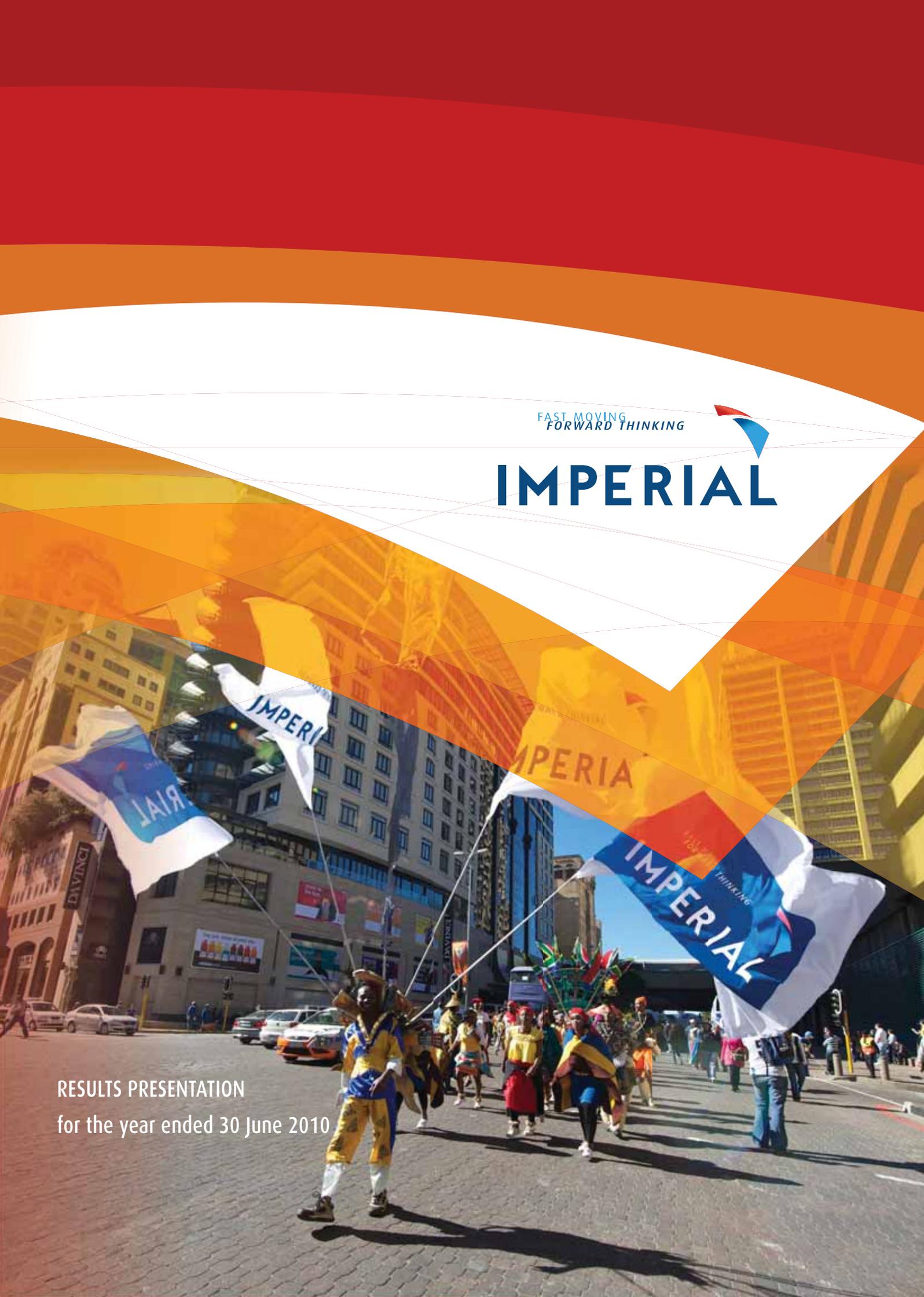


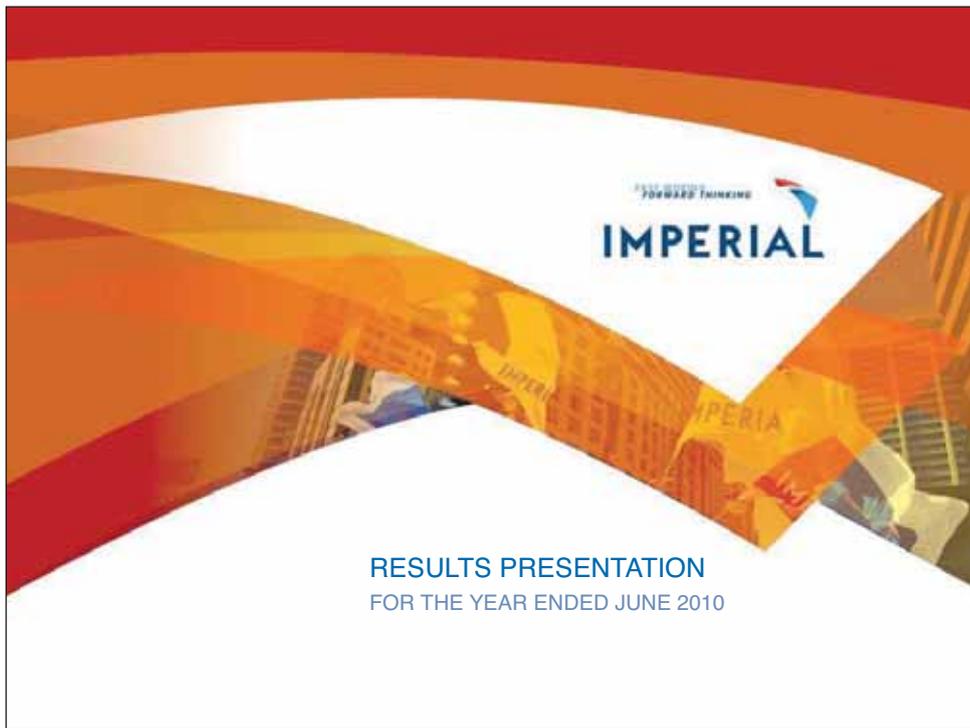
FAST MOVING
FORWARD THINKING



IMPERIAL

RESULTS PRESENTATION
for the year ended 30 June 2010





Notes

Highlights

- Operating profit 34% up, interest 35% down, HEPS 40% up
- Outstanding results in all divisions despite difficult economic conditions
- Focus was on marketing, branding and product positioning
- The combined motor divisions 90% up at operating level
- SA logistics grew operating profit in a very tough market
- Impressive recovery in European logistics – operating profit 20% up in € terms
- Strong real growth in Car Rental and Tourism buoyed by the FIFA World Cup
- Significant improvement in our insurance operations on higher investment and underwriting income
- Overall operating margin up to 6,2% from 4,7%
- Net debt/equity (excluding prefs) down to 39%

3

IMPERIAL HOLDINGS LIMITED | Audited Preliminary Results for the year ended 30 June 2010

Notes

Highlights*

-  **40%** HEPS 976 cents
-  **102%** EPS 1 015 cents
-  **2%** Revenue R53 438m
-  **34%** Operating profit R3 288m (operating margin 6,2%)
-  **25%** Cash flow from operating activities (pre capex) R3 020m

Final dividend of 200 cents per share (2009: 120 cents)

Full year dividends 350 cents per share (2009: 200 cents)

* Relates to continuing operations

4

IMPERIAL HOLDINGS LIMITED | Audited Preliminary Results for the year ended 30 June 2010

Notes

Imperial has an excellent portfolio of businesses

- SA Logistics is large, diverse, innovative and is world class in terms of service and reliability
- Imperial Logistics International occupies crucial industrial choke points in Europe's strongest economy
- Car Rental and Tourism businesses gives excellent returns and enhances our value chain
- Our vehicle retail and distribution businesses gained meaningful market share and through structure and efficiency, achieves excellent margins and returns on invested capital
- The Regent group delivers excellent returns and has the potential to improve further
- Our businesses convert their profits to cash
- The portfolio has a balanced exposure to consumers, businesses and the public sector

5

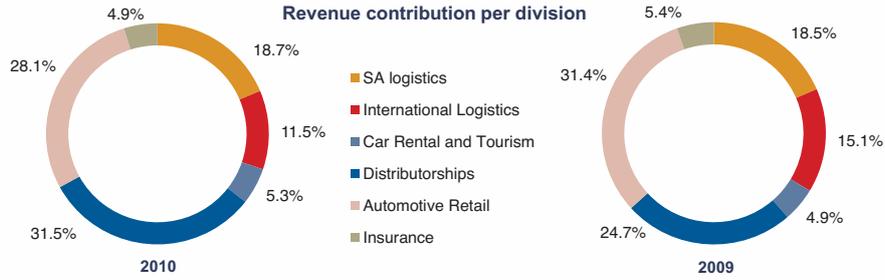
IMPERIAL HOLDINGS LIMITED | Audited Preliminary Results for the year ended 30 June 2010

Notes

Income statement*

Rm	2010	2009	% change
Revenue	53 438	52 219	2%

- Distributorships revenue was 33% higher due to marked increased unit sales
- Revenue 7% lower in International Logistics under challenging trading conditions
- Automotive Retail's revenue was 7% lower due to a decline in commercial unit sales and network streamlining



* Relates to continuing operations

6

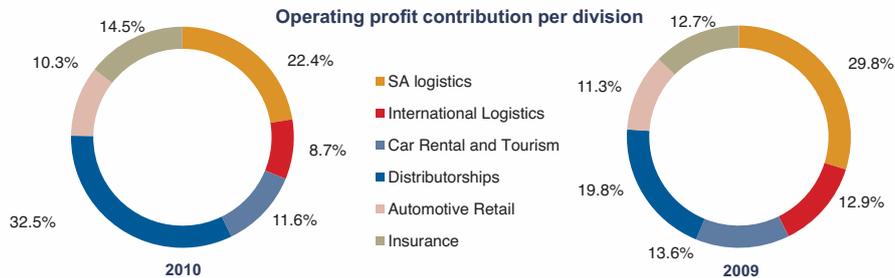
IMPERIAL HOLDINGS LIMITED | Audited Profitability Results for the year ended 30 June 2010

Notes

Income statement

Rm	2010	2009	% change
Revenue	53 438	52 219	2%
Operating profit	3 288	2 453	34%
Operating profit margin	6,2%	4,7%	

- Margin improvement across all our divisions in a market which has not fully recovered
- Management concentrated on operational efficiencies and our cost base in our motor divisions was cut to appropriate levels for the current market



7

IMPERIAL HOLDINGS LIMITED | Audited Profitability Results for the year ended 30 June 2010

Notes

Income statement

Rm	2010	2009	% change
Revenue	53 438	52 219	2%
Operating profit	3 288	2 453	34%
Foreign exchange gains and forex derivatives	11	392 ¹	

1. Foreign exchange gains in 2009 include R394m on capital repatriated from European operations

8

IMPERIAL HOLDINGS LIMITED | Audited Profitability Results for the year ended 30 June 2010

Notes

Income statement

Rm	2010	2009	% change
Revenue	53 438	52 219	2%
Operating profit	3 288	2 453	34%
Foreign exchange gains and forex derivatives	11	392	
Exceptional items and property recoupments	109 ¹	(356) ²	

1. 2010 comprise

Goodwill impairments	(108)
Deferred profit on sale of Dawn shares to Ukhamba	22
Profit on sale of properties (net of impairments)	51
Profit on sale of Imperial Bank	131
Other	13
Total	109

2. 2009 includes loss on sale of Eqstra shares of R217m

9

IMPERIAL HOLDINGS LIMITED | Audited Profitability Results for the year ended 30 June 2010

Notes

Income statement

Rm	2010	2009	% change
Revenue	53 438	52 219	2%
Operating profit	3 288	2 453	34%
Foreign exchange gains and forex derivatives	11	392	
Exceptional items and property recoupments	109	(356)	
Fair value adjustments and other	129	0	

Relates mainly to a fair value gain on the Lereko call option of R78m

10

IMPERIAL HOLDINGS LIMITED | Audited Profitability Results for the year ended 30 June 2010

Notes

Income statement

Rm	2010	2009	% change
Revenue	53 438	52 219	2%
Operating profit	3 288	2 453	34%
Foreign exchange gains and forex derivatives	11	392	
Exceptional items and property recoupments	109	(356)	
Fair value adjustments and other	129	0	
Net financing costs	(597)	(923)	(35%)
Net financing costs comprise			
• Net (gain)/loss on hedges and swaps	(36)	61	
• Net interest paid	633	862	
Total	597	923	

11

IMPERIAL HOLDINGS LIMITED | Audited Profitability Results for the year ended 30 June 2010

Notes

Income statement

Rm	2010	2009	% change
Revenue	53 438	52 219	2%
Operating profit	3 288	2 453	34%
Foreign exchange gains and forex derivatives	11	392	
Exceptional items and property recoupments	109	(356)	
Fair value adjustments and other	129	0	
Net financing costs	(597)	(923)	(35%)
Income from associates and joint ventures ¹	174	107	63%
1. Including			
Imperial Bank	175	125	
Ukhamba (incl losses on EQS shares)	(16)	(31)	
Other	15	13	

- Imperial Bank sale effective early February 2010
- Ukhamba reduced its loss and newly acquired MiX added R5,6m
- Contribution from smaller associates declined

12

IMPERIAL HOLDINGS LIMITED | Audited Profitability Results for the year ended 30 June 2010

Notes

Income statement

Rm	2010	2009	% change
Revenue	53 438	52 219	2%
Operating profit	3 288	2 453	34%
Foreign exchange gains and forex derivatives	11	392	
Exceptional items and property recoupments	109	(356)	
Fair value adjustments and other	129	0	
Net financing costs	(597)	(923)	(35%)
Income from associates and joint ventures	174	107	63%
Income tax expense	(911)	(502)	81%
Effective tax rate	31,0%	32,1%	

The effective tax rate is higher than the statutory rate mainly due to the CGT payable on the sale of our 49,9% shareholding in Imperial Bank

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IMPERIAL HOLDINGS LIMITED | Audited Profitability Results for the year ended 30 June 2010

Notes

Income statement

Rm	2010	2009	% change
Revenue	53 438	52 219	2%
Operating profit	3 288	2 453	34%
Foreign exchange gains and forex derivatives	11	392	
Exceptional items and property recoupments	109	(356)	
Fair value adjustments and other	129	0	
Net financing costs	(597)	(923)	(35%)
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Income tax expense	(911)	(502)	81%
After tax profit	2 203	1 171	88%

14

IMPERIAL HOLDINGS LIMITED | Audited Profitability Results for the year ended 30 June 2010

Notes

Income statement

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Revenue	53 438	52 219	2%
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Net financing costs	(597)	(923)	(35%)
Income from associates and joint ventures	174	107	63%
Income tax expense	(911)	(502)	81%
After tax profit	2 203	1 171	88%
Discontinued operations	59	508¹	(88%)

1. Mainly relates to the profit on sale of Tourvest

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IMPERIAL HOLDINGS LIMITED | Audited Profitability Results for the year ended 30 June 2010

Notes

Income statement

Rm	2010	2009	% change
Revenue	53 438	52 219	2%
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Income from associates and joint ventures	174	107	63%
Income tax expense	(911)	(502)	81%
After tax profit	2 203	1 171	88%
Discontinued operations	59	508	(88%)
Net profit for the period	2 262	1 679	35%

16

IMPERIAL HOLDINGS LIMITED | Audited Profitability Results for the year ended 30 June 2010

Notes

Income statement

Rm	2010	2009	% change
Revenue	53 438	52 219	2%
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Exceptional items and property recoupments	109	(356)	
Fair value adjustments and other	129	0	
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Income from associates and joint ventures	174	107	63%
Income tax expense	(911)	(502)	81%
After tax profit	2 203	1 171	88%
Discontinued operations	59	508	(88%)
Net profit for the period	2 262	1 679	35%
Attributable to Imperial shareholders	2 021	1 518	33%
Attributable to minorities	241	161	50%

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IMPERIAL HOLDINGS LIMITED | Audited Profitability Results for the year ended 30 June 2010

Notes

Significant minorities' share of earnings

Rm	
Midas	↑
International Logistics	→
AMH	↑
SA Logistics	↑
Regent cell captive	↓
Regent other	↑
NAC	↓
Net minority earnings	↑

↑ Increased from June 2009 ↓ Decreased from June 2009 → Flat compared to June 2009

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IMPERIAL HOLDINGS LIMITED | Audited Profitability Results for the year ended 30 June 2010

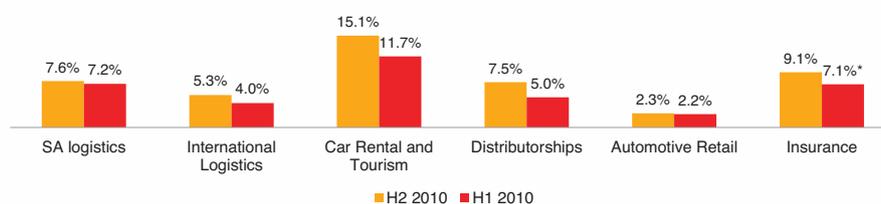
Notes

Performance vs H1 of this year

Rm	H2 2010	H1 2010	% change	H2 2009
Revenue	27 755	25 683	8,1%	23 600
Operating profit	1 847	1 441	28,2%	1 298
Operating margin	6,7%	5,6%		5,5%

- Improved revenue and marked improvement in operating profits
- Margin improvement in all businesses with Distributorships, Car Rental and Tourism and Logistics the most notable

Operating margins (%)



* Net underwriting margin 19

IMPERIAL HOLDINGS LIMITED | Audited Profitability Results for the year ended 30 June 2010

Notes

Capital management

- Capital management disciplines are key to Imperial
- It is now entrenched through all operational management levels
- A standard dashboard is used and understood group-wide, measuring for every unit:
 - Operating performance
 - Asset management efficiency
 - Return on Invested Capital vs WACC
- WACC is determined by business unit
- Returns on Invested Capital forms a significant part of incentive structures at top levels through the group
- Good capital management can exist in a growth company if acquisition principles are sound and adhered to diligently

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IMPERIAL HOLDINGS LIMITED | Audited Preliminary Results for the year ended 30 June 2010

Notes

Balance sheet

Rm	Jun 2010	Jun 2009	% change	Dec 2009
Property, plant and equipment	5 983	5 976	0,1%	5 946
Transport fleet	3 399	3 483	(2%)	3 557
Vehicles for hire	2 237	1 653	35%	1 809

- Increase in vehicles for hire was due to the delayed de-fleeting of vehicles in Car Rental and the Distributorships division providing vehicles to outside car rental companies on a rental basis
- Rental fleet in June 20% higher than normal (so were rental days)
- Goscor has a rental fleet of forklifts and other industrial equipment of R100 m

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IMPERIAL HOLDINGS LIMITED | Audited Preliminary Results for the year ended 30 June 2010

Notes

Balance sheet

Rm	Jun 2010	Jun 2009	% change	Dec 2009
Property, plant and equipment	5 983	5 976	0,1%	5 946
Transport fleet	3 399	3 483	(2%)	3 557
Vehicles for hire	2 237	1 653	35%	1 809
Investments in associates and JVs ¹	1 190	2 334	(49%)	2 876
Other non-current assets ²	4 017	3 039	32%	3 446

1. Decrease in investment in associates and JVs results mainly from the sale of our 49,9% shareholding in Imperial Bank
2. Other non-current assets includes intangibles of R1 006m and investments and loans of R2 021m Increase relates mainly to Regent investment portfolios moving to longer dated assets

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IMPERIAL HOLDINGS LIMITED | Audited Profitability Results for the year ended 30 June 2010

Notes

Balance sheet

Rm	Jun 2010	Jun 2009	% change	Dec 2009
Property, plant and equipment	5 983	5 976	0,1%	5 946
Transport fleet	3 399	3 483	(2%)	3 557
Vehicles for hire	2 237	1 653	35%	1 809
Investments in associates and JVs	1 190	2 334	(49%)	2 876
Other non-current assets	4 017	3 039	32%	3 446
Net working capital ¹	1 851	1 887	(2%)	2 457
Cash and cash equivalents ²	3 199	4 655	(31%)	2 786

1. Decrease in net working capital results from:
 - Inventories R1 217m
 - Receivables R532m
 - Payables (R1 785m)
 - Net decrease (R36m)**
2. Cash decreased as a result of a repayment of borrowings, the buy back of shares and the Regent investment portfolio now being longer dated

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IMPERIAL HOLDINGS LIMITED | Audited Profitability Results for the year ended 30 June 2010

Notes

Balance sheet

Rm	Jun 2010	Jun 2009	% change	Dec 2009
Property, plant and equipment	5 983	5 976	0,1%	5 946
Transport fleet	3 399	3 483	(2%)	3 557
Vehicles for hire	2 237	1 653	35%	1 809
Investments in associates and JVs	1 190	2 334	(49%)	2 876
Other non-current assets	4 017	3 039	32%	3 446
Net working capital	1 851	1 887	(2%)	2 457
Cash and cash equivalents	3 199	4 655	(31%)	2 786
Discontinued net assets held for sale	485	491	(1%)	355
Final installment on Imperial Bank	477	-	-	-

The winding down of Commercial Vehicle Holdings is virtually complete and the remaining aviation assets are in the process of being realised in accordance with the various contractual obligations

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IMPERIAL HOLDINGS LIMITED | Audited Profitability Results for the year ended 30 June 2010

Notes

Balance sheet

Rm	Jun 2010	Jun 2009	% change	Dec 2009
Property, plant and equipment	5 983	5 976	0,1%	5 946
Transport fleet	3 399	3 483	(2%)	3 557
Vehicles for hire	2 237	1 653	35%	1 809
Investments in associates and JVs	1 190	2 334	(49%)	2 876
Other non-current assets	4 017	3 039	32%	3 446
Net working capital	1 851	1 887	(2%)	2 457
Cash and cash equivalents	3 199	4 655	(31%)	2 786
Discontinued net assets held for sale	485	491	(1%)	355
Final installment on Imperial Bank	477	-	-	-
Assets	22 838	23 518	(3%)	23 232
Total shareholders' interest	11 946	10 361	15%	11 482
Interest bearing borrowings	7 833	9 794	(20%)	8 559
Other liabilities	3 059	3 363	(9%)	3 191
Equity and liabilities	22 838	23 518	(9%)	23 232

IMPERIAL HOLDINGS LIMITED | Audited Profitability Results for the year ended 30 June 2010

Notes

Lereko mobility

- Third party debt in respect of Lereko amounting to R856m is due on 1 Oct 2010
- 14,5m Preferred ordinary shares in Imperial and Eqstra will convert to ordinary shares on the same date
- To fulfil its debt obligation Lereko has sold 8 million Imperial and 8 million Eqstra ordinary shares by way of forward sales
- Lereko will hold approximately 6 million Imperial and 6 million Eqstra ordinary shares
- The vendor finance of R598m which was provided in 2005 will continue until 2015, or one year earlier, at the discretion of Imperial and Eqstra
- On settlement of the third party funding, the fair value of the vendor finance will no longer be adjusted through the income statement
- Although the group will have approximately 8.5 million additional ordinary shares in issue, the saving of the preferred dividend will result in earnings being neutral

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IMPERIAL HOLDINGS LIMITED | Audited Preliminary Results for the year ended 30 June 2010

Notes

Changes in total shareholders' interest

Rm	2010
Total shareholders' interest on 30 June 2009	10 361
Net profit attributable to Imperial shareholders	2 021
Dividends paid to Imperial shareholders	(570)
Share buy back to hedge share scheme obligations	(200)
Minorities share of comprehensive income	238
Fair value gain on Lereko call option ¹	244
Other	(148)
Total shareholders' interest at 30 June 2010	11 946

1. This represents the equity accounted portion of the Lereko call option fair value gain

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IMPERIAL HOLDINGS LIMITED | Audited Preliminary Results for the year ended 30 June 2010

Notes

Interest bearing debt

Rm	Jun 2010	Jun 2009	% change
Corporate bonds	6 447	7 301	(12%)
Commercial paper	-	1 336	
Overdrafts and overnight funding	494	173	186%
Other ¹	892	984	(9%)
Gross debt ²	7 833	9 794	(20%)
Cash and cash equivalents	3 199	4 655	(31%)
Net debt	4 634	5 139	(10%)

1. Secured and unsecured loans, floor plans, capitalised finance leases, instalment sale agreements and loans from minorities

2. Excludes R441m of perpetual preference shares

The group has R6,4bn unutilised funding facilities

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IMPERIAL HOLDINGS LIMITED | Audited Profitability Results for the year ended 30 June 2010

Notes

Gearing

Net debt to equity (%)	Jun 2010	Jun 2009	Dec 2009
Target range	60 – 80	60 – 80	60 – 80
Net debt/equity ratio (excl prefs)	39	50	50
Short term debt as a % of gross debt	40	22	40

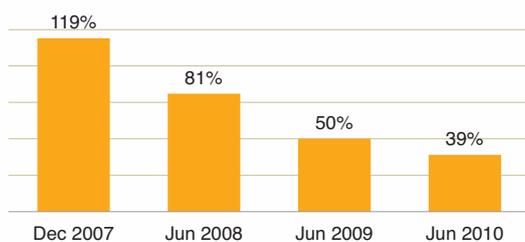
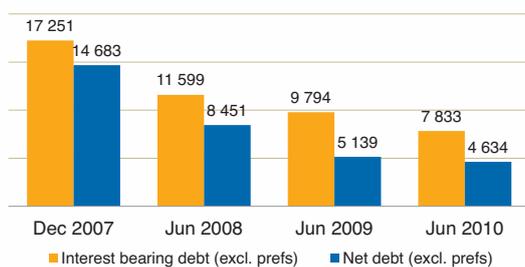
- Short term credit rating P-1.za
- Domestic long term credit rating lifted to A2.za from A3.za
- Imperial Capital rating lifted to A1.za from A2.za
- Outlook stable
- Short term debt increased due to two bonds (IC01 and IPL 3) that will mature this year
- Maturity profile of debt to be lengthened when debt capital markets pricing is appropriate

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IMPERIAL HOLDINGS LIMITED | Audited Profitability Results for the year ended 30 June 2010

Notes

Gearing



Gross debt
54%
from peak

Net debt
68%
from peak

- Balance sheet management focus
- Stronger than any time in the recent past
- Net debt/equity (excl. prefs) down to 39%
- Presents opportunities for acquisition and organic growth

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IMPERIAL HOLDINGS LIMITED | Audited Financial Results for the year ended 30 June 2010

Notes

Cash flow

Rm	Jun 2010	Jun 2009	% change
Cash generated by operations pre capital expenditure	4 753	5 753	(17%)
Continuing operations	4 443	5 187	(14%)
Discontinued operations	310	566	
Net finance costs and tax paid	(1 733)	(1 700)	
Cash flow from operating activities	3 020	4 053	(25%)

- Cash generated by operations in the prior year includes a R394m forex gain
- Previous year working capital improvement was R1.4bn

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IMPERIAL HOLDINGS LIMITED | Audited Financial Results for the year ended 30 June 2010

Notes

Cash flow

Rm	Jun 2010	Jun 2009	% change
Cash flow from operating activities	3 020	4 053	(25%)
Proceeds from Imperial Bank and prior year discontinued operations	1 374	1 340	
Net acquisition of subs and businesses	(415)	(340)	
Expansion capex (incl. car rental assets)	(963)	(640)	
Net replacement capex (incl. rental assets)	(830)	(1 037)	
Net movement in associates and JVs	(271)	(226)	
Net movement in equities, loans and other	(778)	967	
Cash flows from financing activities	(887)	(1 009)	
Net decrease in net debt	250	3 108	
Free cash flow – total operations	2 190	3 016	(27%)
Cash conversion ratio	119%	227%	

- Net capex was 7% higher
- The movement in equities, loans and other mainly relates to the reallocation of cash to longer maturities
- Decrease in borrowings and the share buy back (to hedge share appreciation rights obligations) contributed to the decrease in cash

IMPERIAL HOLDINGS LIMITED | Audited Preliminary Results for the year ended 30 June 2010

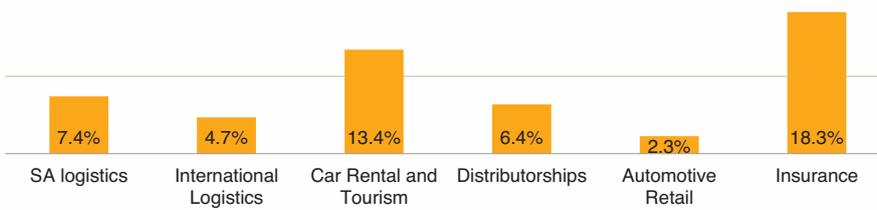
Notes



Divisional overview

Notes

Divisional statistics



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IMPERIAL HOLDINGS LIMITED | Audited Preliminary Results for the year ended 30 June 2010

Notes

Southern African Logistics

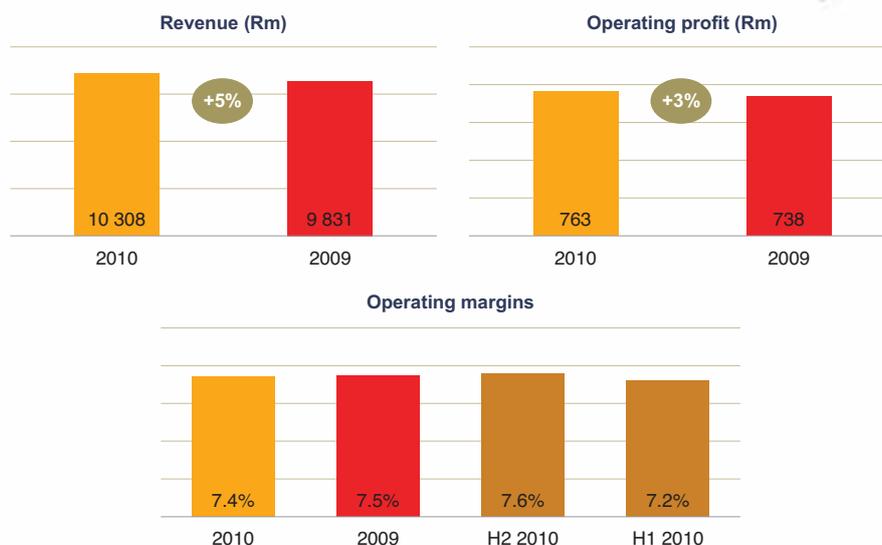


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IMPERIAL HOLDINGS LIMITED | Audited Preliminary Results for the year ended 30 June 2010

Notes

Southern African Logistics



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IMPERIAL HOLDINGS LIMITED | Audited Preliminary Results for the year ended 30 June 2010

Notes

Southern African Logistics

- Revenue and operating profit up despite tough trading conditions
- Transport and warehousing services to mining, manufacturing, commodities and construction industries performed well and gained new contracts
- Specialised Freight (fuel, gas, chemicals) produced good results and efficiencies despite tough trading conditions - volumes in bulk food and chemicals were up
- Consumer Logistics was negatively affected by weak consumer demand – rationalisation, cost cutting and new contracts enhanced the division's performance
- Integration Services, which houses asset light businesses continues to make good progress although Megafreight was hit by lower imports and exports
- Healthy real growth and margins from African operations – operating profit 34% up as we grow our footprint on the continent

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IMPERIAL HOLDINGS LIMITED | Audited Preliminary Results for the year ended 30 June 2010

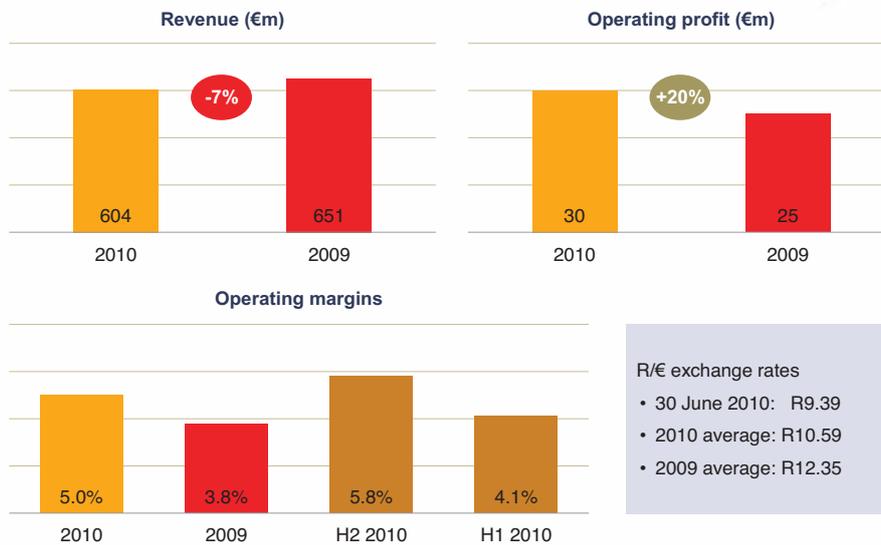
Notes

International Logistics – some key locations



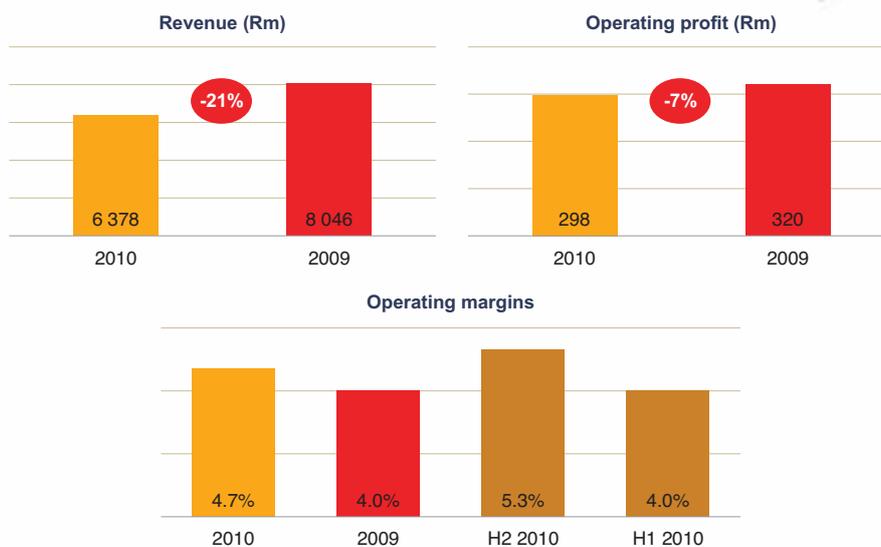
Notes

International Logistics (EURO)



Notes

International Logistics (ZAR)



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IMPERIAL HOLDINGS LIMITED | Audited Preliminary Results for the year ended 30 June 2010

Notes

International Logistics

- Results exceeded expectations, German economy strongly rebounding
- Revenue growth was negatively impacted by lower freight rates but volumes were higher especially in the second half
- The division was quick to react to the downturn
- Significant cost reductions and re-commissioning of a steel furnace contributed to an outstanding performance by the inland waterway shipping business
- Panopa was the worst affected by the economic crisis, however gained good contracts
- Terminal operations of Neska performed well and maintained its profits mainly due to an increase in the container business and steady bulk volumes
- Advanced multi-modal network using waterway, rail and road now developed around our terminals

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IMPERIAL HOLDINGS LIMITED | Audited Preliminary Results for the year ended 30 June 2010

Notes

Car Rental and Tourism



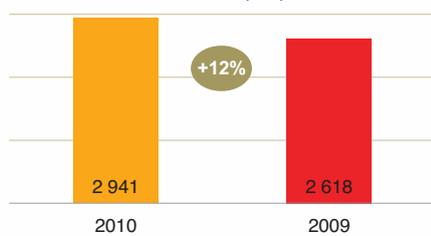
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IMPERIAL HOLDINGS LIMITED | Audited Preliminary Results for the year ended 30 June 2010

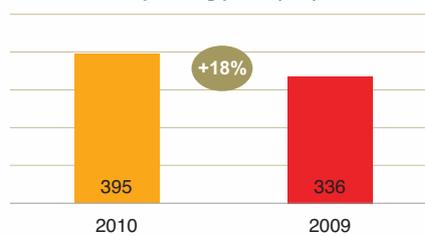
Notes

Car Rental and Tourism

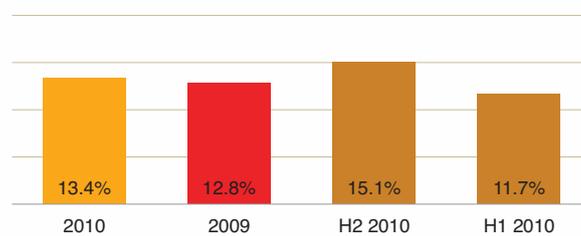
Revenue (Rm)



Operating profit (Rm)



Operating margins



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IMPERIAL HOLDINGS LIMITED | Audited Preliminary Results for the year ended 30 June 2010

Notes

Car Rental and Tourism

- Real growth with revenue days 9% higher
- Significant growth in the international, leisure and vehicle replacement business
- The re-branding to Europcar, associated marketing spend and facilities upgrades brought numerous benefits and efficiencies in the business
- Corporate volumes flat and decline in Government volumes
- U - Drive contributed a full year versus 8 months in the prior year
- Average fleet size up 4% and utilisation improved by 3%. June fleet and rental days 20% up
- Used vehicle market showed strong improvement late in the period with unit sales and margins improving
- The tourism business was negatively impacted by the global recession
- Coach and rental business was boosted by the FIFA World Cup

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IMPERIAL HOLDINGS LIMITED | Audited Preliminary Results for the year ended 30 June 2010

Notes

Distributorships

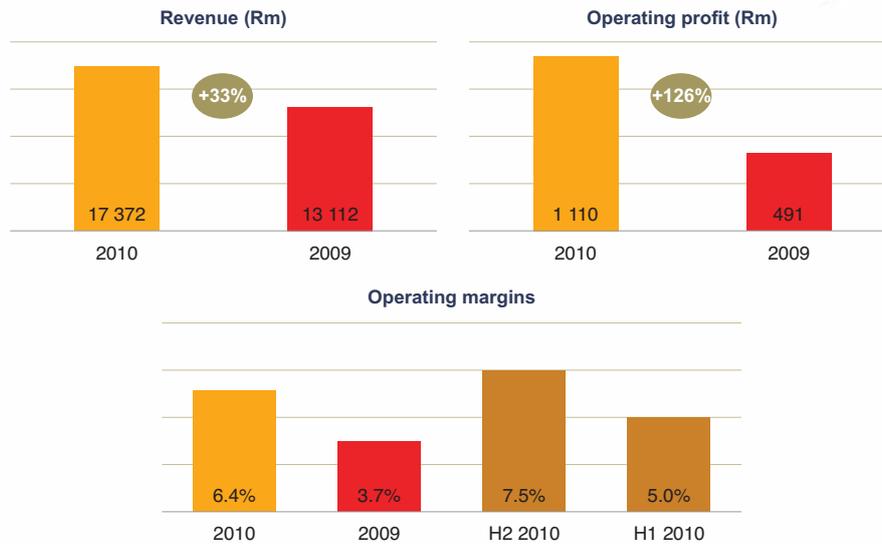


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IMPERIAL HOLDINGS LIMITED | Audited Preliminary Results for the year ended 30 June 2010

Notes

Distributorships



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IMPERIAL HOLDINGS LIMITED | Audited Preliminary Results for the year ended 30 June 2010

Notes

Distributorships

- Division now includes Midas from 1 December 2009
- Excellent performance by AMH
- Y-on-y new vehicle registrations as reported to NAAMSA was 54% up versus market growth of 2%
- AMH's brands enjoyed strong growth and significant market share gains due to change in model mix trend towards entry level vehicles and sales into car rental companies
- Prominent sponsorship of Hyundai and Kia during the FIFA World Cup boosted growth and helped entrench these brands in SA market
- The improved margin is also as a result of a stable Rand and effective cost control
- AMH acquired a majority shareholding in Goscor, whose primary businesses involves importation, distribution and rental of cleaning equipment and industrial equipment
- Australian unit sales down, business profitable
- Midas performed better than expected
- NAC declined on lower sales and workshop throughput

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IMPERIAL HOLDINGS LIMITED | Audited Preliminary Results for the year ended 30 June 2010

Notes

Automotive Retail



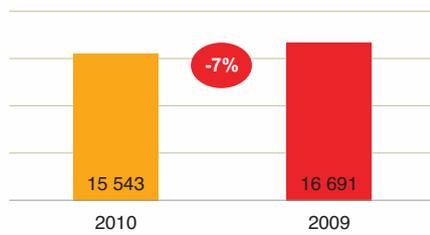
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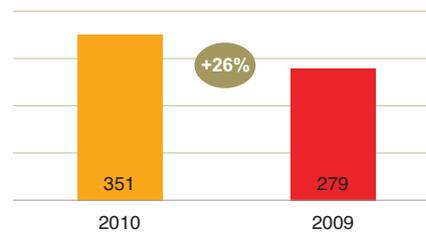
Notes

Automotive Retail

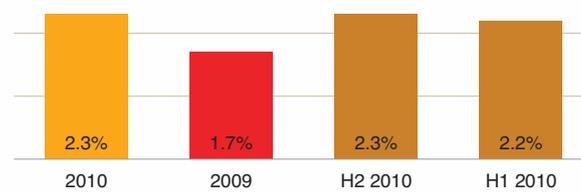
Revenue (Rm)



Operating profit (Rm)



Operating margins



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Notes

Automotive Retail

- Significant improvement over the prior year despite new commercial vehicle sales volumes being down – passenger sales volumes were inline with market growth of 2%
- Recent good growth in passenger and LCV sales (H2 volumes were significantly up on H1)
- Margins improved to 2,3% from 1,7% in the prior year and 2,2% in the preceding half year due to cost control and streamlined network
- Margins also benefited from a robust used vehicle market and focus on after sales business
- Commercial vehicle market flat due to strong growth from extra heavy commercial vehicles but medium and heavy continue to decline
- The UK truck dealerships showed a modest profit while the four Nissan dealerships in Sweden were sold
- Beekman Canopies and Jurgens Caravans delivered much improved profitability in tough markets

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Notes

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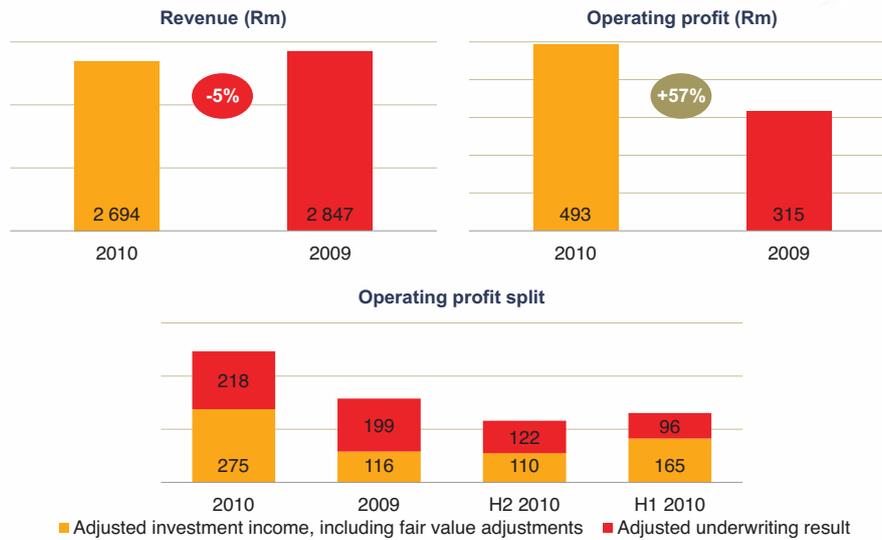
The REGENT Group is a member of the
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Notes

Regent



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IMPERIAL HOLDINGS LIMITED Audited Profitability Results for the year ended 30 June 2010

Notes

Regent

- Investment and underwriting results improved
- Gross written premium lower due to loss of key account in Botswana and lower economic activity levels
- The adjusted underwriting result was 9,5% higher at R218m mainly due to the Individual Life business which recorded good growth and improved profitability, particularly in the H2
- Reduced benefit of the run-off of single premium book
- Underwriting conditions are expected to remain tough but we anticipate positive growth in gross written premiums reflecting improved conditions in the motor market
- Management remains on track in improving distribution, building a monthly premium book and positioning the business for future growth
- Equity portion of investment portfolio should increase modestly within a conservative investment framework

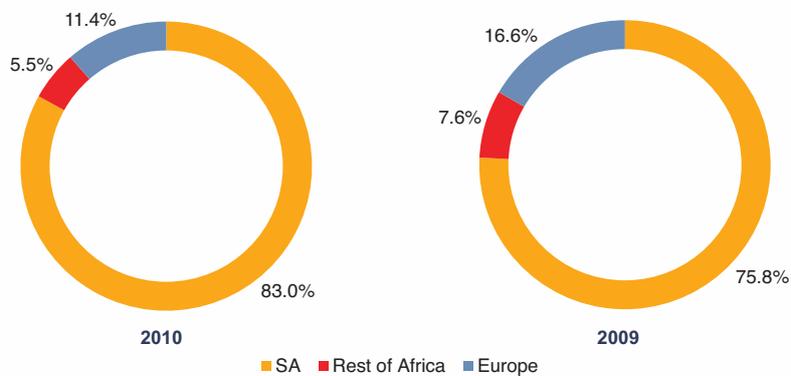
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IMPERIAL HOLDINGS LIMITED Audited Profitability Results for the year ended 30 June 2010

Notes

Operating profit

- Geographical segmentation: Continuing operations

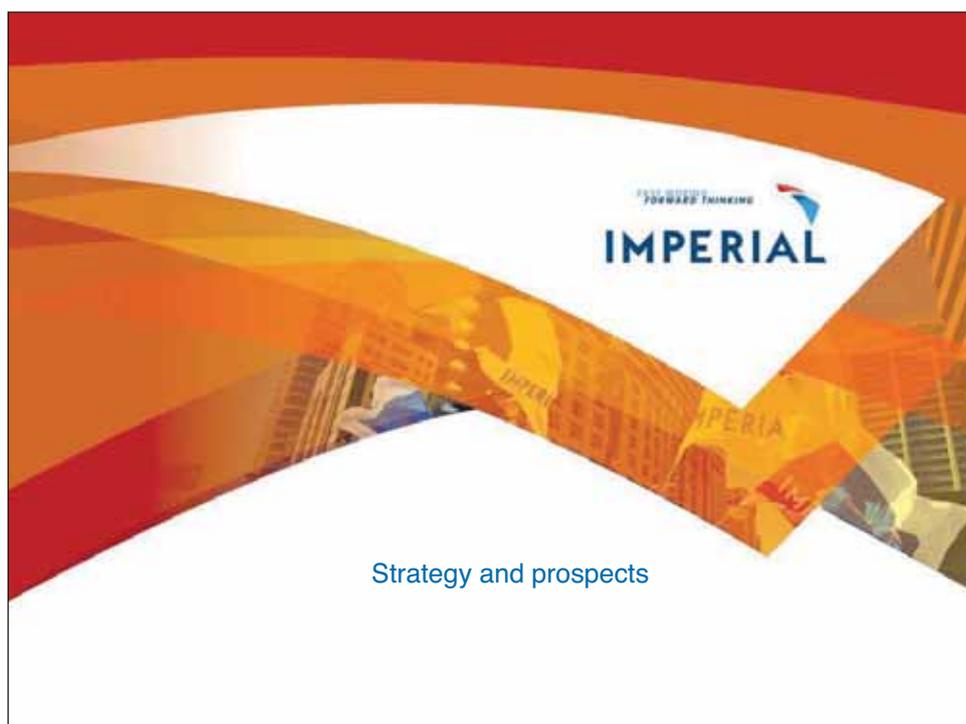


1. Rest of Africa decreased due to loss of insurance business in Botswana
2. Europe decreased largely due to currency translation

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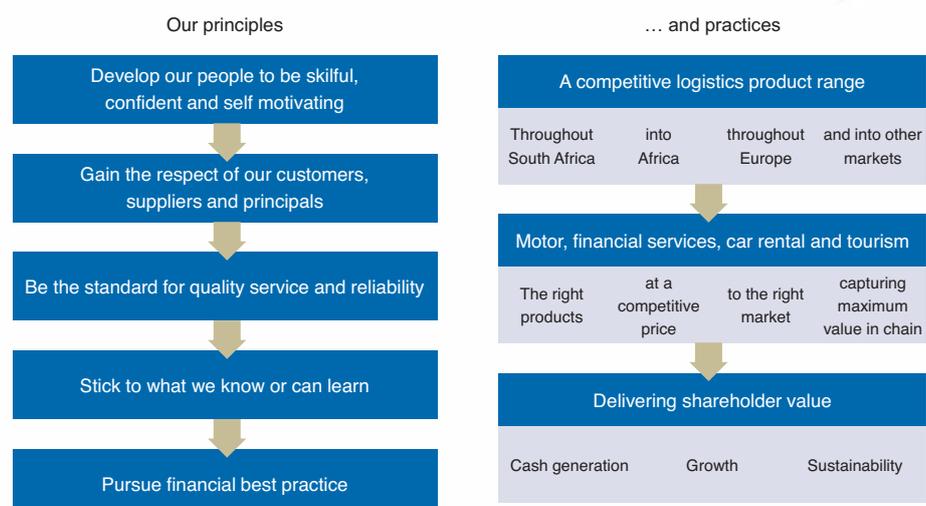
IMPERIAL HOLDINGS LIMITED | Audited Preliminary Results for the year ended 30 June 2010

Notes



Notes

Strategic principles and practices



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Notes

Recent acquisition and investment activity

- Acquired 36% of Pragma Holdings – physical asset management specialists
- Acquired 51% of e-Logics – asset management software provider
- Acquired 55% of Provaart – inland waterway chartering
- Acquired 75% of Midas – leader in vehicle replacement parts
- Acquired 25% of MiX Telematics – vehicle tracking and fleet management
- AMH acquired 65% of Goscor – distribution of cleaning and industrial equipment
- Acquired 65% of Loubser Transport
- R150m convertible bond investment into Renault South Africa
- Disposed of Flagstone Re. Africa minority share of 35%
- Disposed of Swedish dealerships
- Disposed of 27.9% effective shareholding in Fuelogic
- Planned acquisition of 100% of CIC Holdings which will accelerate our growth into Africa
- Formal post acquisition review process

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IMPERIAL HOLDINGS LIMITED | Audited Financial Results for the year ended 30 June 2010

Notes

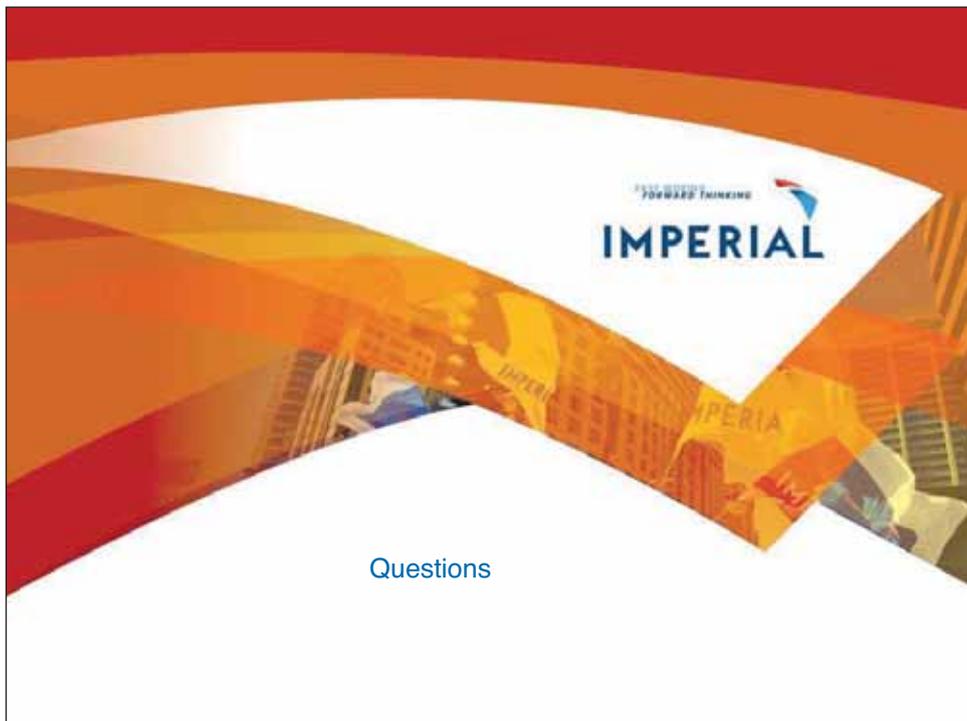
Prospects

- Diversification, further efficiencies, new contract gains, acquisitions and African expansion will be sources of growth for SA logistics
- Industrial activity in our European target market showing strong signs of improvement
- Investment in facilities and the improved efficiencies in Europcar and Tempest should continue to bear fruit in the year ahead - growth in this division will however be tempered due to higher base set by the FIFA World Cup
- Due to our exceptionally strong network and product range, we expect a good performance from our combined motor retailing businesses in the year ahead
- Autoparts will perform well due to growing number of older vehicles
- Insurance underwriting will continue to be tough but should improve as scale in the monthly premium book and new products gain traction
- In summary, the building blocks of our businesses are well positioned for further growth but the economic recovery is still tentative and uncertain

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IMPERIAL HOLDINGS LIMITED | Audited Preliminary Results for the year ended 30 June 2010

Notes



Notes

CORPORATE INFORMATION

Non-executive directors

TS Gcabashe(Chairman), T Dingaana, S Engelbrecht, P Langeni, MJ Leeming, JR McAlpine, 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

Company Secretary

RA Venter

Business address and registered office

Imperial Place, Jeppe Quondam, 79 Boeing Road East, Bedfordview, 2007

Share transfer secretaries

Computershare Investor Services (Pty) Limited, 70 Marshall Street, Johannesburg, 2001

Sponsor

Merrill Lynch SA (Pty) Limited, 138 West Street, Sandown, Sandton, 2196

Imperial Holdings Limited

Registration number: 1946/021048/06

Ordinary share code: IPL ISIN: ZAE000067211

Preference share code: IPLP ISIN: ZAE000088076

The results announcement is available on the Imperial Holdings Website: www.imperial.co.za

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