



INVESTOR MANAGEMENT DAY – INVESTMENTS AND CONCESSIONS

Overview & Background

Revenue Sources

Some Secured & Approved Projects

Value to Group Five

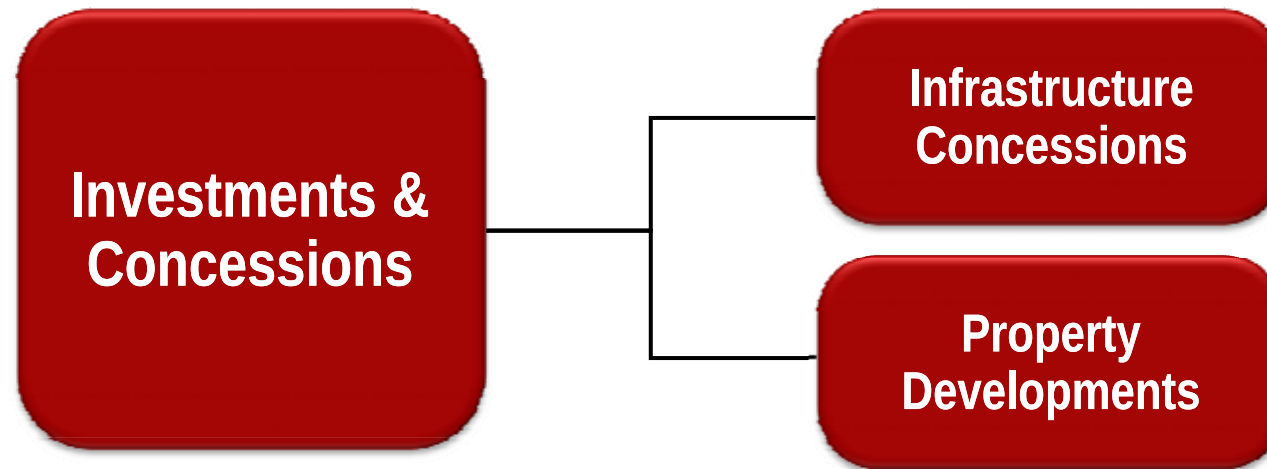


Overview & Background Investments & Concessions

Eric Vemer – Executive Director

Jon Hillary – MD, Property Developments

Overview – Investments & Concessions



- Position Group Five to extract value across the infrastructure value chain in core target sectors, including property**
- Leverage our position as a leading Construction Company into related activities that provide long-term opportunity for growth and profits**

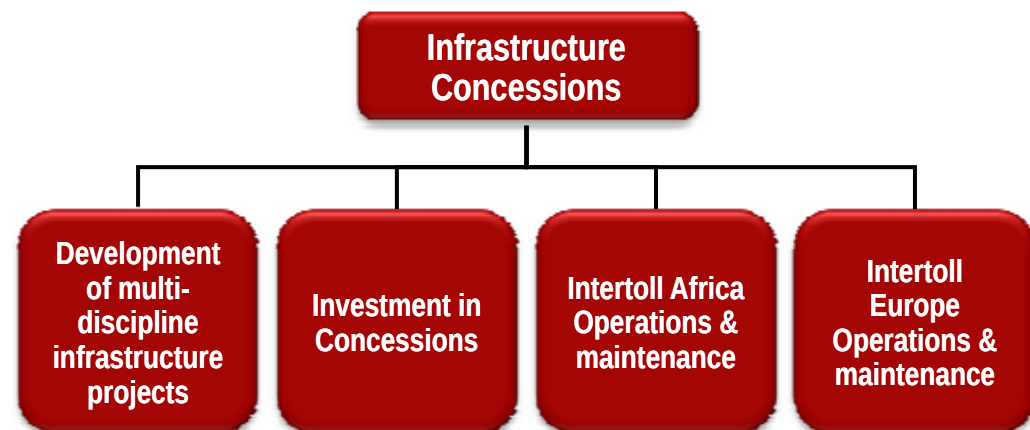
Infrastructure Concessions: Background

Activities:

- Development of large-scale multi-disciplinary infrastructure projects, including Concessions & PPPs, in core target sectors of Power, Transport, Buildings & Housing, Mining & Industrial and Environment
- Toll road investment, operations & maintenance (Eastern Europe & SA)

Higher returns sought through risk-managed participation throughout the project lifecycle of:

- Development
- Financing and refinancing
- Construction
- Operations and maintenance
- Rehabilitation
- Handover or sale



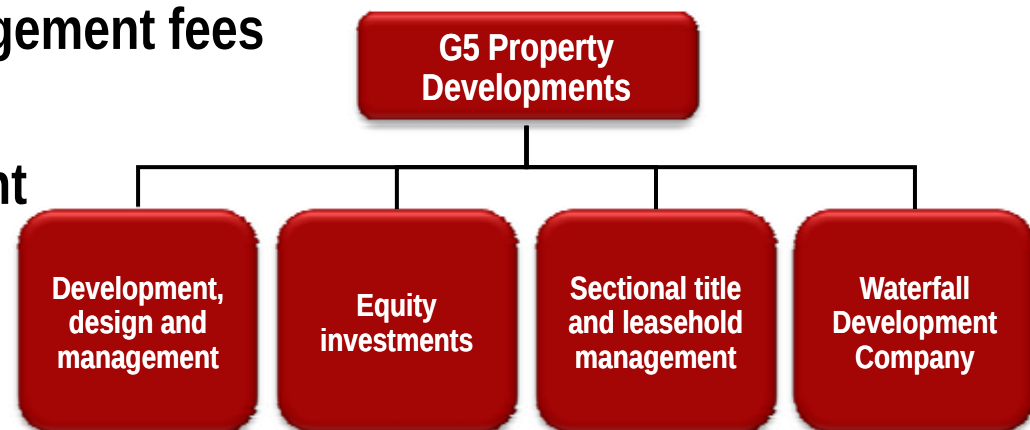
Property Developments: Background

Activities:

- ▣ Focused on development of “A” Grade property opportunities in targeted Commercial, Industrial and Retail sectors within Southern Africa
- ▣ Opt for equity participation on specific deals to harvest annuity income streams and derive capital growth for the group

Profitability and returns sought through;

- ▣ Development & Project Management fees
- ▣ Financing and Refinancing
- ▣ Yield & cash flow management
- ▣ Lease rentals
- ▣ Conversion and renovation
- ▣ Exit and on sale



Investments & Concessions: The Team



Strategy Analyst



MD – Property
Developments



Group Executive Director



Buildings Sector



Commercial
Director



Head – Transport
Director – PPP's



Head – Mining
& Industrial



MD – Intertoll
Europe



MD – Intertoll
Africa



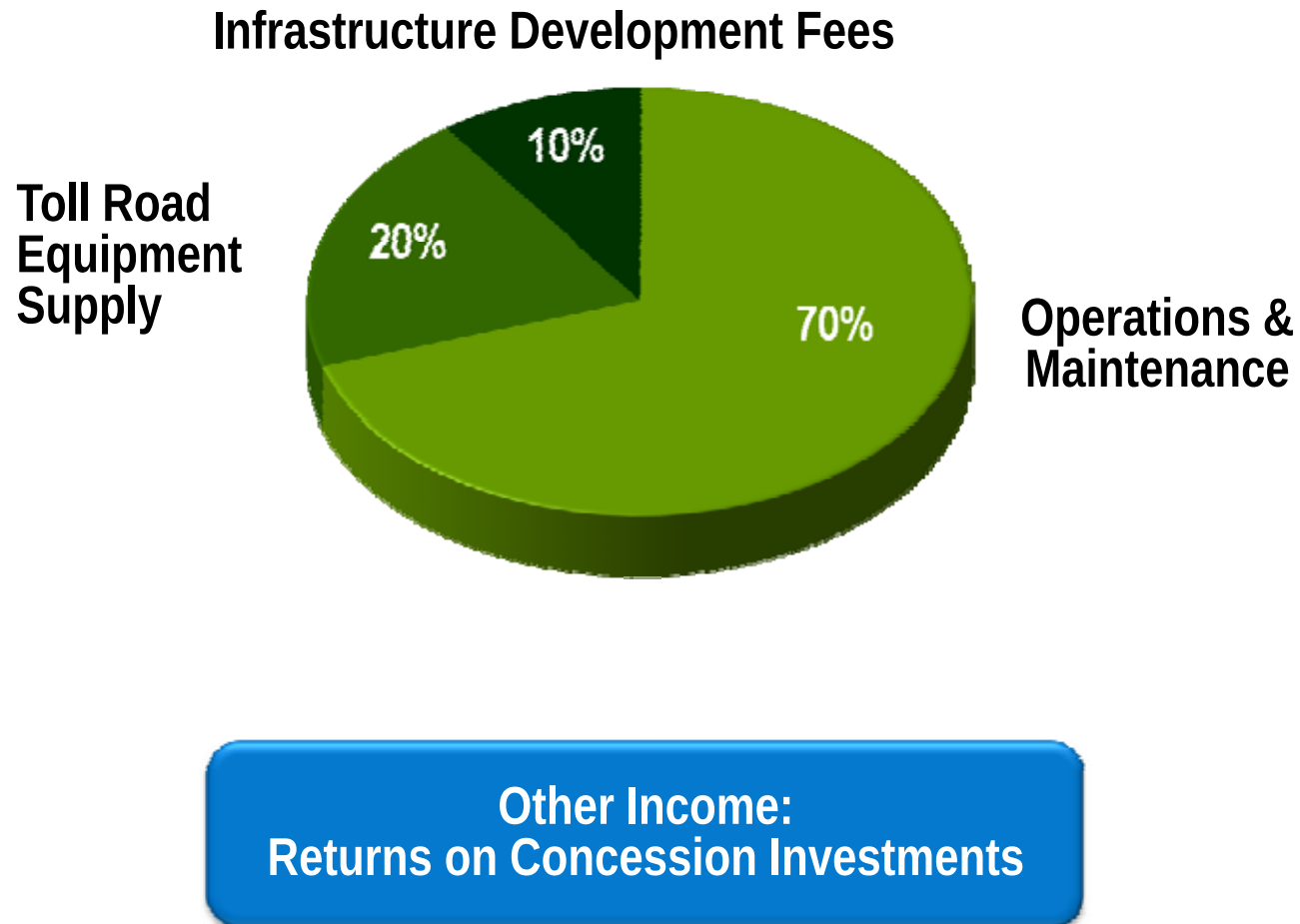
Head – Legal



Head – Power
Sector

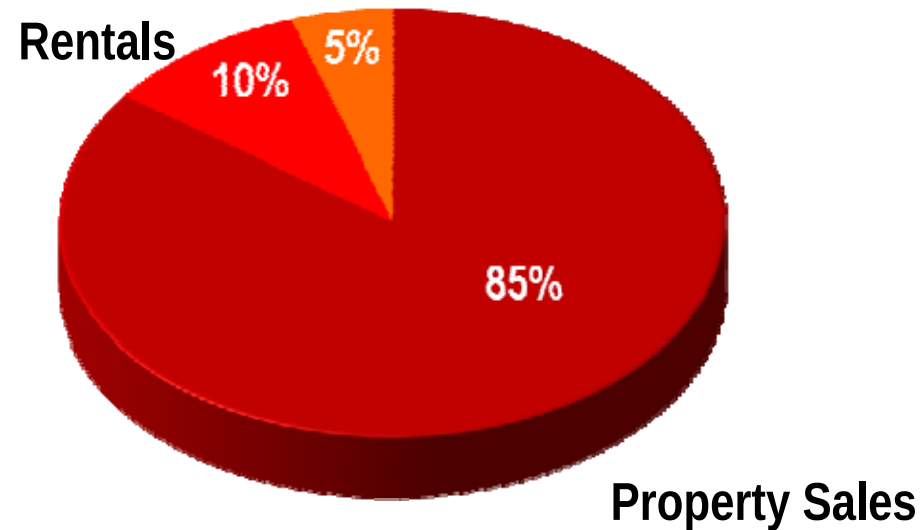
Competitive advantage: Focused blend of skills with key competencies in financial structuring and development
Skill range covers: Legal, Commercial, Financial, Structuring, Technical

Infrastructure Concessions: Indicative Revenue Sources



Property Developments: Indicative Revenue Sources

Property Development Fees



**Other Income:
Returns on Investment Properties**

Investments & Concessions: Looking forward

-  Focused on development of “A” Grade property opportunities in targeted Commercial, Industrial and Retail sectors within Southern Africa**
-  Revenue and profit growth in I&C driven by roll-out of road projects in Eastern Europe**
-  Property Developments portfolio is in the process of being realigned, resulting in realisation of capital return in 2008, followed by a period of reinvestment in activities which are more closely aligned to core group interest**
-  FV adjustments performed conservatively with value realisation as project risk declines or when prospects for refinancing or sale are real**

Infrastructure Concessions: Secured investments and contracts

Some key annuity-type contracts and concession investments

Name	Country	Km's	Maturity	Equity ?
N1 North	South Africa	360	2010	-
N1 South	South Africa	396	2010	-
Tsitsikamma	South Africa	25 – 50	2014	-
Magalies	South Africa	22	2009	-
M5 Motorway	Hungary	157	2029 *^	Yes (3.5%)
M6 Motorway (Phase I)	Hungary	59	2027 ^	-
A1 Motorway (Phase 1)	Poland	90	2039 ^	Yes (15%)
M6 Motorway (Phase 3)	Hungary	78	2037 ^	Yes (10%)

* Subject to call option ^ With interim pricing reviews

Property Developments: Secured & approved projects

Some key Development and Investment projects

Name	Province	Type	Duration	Equity ?
Waterfall City Development	Gauteng	Mixed Use	15 yrs	Yes
East London Waterfront	E Cape	Mixed Use	2.5 yrs	Yes*
Sandton Development Property	Gauteng	Mixed Use	3.5 yrs	Yes*
Gugulethu Retail Development	W Cape	Retail	2 yrs	Yes*
Zambesi Retail Development	Pretoria	Retail	1.5yrs	Yes*
Howick Retirement Village	KZN	Resident	3 yrs	No
Kuvula Residential Projects	Various	Resident	3 yrs	Yes*
Secunda Industrial	Gauteng	Industrial	3 yrs	No*

** In JV with Amabubesi*

Positioning for the Future

Infrastructure Concessions:

 **Focused on Concession, PPP and EPC contracts across the target sectors**

 **Current pipeline includes:**

- Prisons PPP**
- Department of Environment and Tourism PPP**
- Power (Private Power solutions)**
- Transport (N1 N2 Tolling concession)**

Investments & Concessions: Value to Group Five

-  Position Group Five competitively for securing mega-project opportunities in our target sectors**
-  Provides long-term secured annuity revenue streams with predictable operating margin in toll motorway concessions**
-  Creation of quality property developments aligned to core Group interests in Construction and Manufacturing & Materials**
-  Selectively invest in concession and property assets for significant capital value appreciation over the life of the asset above Group WACC**
-  In depth sector and market exposure than can help identify new business**

Managing the current power environment

-  The current situation presents both a risk and an opportunity**
-  Development where power is not secured is a “no go zone”**
-  The team remains close to Eskom and participates in various discussion forums**
-  Strategy in place to focus on green building and energy efficiency initiatives, in order to escalate ourselves on the priority list**
-  Shift in focus away from the residential sector**
-  Ability to offer private power solutions**