R7.0bn unutilised funding facilities (excludes asset based finance facilities)

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↑ Notes:

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Gearing

IMPERIAL

Net debt to equity (%)	Dec 2011	Jun 2011	Dec 2010
Target range	60 – 80	60 – 80	60 – 80
Net debt/equity ratio (excl prefs)	39	31	48
Short term debt as a % of gross debt	18	16	13

- Moody's Ratings:
  - Domestic short term credit rating P-1.za
  - Domestic long term credit rating A2.za
  - International scale rating Baa3
  - Imperial Capital domestic ratings P-1.za and A1.za

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- Certain statements in this presentation may be defined as forward looking statements within the meaning of the United States Securities legislation.
- Forward-looking statements involve known and unknown risks, uncertainties and other important factors that could cause the actual results, performance or achievements of the company to be materially different from the future results, performance or achievements expressed or implied by such forward-looking statements. These forward-looking statements may be identified by words such as ‘expect’, ‘believe’, ‘anticipate’, ‘plan’, ‘estimate’, ‘intend’, ‘project’, ‘target’, ‘predict’, ‘outlook’ and words of similar meaning.
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The results announcement is available on the Imperial website: **www.imperial.co.za**

Imperial Holdings Limited
Registration number: 1946/021048/06
Ordinary share code: IPL ISIN: ZAE000067211
Preference share code: IPLP ISIN:ZAE000088076

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TS Gcabashe (Chairman), SL Botha, T Dingaan, S Engelbrecht, P Langeni, MJ Leeming, MV Moosa, RJA Sparks, A Tugendhaft (Deputy chairman), Y Waja

Executive directors:
HR Brody (Chief Executive), OS Arbee, MP de Canha, RL Hiemstra, AH Mahomed, GW Riemann (German), M Swanepoel

Other executive committee members:
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Company Secretary:
RA Venter

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