

**AUDITED  
GROUP  
RESULTS  
2011**

for the year ended 30 June



# Agenda



overview  
of F2011

financial  
review

segmental  
review  
and  
prospects

group  
prospects



overview  
of F2011

# Financial Summary

|                                                                               | F2011<br>vs.<br>F2010 | F2011<br>Audited | F2010<br>Audited | F2009<br>Audited |
|-------------------------------------------------------------------------------|-----------------------|------------------|------------------|------------------|
| Revenue – Rm                                                                  | -19%                  | 9 207            | 11 338           | 12 090           |
| Operating profit – Rm<br><i>Before fair value adjustments and impairments</i> | -43%                  | 499              | 877              | 797              |

# Financial Summary

|                                                                                      | F2011<br>vs.<br>F2010 | F2011<br>Audited | F2010<br>Audited | F2009<br>Audited |
|--------------------------------------------------------------------------------------|-----------------------|------------------|------------------|------------------|
| <b>Revenue – Rm</b>                                                                  | -19%                  | 9 207            | 11 338           | 12 090           |
| <b>Operating profit – Rm</b><br><i>Before fair value adjustments and impairments</i> | -43%                  | 499              | 877              | 797              |
| <b>Fully diluted HEPS – Rand</b>                                                     | -44%                  | 3,15             | 5,61             | 5,08             |
| <b>Adjusted Fully diluted HEPS – Rand</b><br><i>Excl. pension fund adjustments</i>   | -40%                  | 3,17             | 5,24             | 5,16             |

# Financial Summary

|                                                                                                                                                                                     | F2011<br>vs.<br>F2010 | F2011<br>Audited | F2010<br>Audited | F2009<br>Audited |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|------------------|------------------|------------------|
| <b>Revenue – Rm</b>                                                                                                                                                                 | -19%                  | 9 207            | 11 338           | 12 090           |
| <b>Operating profit – Rm</b><br><i>Before fair value adjustments and impairments</i>                                                                                                | -43%                  | 499              | 877              | 797              |
| <b>Fully diluted HEPS – Rand</b>                                                                                                                                                    | -44%                  | 3,15             | 5,61             | 5,08             |
| <b>Adjusted Fully diluted HEPS – Rand</b><br><i>Excl. pension fund adjustments</i>                                                                                                  | -40%                  | 3,17             | 5,24             | 5,16             |
| <b>EPS – Rand (loss) / earnings</b><br><i>Incl. impairment of Construction Materials</i>                                                                                            | Loss                  | (2,27)           | 2,80             | 5,44             |
| <b>Adjusted EPS – Rand</b><br><i>F2011: excl. pension fund adjustments, impairments,<br/>non cash fair value adjustments<br/>F2010: excl. pension fund adjustments, impairments</i> | -47%                  | 2,89             | 5,50             | 5,44             |
| <b>Dividends per share – cents</b><br><i>F2011 &amp; F2010: 4.0 x covered by Adjusted EPS<br/>F2009: 4.2 x covered by EPS</i>                                                       | -47%                  | 72               | 137              | 130              |

# Background to the results

## Revenue:

- F2010 - Large infrastructure contracts set a high base
- F2011 - Diminished market activity and project delays affected revenue
  - Pockets of activity: African mining & real estate; transport, power & oil and gas
  - Strategy of margin over volume was enforced

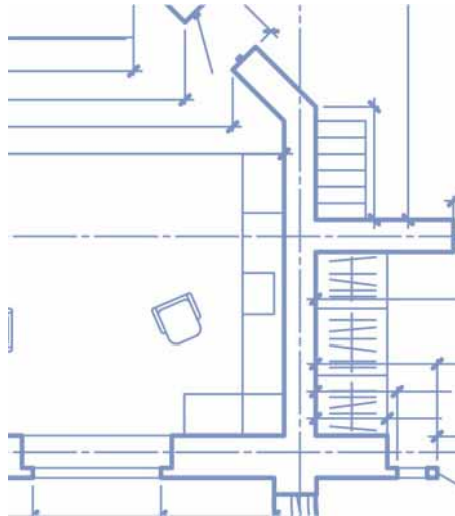
## Operating margin

- Fiercely competitive markets; negative industry pricing on some projects
- H2 impacted by R93m in material costs
- Pleasing Construction margins diluted by Materials & Manufacturing
- Costs saved but not at expense of capacity

## Full order book is 95% of that published at interim results

## Competition Commission update

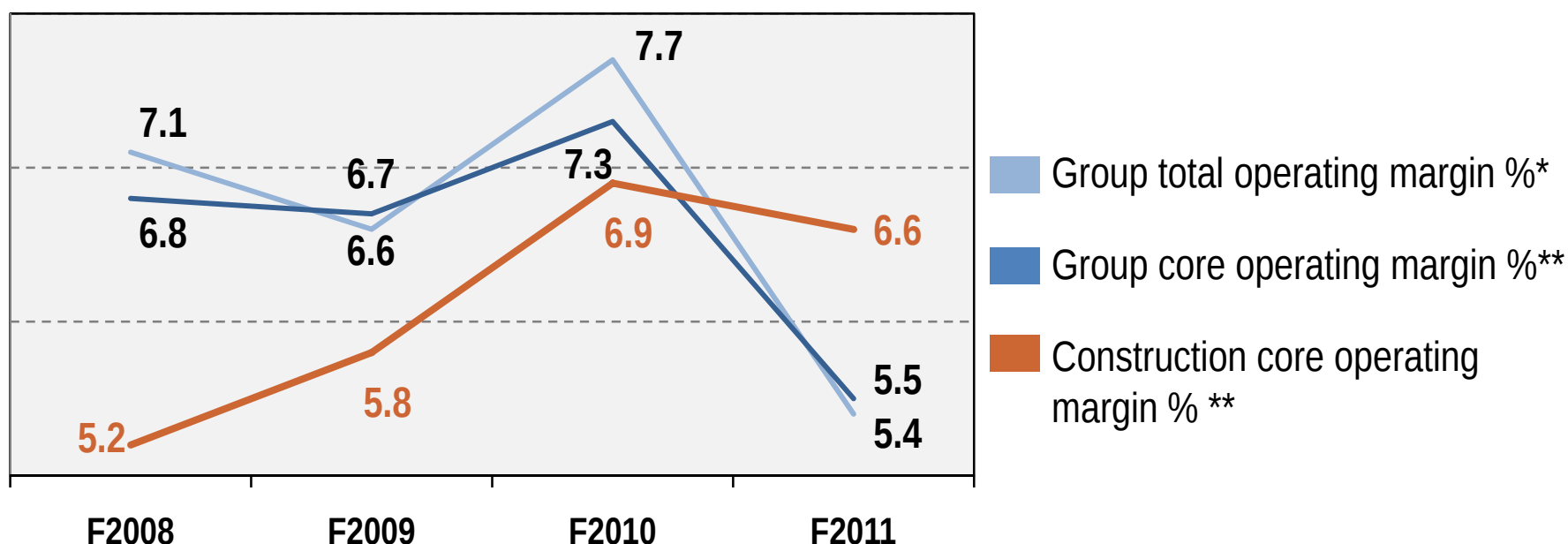
- Conditional leniency agreement signed 29 July 11, without penalty, pending conclusion of industry investigation
- No provision raised



financial  
review

# Income statement

| Rm                       | F2011<br>vs.<br>F2010 | F2011<br>Audited | F2010<br>Audited | F2009<br>Audited |
|--------------------------|-----------------------|------------------|------------------|------------------|
| Revenue                  | -19%                  | 9 207            | 11 338           | 12 090           |
| Total operating profit * | -43%                  | 499              | 877              | 797              |
| Core operating profit ** | -39%                  | 502              | 826              | 809              |



\* Excl. fair value adjustments, impairment adjustments and amounts from associates

\*\* Core operating profit and margin adjusts total operating profit and margin by excluding pension fund adjustments, sale of subsidiary and sale of assets

# Material costs in H2 affected operating profit

|                                                                                                                                                  | Rm        |
|--------------------------------------------------------------------------------------------------------------------------------------------------|-----------|
| <b>Construction Materials:</b> Restructuring and rationalisation costs incurred to realise R28m p.a. savings through 30% capacity reduction      | 9         |
| <b>Construction:</b> Civil Engineering - Middle East                                                                                             | 57        |
| <ul style="list-style-type: none"> <li>Resources for progressive commercial &amp; financial close of Dubai legacy contracts</li> </ul>           | 7         |
| <ul style="list-style-type: none"> <li>Present Value of unchanged certified debt on previously reported cancelled contract</li> </ul>            | 13        |
| <ul style="list-style-type: none"> <li>Costs of successful corrective action on Jordanian pipeline contract</li> </ul>                           | 37        |
| <b>Manufacturing:</b> Steel - Provision for possible liquidation* of long-standing customer in BRI JV and excessive Fabrication production costs | 27        |
| <b>TOTAL</b>                                                                                                                                     | <b>93</b> |

\* Total group bad debts written off = 0,001% of group revenue; total group bad debt provisions = 0,1% of group revenue

# Income statement

| Rm                                                                    | F2011<br>vs.<br>F2010 | F2011<br>Audited | F2010<br>Audited | F2009<br>Audited |
|-----------------------------------------------------------------------|-----------------------|------------------|------------------|------------------|
| Revenue                                                               | -19%                  | 9 207            | 11 338           | 12 090           |
| Total operating profit                                                | -43%                  | 499              | 877              | 797              |
| Impairment of property, plant and equipment and goodwill <sup>^</sup> |                       | (551)            | (326)            | -                |

- Construction Materials quarries are all Gauteng based
- Impairment necessitated by worst market in decades and weaker forecasts
- Year-end assessment resulted in no further write-downs
- Markets stabilised but the recorded impairment was still warranted

<sup>^</sup> As announced at interim results

# Income statement

| Rm                                                                          | F2011<br>vs.<br>F2010 | <b>F2011<br/>Audited</b> | F2010<br>Audited | F2009<br>Audited |
|-----------------------------------------------------------------------------|-----------------------|--------------------------|------------------|------------------|
| <b>Revenue</b>                                                              | -19%                  | <b>9 207</b>             | 11 338           | 12 090           |
| <b>Total operating profit</b>                                               | -43%                  | <b>499</b>               | 877              | 797              |
| <b>Impairment of property, plant and equipment and goodwill<sup>^</sup></b> |                       | <b>(551)</b>             | (326)            | -                |

| <b>Carrying value of Construction Materials</b> | <b>Rm at acquisition</b> | <b>Rm after R877m in impairments<br/>(R326m 30/6/10 &amp; R551m 31/12/10)</b> |
|-------------------------------------------------|--------------------------|-------------------------------------------------------------------------------|
| Property, plant & equipment                     | 208                      | 288                                                                           |
| Intangibles (undeveloped mining resources)      | 1 052                    | 285                                                                           |
| Goodwill                                        | 25                       | -                                                                             |
| Cash                                            | 14                       | 16                                                                            |
| Net (liability)                                 | (256)                    | (109)                                                                         |
| <b>Net purchase price/carrying value</b>        | <b>1 043</b>             | <b>480</b>                                                                    |
| Cash                                            | (14)                     | -                                                                             |
| <b>Purchase price/carrying value</b>            | <b>1 029</b>             | <b>573 *</b>                                                                  |

<sup>^</sup> As announced at interim results \* Includes contract crushing services

# Income statement

| Rm                                                     | F2011<br>Audited | F2010<br>Audited | F2009<br>Audited |
|--------------------------------------------------------|------------------|------------------|------------------|
| Revenue                                                | 9 207            | 11 338           | 12 090           |
| Operating profit *                                     | 499              | 877              | 797              |
| Operating margin% *                                    | 5.4%             | 7.7%             | 6.6%             |
| Impairment of property, plant & equipment and goodwill | (551)            | (326)            | -                |
| Other income – net                                     | 50               | 15               | 16               |
| (Loss) / profit before interest and taxation           | (2)              | 566              | 813              |
| Finance income / (costs) – net                         | 18               | 28               | (31)             |
| Profit before taxation                                 | 16               | 594              | 782              |
| Effective tax rate %                                   | -                | 43%              | 29%              |
| (Loss) / profit from continuing operations             | (142)            | 336              | 557              |
| Loss from discontinued operations                      | (17)             | (22)             | (23)             |
| Net (loss) / income                                    | (159)            | 314              | 534              |

\* Excluding fair value adjustments, impairment adjustments and amounts from associates

# Cash flow

| Rm                      | F2011<br>Audited | F2010<br>Audited | F2009<br>Audited |
|-------------------------|------------------|------------------|------------------|
| Operating cash          | 756              | 1 133            | 1 125            |
| Working capital changes | (1 238)          | 58               | 685              |

|                             |          |       |
|-----------------------------|----------|-------|
| Trade and other payables    | ( 1 754) | (328) |
| Trade and other receivables | 273      | 254   |
| Contracts in progress       | 219      | (21)  |
| Inventories                 | 24       | 153   |
| Total change                | (1 238)  | 58    |

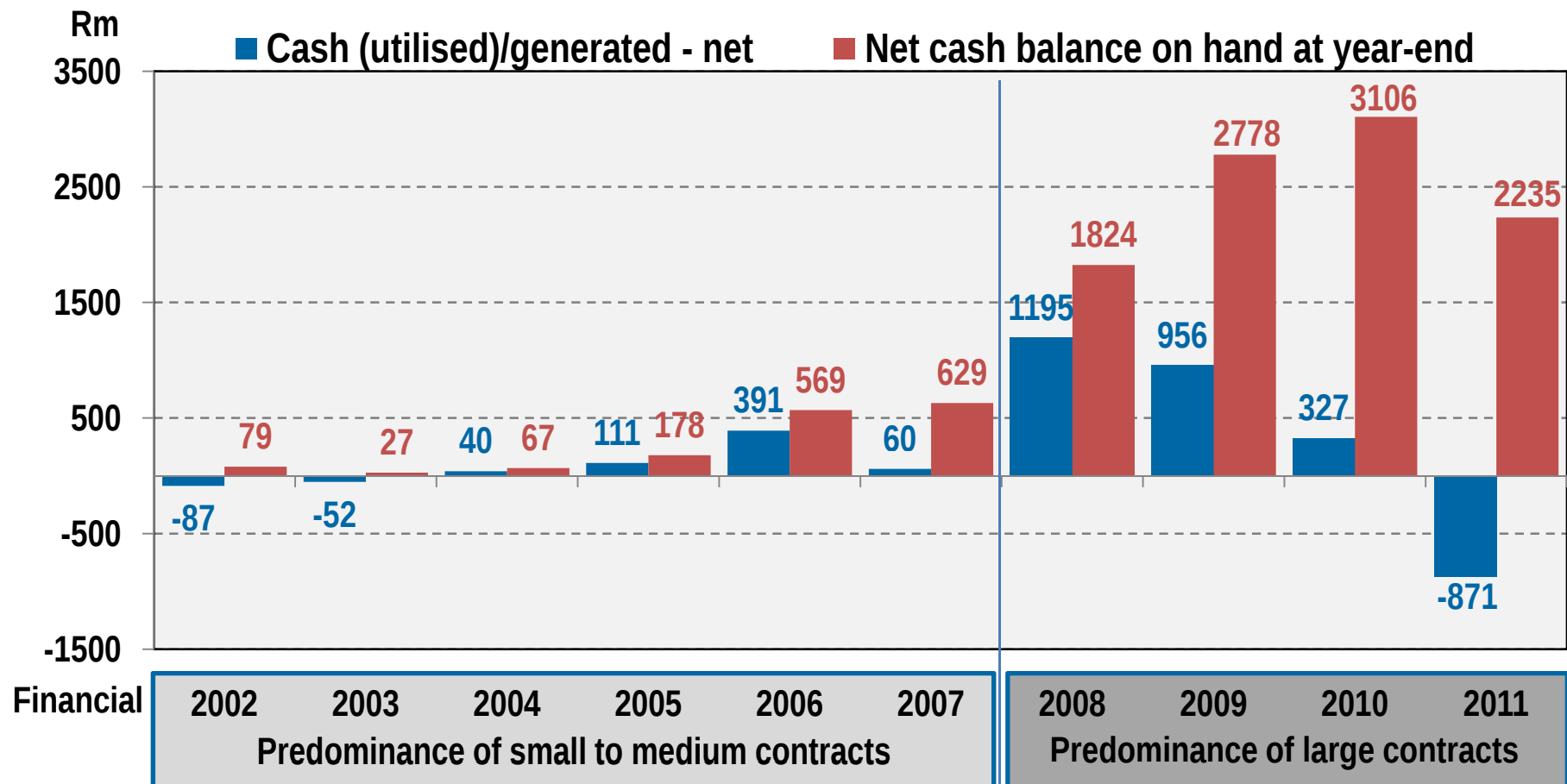
## Working capital

-  Working capital unwind as expected
  - Advanced payments, excess billings & contracts-in-progress
-  The majority of the unwind is as a result of contract completion and close out and finalisation of creditor accounts
-  However, no deterioration of working capital management

# Cash flow

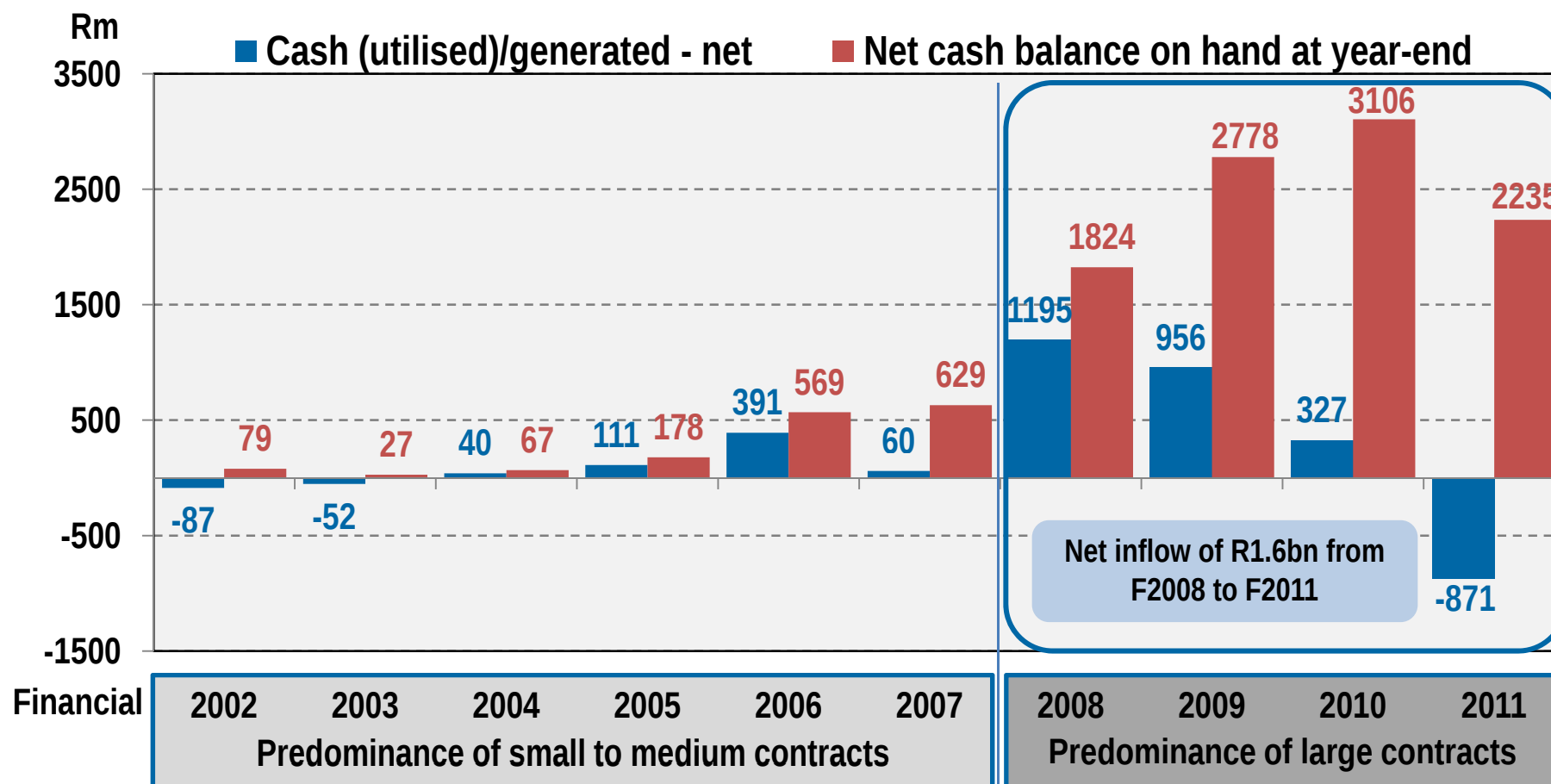
| Rm                                                        | F2011<br>Audited | F2010<br>Audited | F2009<br>Audited |
|-----------------------------------------------------------|------------------|------------------|------------------|
| Operating cash                                            | 756              | 1 133            | 1 125            |
| Working capital changes                                   | (1 238)          | 58               | 685              |
| Cash (utilised) / generated from operations               | (482)            | 1 191            | 1 810            |
| Finance income / (costs) – (net)                          | 18               | 28               | (31)             |
| Tax and dividends paid                                    | (376)            | (284)            | (222)            |
| Net cash (utilised) / generated from operating activities | (839)            | 935              | 1 557            |
| Fixed assets – (net)                                      | (49)             | (125)            | (213)            |
| Investments and financing – (net)                         | 25               | (445)            | (411)            |
| Cash generated from discontinued operations               | -                | -                | 32               |
| Effect of exchange rates on cash                          | (8)              | (37)             | (10)             |
| Movement in cash                                          | (871)            | 327              | 955              |
| Cash and cash equivalents on hand at end of year          | 2 235            | 3 106            | 2 778            |

# Cash flow



- Cash on hand is healthy in current environment
- Excess cash will be applied to future equity investments
- Cash on hand (before investments) unlikely to improve in F2012

# Cash flow



- Cash on hand is healthy in current environment
- Excess cash will be applied to future equity investments
- Cash on hand (before investments) unlikely to improve in F2012

# Capital expenditure

| Cluster - Rm                | Budget F2012 <sup>#</sup> | F2011            |        | Nature of F2011 spend % |             |                   | Actual F2010 |
|-----------------------------|---------------------------|------------------|--------|-------------------------|-------------|-------------------|--------------|
|                             |                           | Original Budget* | Actual | Expansion               | Replacement | Contract specific |              |
| Investments and Concessions | 36                        | 10               | 6      | 78%                     | 22%         | -                 | 10           |
| Manufacturing               | 25                        | 46               | 32     | 83%                     | 17%         | -                 | 23           |
| Construction Materials      | 21                        | 47               | 16     | -                       | 100%        | -                 | 42           |
| Construction                | 122                       | 107              | 96     | 27%                     | 9%          | 64%               | 135          |
| Total                       | 204                       | 210              | 150    | 38%                     | 21%         | 41%               | 210          |

Capex is strictly limited to essential expenditure, supported by acceptable returns

<sup>#</sup> Excludes contract-specific capex

<sup>\*</sup> Revised down from R210m to R182m at interim stage in F2011

# Key financial ratios

|                                                                                    | <b>F2011<br/>Audited</b> | F2010<br>Audited | F2009<br>Audited | <b>Targets</b>                          |
|------------------------------------------------------------------------------------|--------------------------|------------------|------------------|-----------------------------------------|
| <b>Net gearing – debt to equity ratio %</b>                                        | -                        | -                | -                | <b>maximum 33</b>                       |
| <b>Interest cover</b><br><i>(Net interest received in F2010 &amp; F2011)</i>       | -                        | -                | 26.4             | <b>10</b>                               |
| <b>Profit before working capital changes (Rm)</b>                                  | <b>756</b>               | 1 133            | 1 125            | <b>cash generative</b>                  |
| <b>Cash (utilised)/generated from operations (Rm)</b>                              | <b>(482)</b>             | 1 191            | 1 810            | <b>cash generative</b>                  |
| <b>Net (decrease) / increase in cash (Rm)</b>                                      | <b>(871)</b>             | 327              | 955              | <b>cash generative</b>                  |
| <b>Cash on hand at year end (Rm)</b>                                               | <b>2 235</b>             | 3 106            | 2 778            | <b>n/a</b>                              |
| <b>External guarantees unutilised (Rm)</b>                                         | <b>4 510</b>             | 5 991            | 3 220            | <b>Sufficient for tender</b>            |
| <b>Return on shareholders equity - %</b><br><i>(Before impairment adjustments)</i> | <b>11.8%</b>             | 21.8%            | 23.5%            | <b>15% - 20% medium<br/>– long term</b> |
| <b>Return on shareholders equity - %</b>                                           | <b>(9.4%)</b>            | 11.0%            | 23.5%            | <b>15% - 20% medium<br/>– long term</b> |

**Balance sheet healthy, with appropriate gearing & liquidity**

# BBBEE status

| 000's                 | Reported no.<br>of shares / weighted<br>avg shares in issue | Dilutory effect of<br>iLima shares | Weighted avg shares<br>in issue post return<br>by iLima |
|-----------------------|-------------------------------------------------------------|------------------------------------|---------------------------------------------------------|
| No of dilutive shares | 101 137                                                     | 1 930                              | 99 207                                                  |

 Judgement received in favour of the group for return of shares from iLima – held up by liquidation of iLima

 Amounts due to group by iLima unchanged from June 2010:

- R118m included in current assets
- Contingent liability of R54m (contract guarantees)
- All amounts will be set off against the return of the group's shares by iLima post share return
- Thus, no income statement impairment

 Use reported no. of shares in FDHEPS and FDEPS calculations until confirmation of iLima share cancellation

 *Group Five has been rated a Level 2 BBBEE contributor without iLima shareholding*

- Best in listed sector



segmental  
review  
and  
prospects

The information contained in this prospects section has not been reviewed or reported on by Group Five's auditors.

# Investments & Concessions

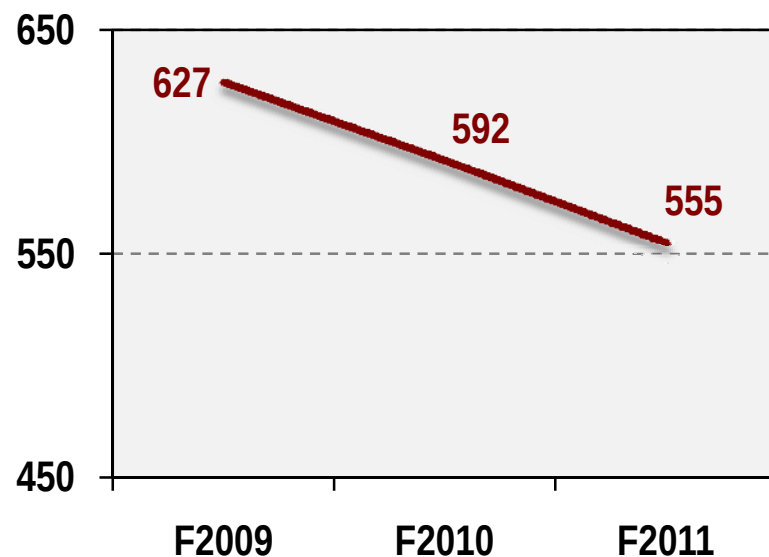
6%  
of group  
revenue

segmental review & prospects

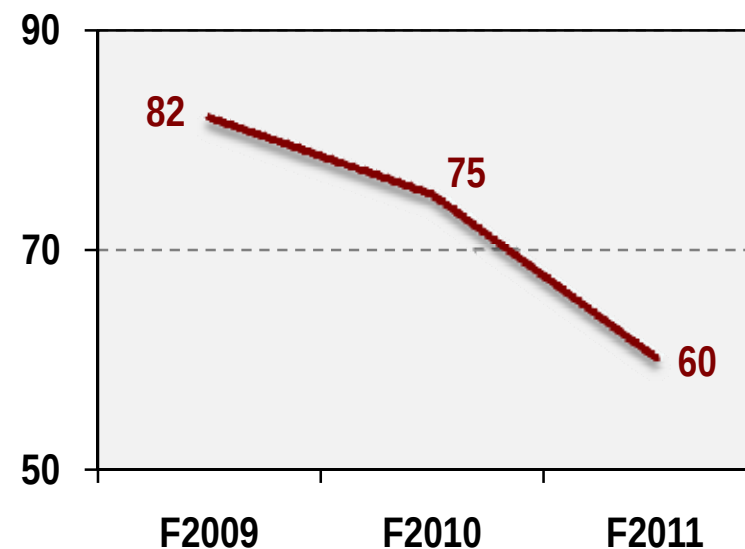
Investments and Concessions

Rm Revenue ↓ 6%\*

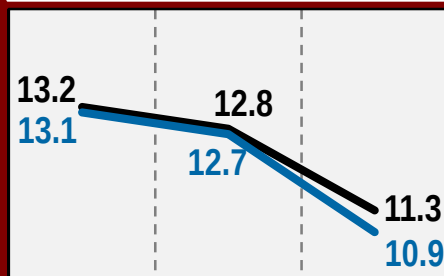
\* F2011 vs F2010



Rm Total Operating Profit (excl FVAs) ↓ 20%\*



## Investments and Concessions



F2009 F2010 F2011

■ Total  
operating  
margin %

■ Core  
operating  
margin %

# Investments & Concessions

6%  
of group  
revenue

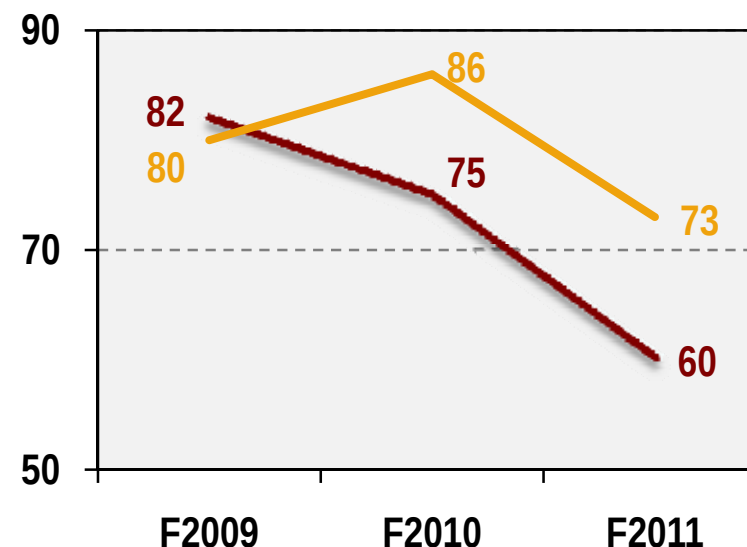
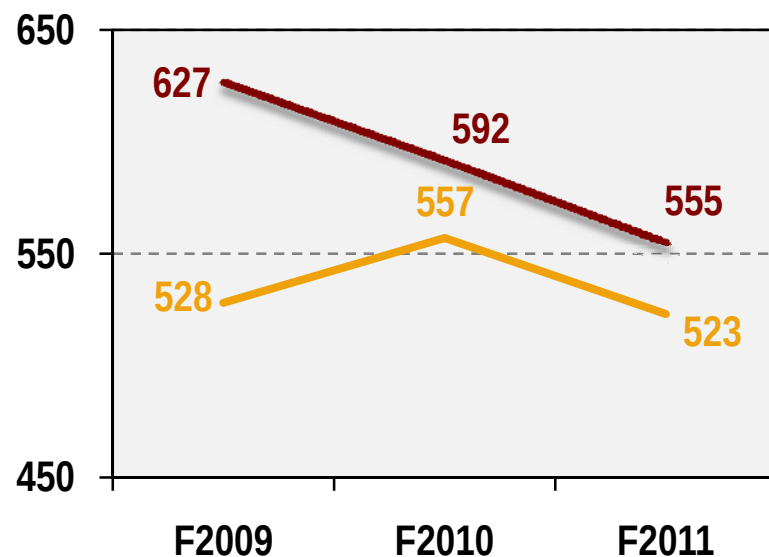
segmental review & prospects

Investments and Concessions

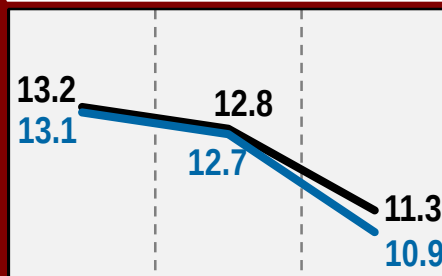
Rm Revenue ↓ 6%\*

Rm Total Operating Profit (excl FVAs) ↓ 20%\*

\* F2011 vs F2010

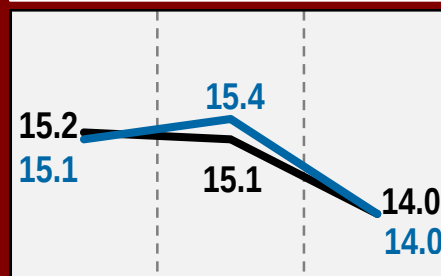


## Investments and Concessions



F2009 F2010 F2011

## Infrastructure Concessions



F2009 F2010 F2011

■ Total  
operating  
margin %  
■ Core  
operating  
margin %

# Investments & Concessions

6%  
of group  
revenue

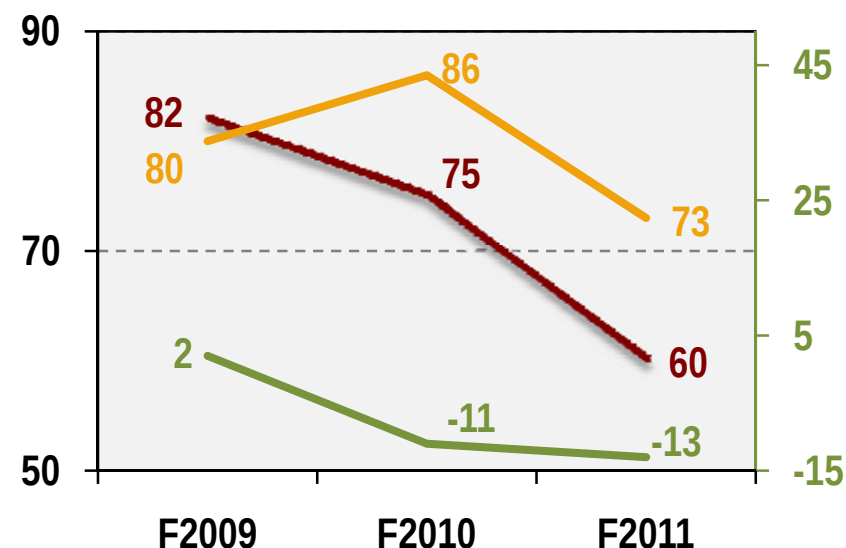
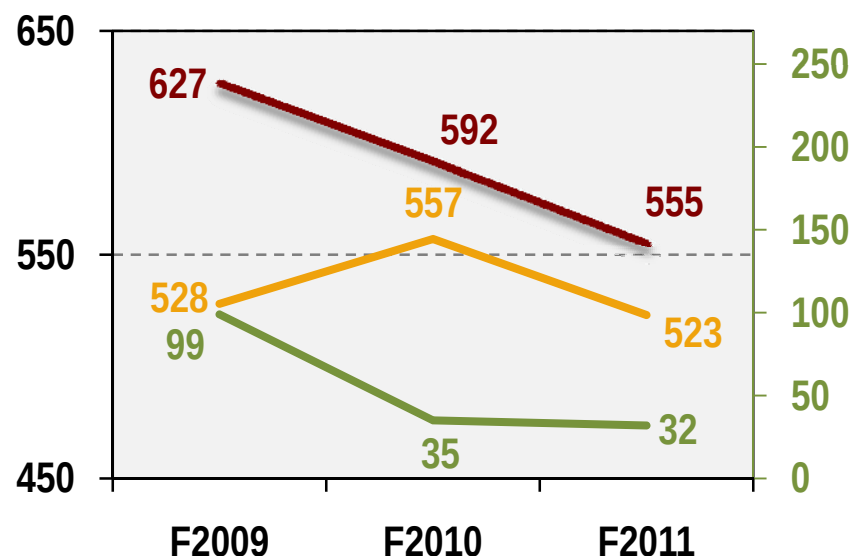
segmental review & prospects

Investments and Concessions

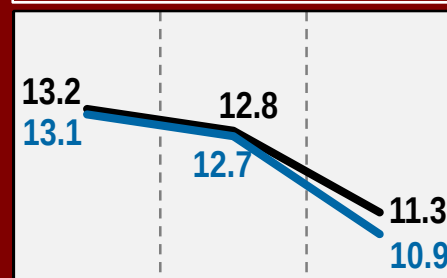
Rm Revenue ↓ 6%\*

Rm Total Operating Profit (excl FVAs) ↓ 20%\*

\* F2011 vs F2010

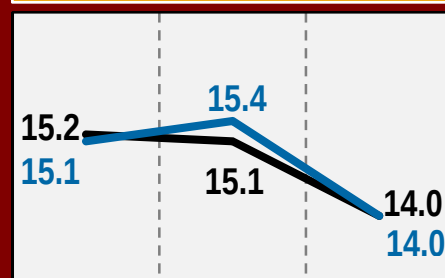


## Investments and Concessions



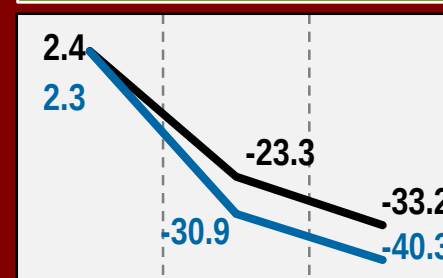
F2009 F2010 F2011

## Infrastructure Concessions



F2009 F2010 F2011

## Property Developments



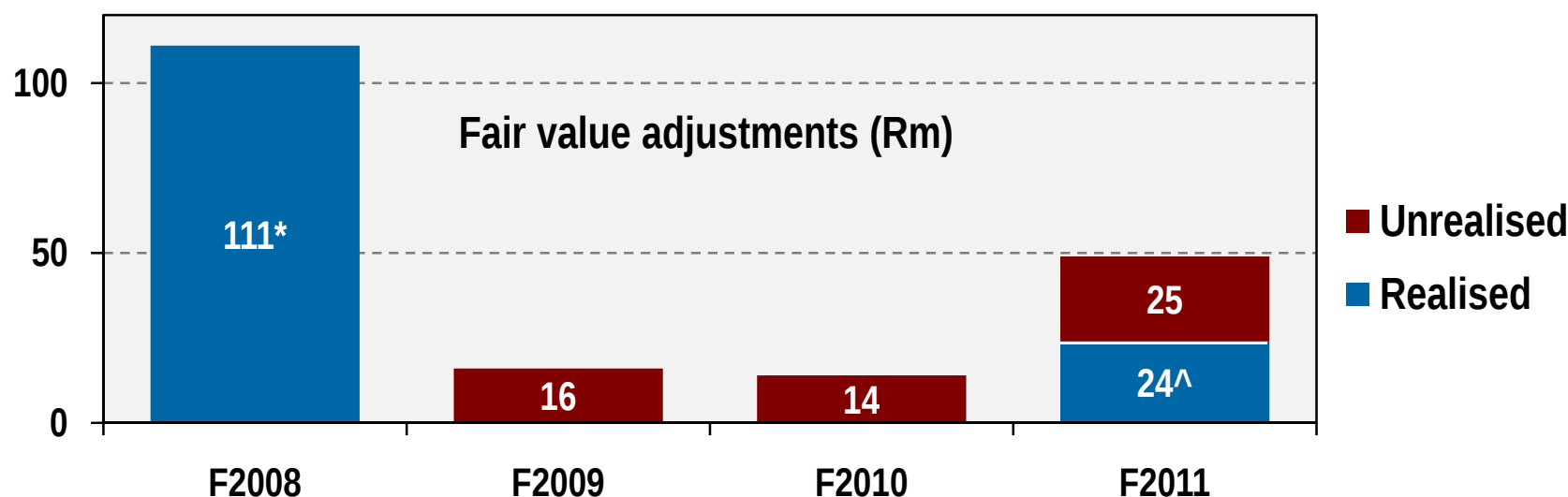
F2009 F2010 F2011

■ Total operating margin %  
■ Core operating margin %

# Period under review

Moderate decline in Infrastructure Concessions operating profit was a good performance under difficult market conditions

| Infrastructure Concessions                                                                                                                                                                                                                                                                                                                                    | Property Developments                                                                                                                                                                                                                                                                                        |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>• <b>Europe:</b> Tough markets <ul style="list-style-type: none"> <li>– No new projects</li> <li>– A1 Phase 2 ahead of schedule</li> </ul> </li> <li>• <b>Africa:</b> Improved trading <ul style="list-style-type: none"> <li>– Award of N2 North and N1 South</li> <li>– Extension on Magalies</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>• Progress on sale of remaining residential stock</li> <li>• Won management of SAPRO property portfolio for international developer</li> <li>• Structured Crystal park mixed housing project</li> <li>• Sold interest in Waterfall and 114 West profitably</li> </ul> |



\* R111m realised in cash through sale in Infrastructure Concessions

^R24m realised in cash through sale in PDS

# Prospects

## Market and prospects

### Infrastructure Concessions

- Improving project tender and award outlook – mainly Africa
- Recent tolling concession wins to trade in F2012

### Property Developments

- Focus on new sizeable developments in JHB & Cape Town
- Sell remaining residential portfolio

## Margin prospects

- 9% – 14% medium term margins, but not in short term

## Focus going forward

- Grow pull-through demand for Construction
- REFIT Tender – Kalahari Solar
- A1 Phase 2 Operations: 3Q F2012 (Poland)
- N1-N2 BAFO submitted end July

## Recent contract activity (since August 2010)

Zinara national roads (Zimbabwe);  
Preferred bidder on Tshwane Munitoria and Dept. Rural Development & Land Reform

# Manufacturing

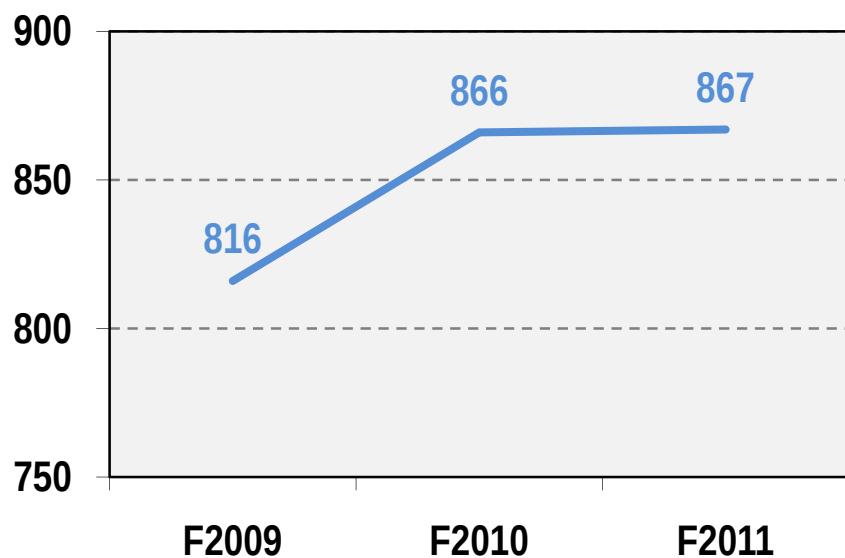
9%  
of group  
revenue

segmental review & prospects

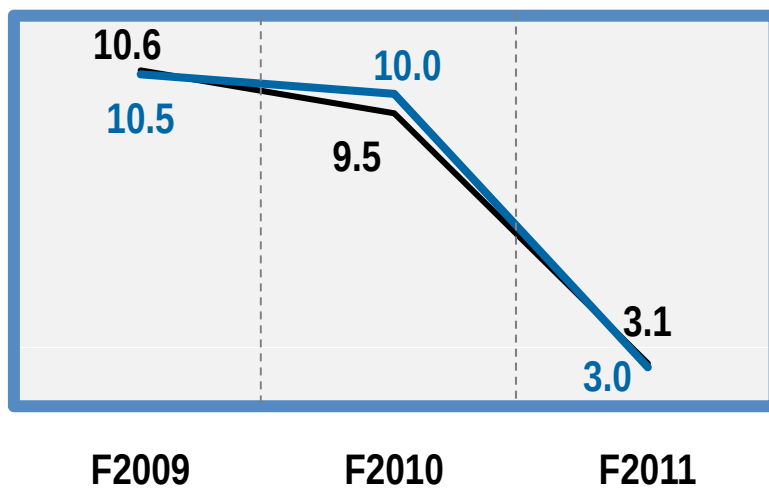
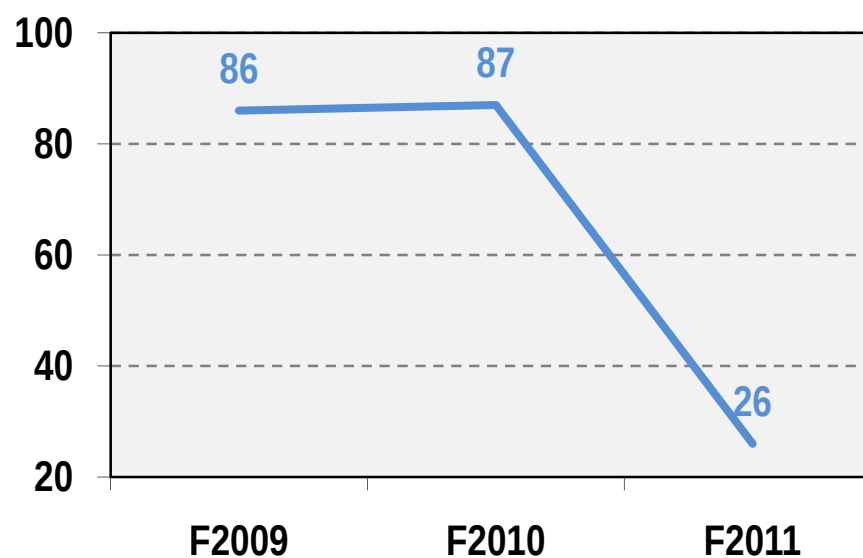
Manufacturing

Rm Revenue\* ➡

\* F2011 vs F2010



Rm Total Operating Profit ↘ 70%\*



■ Total operating margin %  
■ Core operating margin %

# Period under review and Prospects

Results affected by Steel: Provision for possible liquidation of long-standing customer in BRI JV and excessive Fabrication production costs

| Steel                                                                                                                                                                                                                                                                                                                                                                          | Fibre Cement                                                                                                                                                                                              |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"><li>• Market overcapacity continues to impact margins</li><li>• Significant once-off costs fully provided for</li></ul>                                                                                                                                                                                                                      | <ul style="list-style-type: none"><li>• Moderate earnings decline; product &amp; geographic expansion partially offset recessionary market</li></ul>                                                      |
| Market and prospects                                                                                                                                                                                                                                                                                                                                                           | Margin prospects                                                                                                                                                                                          |
| <ul style="list-style-type: none"><li>• <b>Everite:</b> Market flat; slow recovery based on product &amp; factory improvements &amp; export growth</li><li>• <b>ABT*:</b> Expanding market as business evolves into permanent building &amp; housing structures</li><li>• <b>Steel:</b> Product range expansion</li><li>• <b>Pipe:</b> Water projects awards delayed</li></ul> | <ul style="list-style-type: none"><li>• Short term range reduced to 5-7%</li></ul>                                                                                                                        |
| Focus going forward                                                                                                                                                                                                                                                                                                                                                            |                                                                                                                                                                                                           |
| <ul style="list-style-type: none"><li>• Drive Everite/ ABT African export strategy</li><li>• New roofing product launch</li></ul>                                                                                                                                                                                                                                              | <ul style="list-style-type: none"><li>• Corrective action in Steel</li><li>• Commission new steel mesh line<ul style="list-style-type: none"><li>– under-served, higher-margin market</li></ul></li></ul> |

\* Advanced Building Technologies – modular housing systems

# Construction Materials

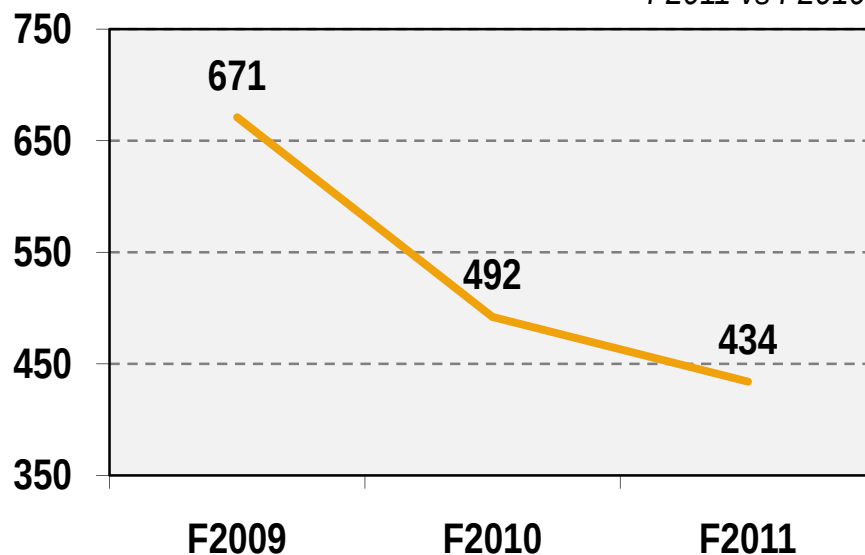
5%  
of group  
revenue

segmental review & prospects

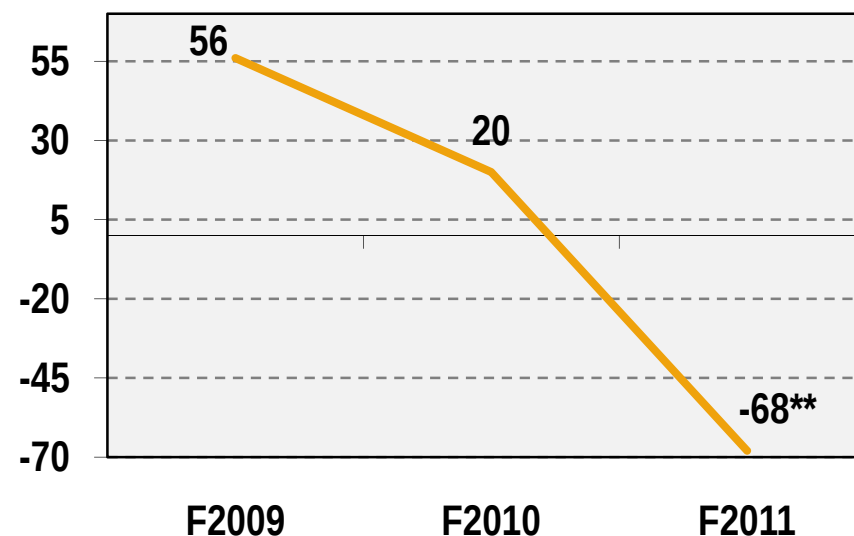
Construction Materials

Rm Revenue ↓ 12%\*

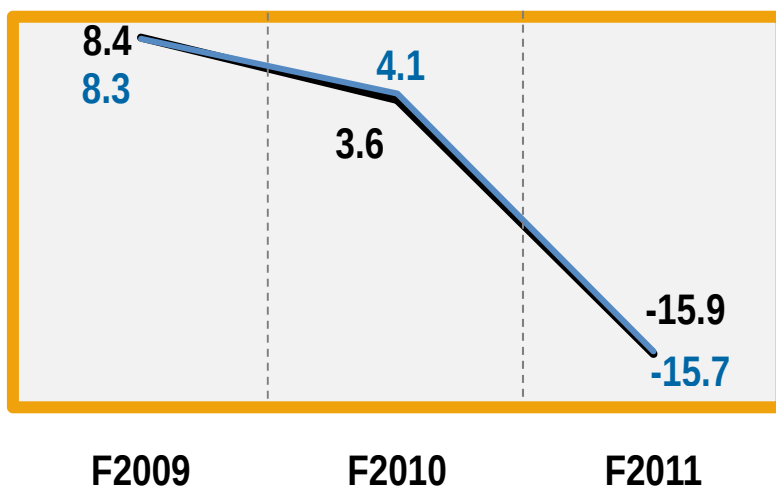
\* F2011 vs F2010



Rm Total Operating Profit ↓ 438%\*



\*\* Includes R9m in restructuring and rationalisation costs



■ Total operating margin %

■ Core operating margin %

# Construction Materials

## Corrective actions achieved – aggregates and sand quarries

### Reduced overall operating cost & break-even points

- Consolidated & relocated multiple offices to reduce overheads & operating costs
- Plant and production lines consolidated to balance output to demand

### Improved returns and plant uptime by Q4 F2011 – greater output at reduced cost

- H2 operational loss (excl. restructuring costs) reduced by 21% over H1

# Period under review and Prospects

Construction Materials

## Trading conditions continue to hamper recovery

| Mining Crushing                                                                                                                                                                                                                                                                                                                                                                                | Readymix Cement and Extenders                                                               |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>• Margins under pressure due to new entrants</li> <li>• Completion of some contracts</li> </ul>                                                                                                                                                                                                                                                         | <ul style="list-style-type: none"> <li>• Excess market supply undermined margins</li> </ul> |
| Sand and Aggregates                                                                                                                                                                                                                                                                                                                                                                            |                                                                                             |
| <ul style="list-style-type: none"> <li>• Volumes appear to have stabilised at the bottom of the downturn</li> <li>• 30% of plant capacity removed/mothballed to address reduced market</li> </ul>                                                                                                                                                                                              |                                                                                             |
| Market and prospects                                                                                                                                                                                                                                                                                                                                                                           | Margin prospects                                                                            |
| <ul style="list-style-type: none"> <li>• Early signs of market recovery</li> <li>• Pricing seems to be stabilising</li> </ul>                                                                                                                                                                                                                                                                  | <ul style="list-style-type: none"> <li>• Return to PBIT over next 12-18 months</li> </ul>   |
| Focus going forward                                                                                                                                                                                                                                                                                                                                                                            |                                                                                             |
| <ul style="list-style-type: none"> <li>• Cash preservation, plant efficiencies &amp; structuring for current conditions</li> <li>• New clients identified for mining crushing services</li> <li>• Continue to reduce gearing and interest – lean positioning for the next upturn</li> <li>• Participation in dump rock processing market to mitigate effect of low cost competition</li> </ul> |                                                                                             |

# Construction

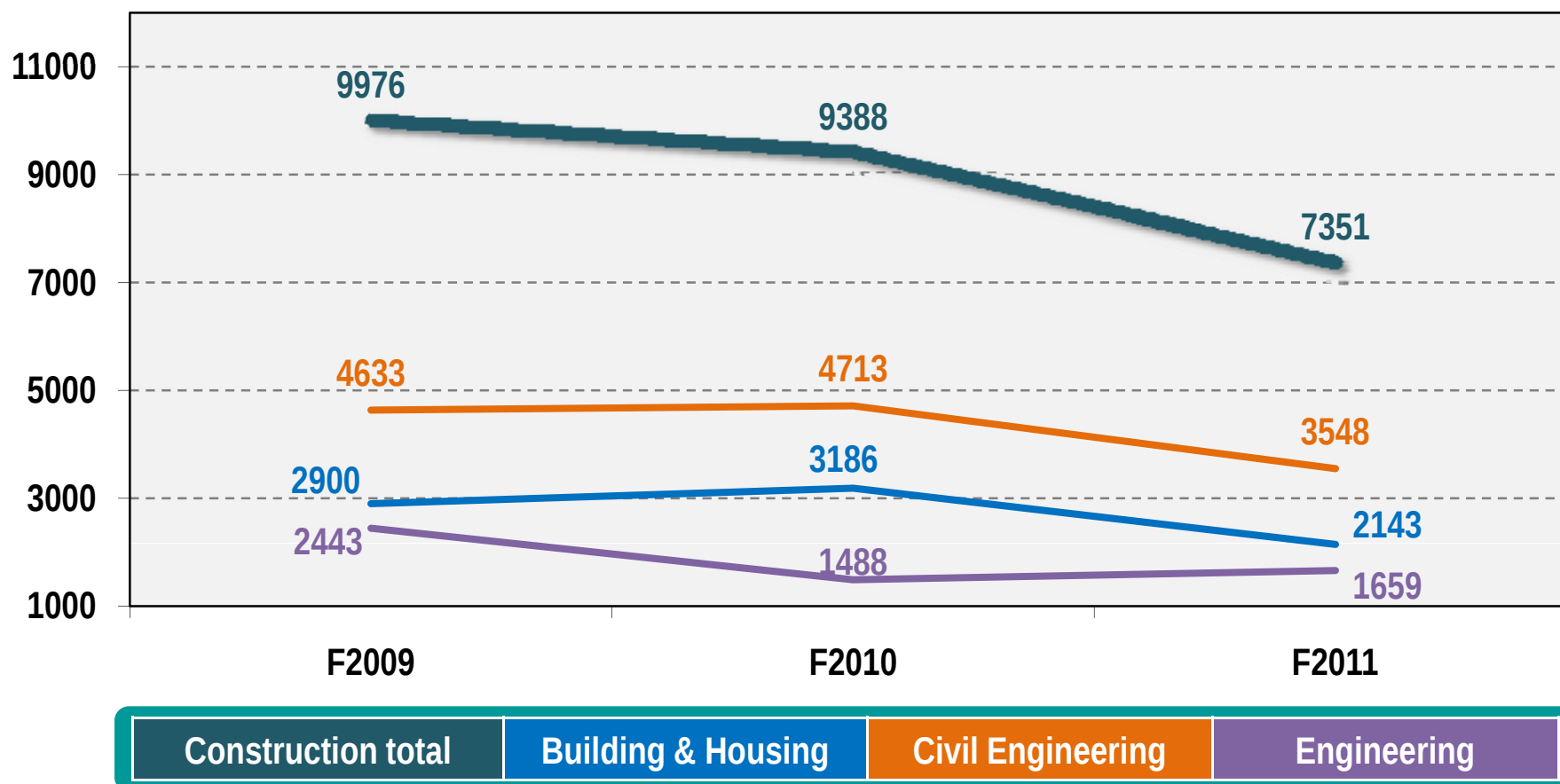
80%  
of group  
revenue

segmental review & prospects

Construction

Rm Revenue ↘ 22%\*

\* F2011 vs F2010



**NOTE:** E+C retained as part of Engineering in F2011

# Construction

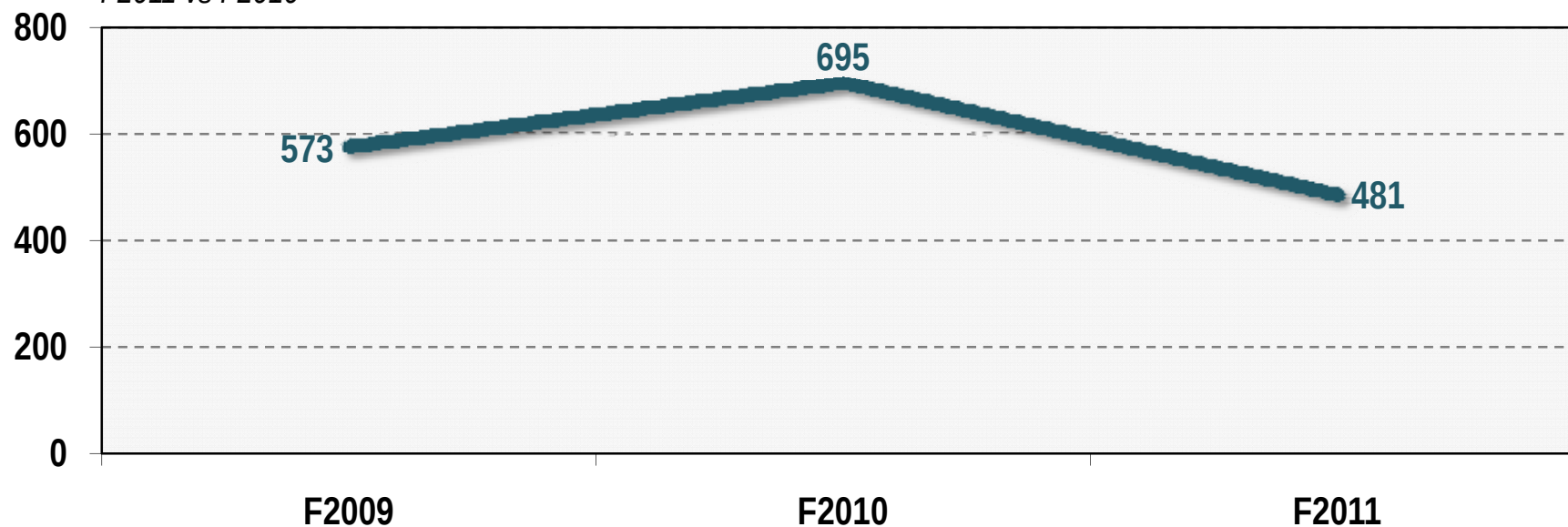
80%  
of group  
revenue

segmental review & prospects

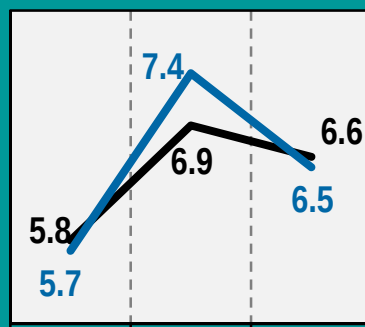
Construction

Rm Total Operating Profit ↓ 31%\*

\* F2011 vs F2010



## Construction total



Total  
operating  
margin %

Core  
operating  
margin %

F2009 F2010 F2011

# Construction

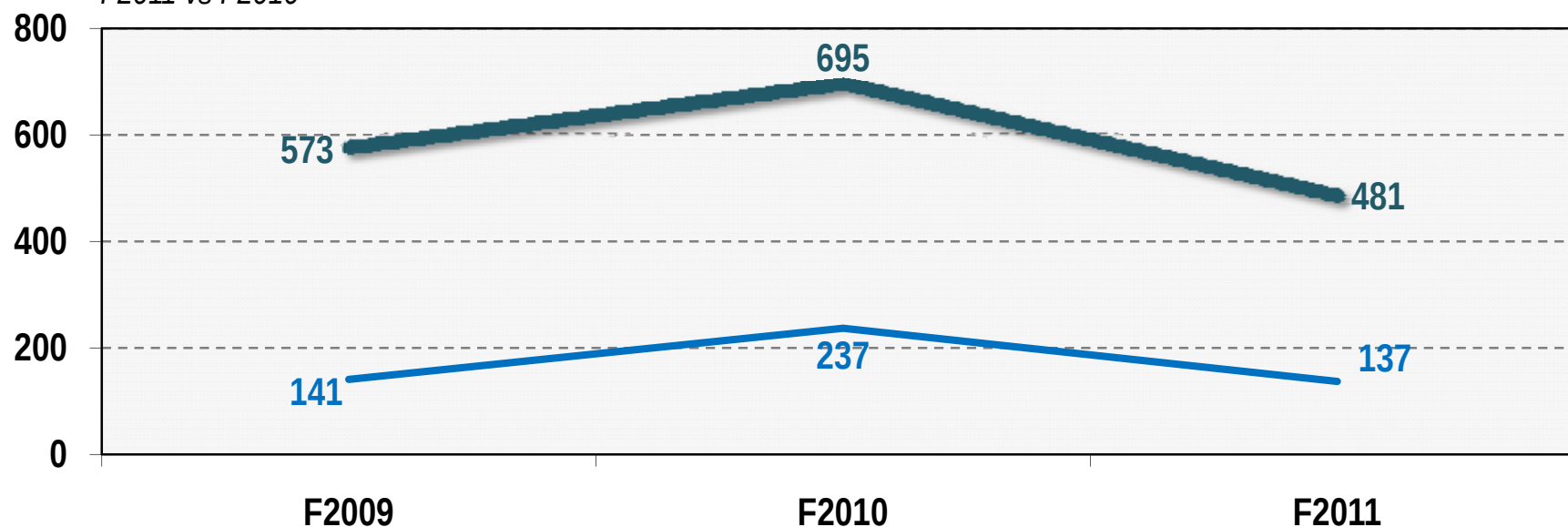
80%  
of group  
revenue

segmental review & prospects

Construction

Rm Total Operating Profit ↘ 31%\*

\* F2011 vs F2010



Construction total

Building & Housing



■ Total  
operating  
margin %

■ Core  
operating  
margin %

# Construction

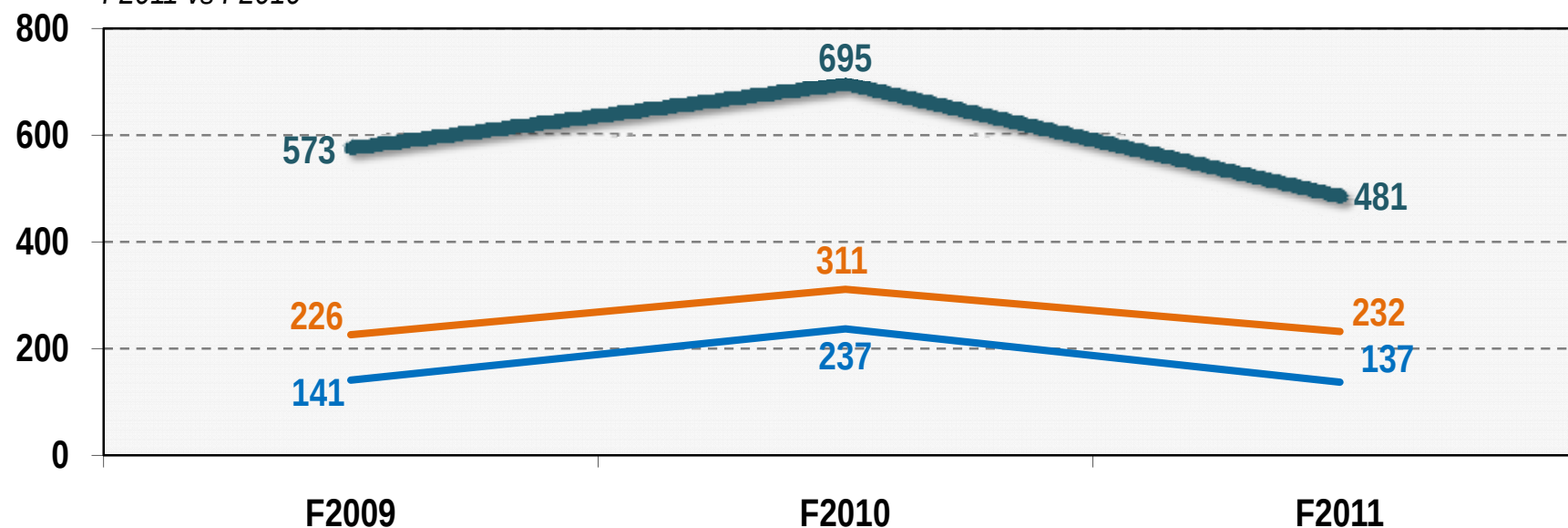
80%  
of group  
revenue

segmental review & prospects

Construction

Rm Total Operating Profit ↓ 31%\*

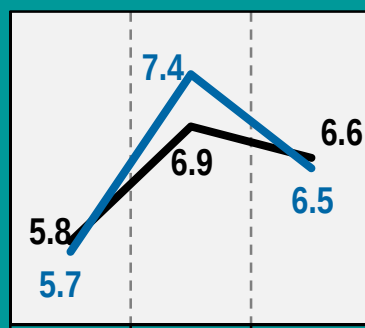
\* F2011 vs F2010



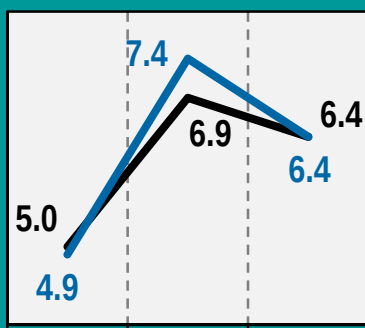
Construction total

Building & Housing

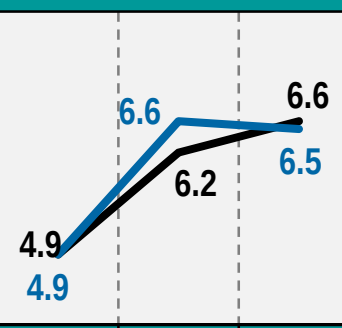
Civil Engineering



F2009 F2010 F2011



F2009 F2010 F2011



F2009 F2010 F2011

■ Total  
operating  
margin %

■ Core  
operating  
margin %

# Construction

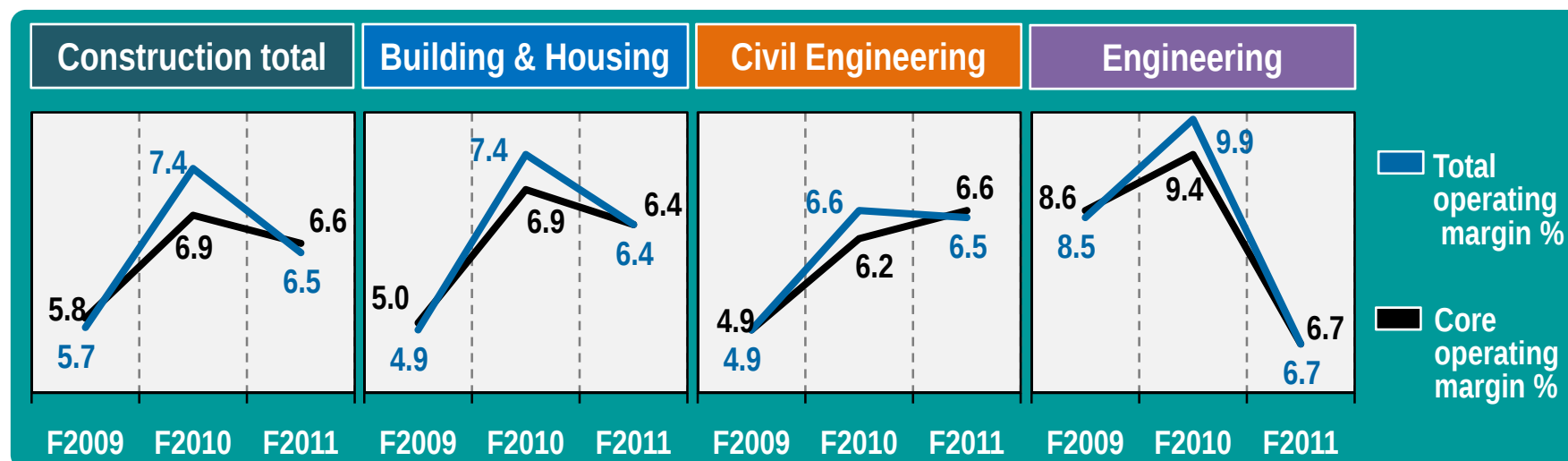
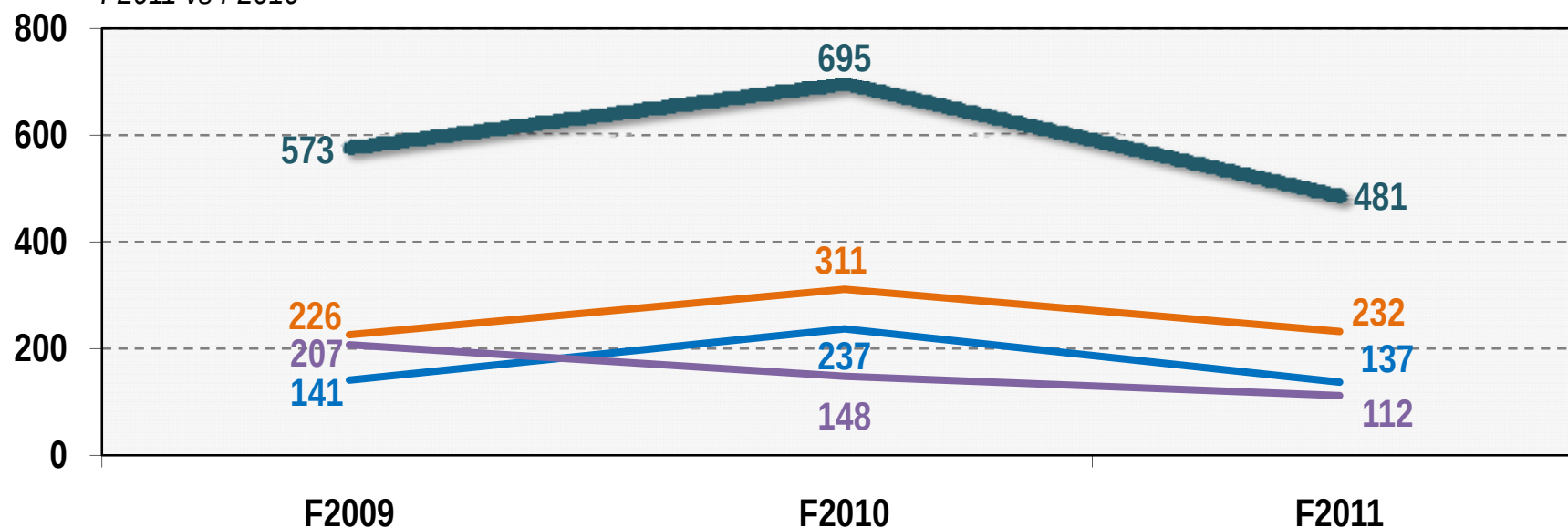
80%  
of group  
revenue

segmental review & prospects

Construction

Rm Total Operating Profit ↘ 31%\*

\* F2011 vs F2010



# Period under review - Construction

Construction

Extremely competitive SA margins mitigated somewhat by over-border work in Africa & completion of large projects

## Building and Housing

- Domestic market remains under pressure
- Strong margins due to over-border projects at improved returns
- Tail-end of large projects

## Civil Engineering

- Domestic pricing still in decline
- Good margins from good execution
- Dubai contracts resolution progressing

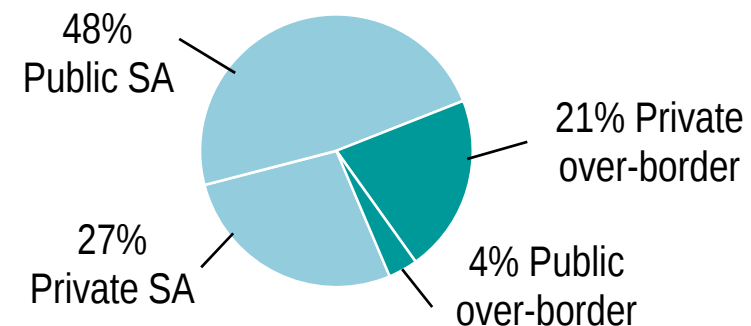
## Engineering

- Operating margin down due to effect of lower-margin SA work
- Commodity boom driving mining market recovery in Africa and SA
- SA renewable (REFIT) & captive power prospects fuelling power and energy market activity
- E+C business established, with prospects for projects in power and oil & gas sectors

# Prospects by segment

| Building and Housing                                                                                                                                                                                                                                                               |                                                                                                                                    |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------|
| Market and prospects                                                                                                                                                                                                                                                               | Margin prospects                                                                                                                   |
| <ul style="list-style-type: none"> <li>Achieving financial close on 2 major PPP building projects (preferred bidder)</li> <li>Generate further opportunities on Waterfall Development</li> <li>Increased housing order book from both the affordable markets and mining</li> </ul> | <ul style="list-style-type: none"> <li>Margin range reduced to 3 – 5%</li> <li>Short term at the lower end of the range</li> </ul> |
| Focus going forward                                                                                                                                                                                                                                                                |                                                                                                                                    |
| <ul style="list-style-type: none"> <li>Capitalising on established African expertise</li> <li>Bid strategy through value add offering, not price</li> <li>Crystal Park housing project – potential 5 000 units – not included in order book</li> </ul>                             |                                                                                                                                    |

| R3 071m order book |             |
|--------------------|-------------|
| 75%                | 25%         |
| SA                 | over-border |



# Prospects by segment

## Civil Engineering

### Market and prospects

- Refocus on Africa
- Active SA public sector - SANRAL, Eskom, Transnet & TCTA\*
- Project awards and timing uncertain
  - Mining recovering, but awards scarce; industrial quiet; oil & gas active
  - Middle East awards are still slow

### Margin prospects

Margin range  
reduced to 4 – 6%

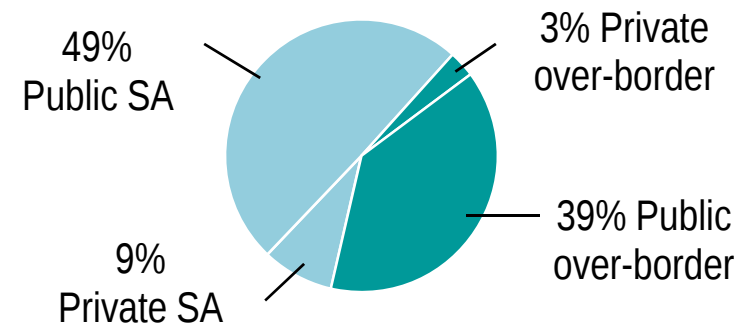
### Focus going forward

- Replenish order book in transport, power and water in SADC region
- Re-build mining business in rest of Africa
- Progress contracts & continued debt recovery in Middle East

### R3 686m order book

58%  
SA

42%  
Over-border



\* Trans Caledon Tunnel Authority

# Prospects by segment

## Engineering

### Market and prospects

- Mining recovering, but bidding competitive
  - Turnkey mining projects increasing in Africa
- Oil & gas sector prospects have increased both in SA & Africa
- Power-related order book increasing, with recent wins

### Margin prospects

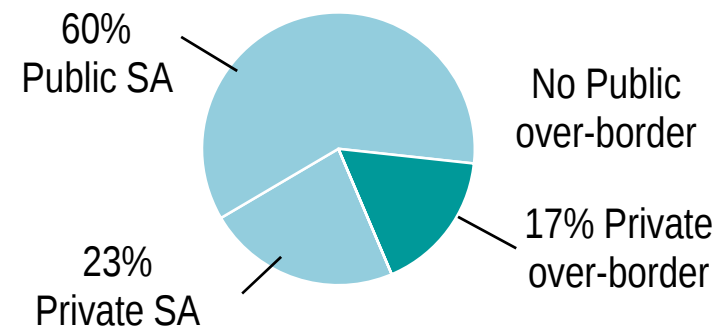
Margin range: 5 – 8%

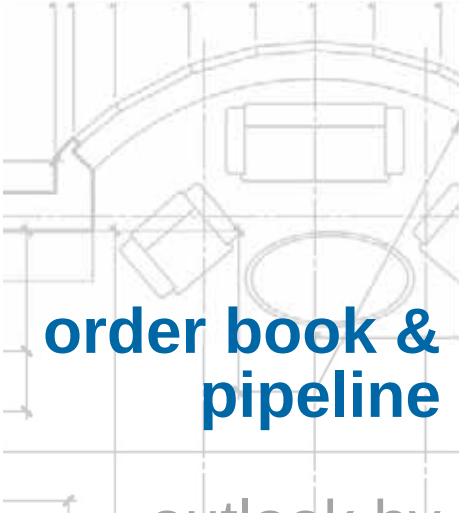
### Focus going forward

- Rebuilding order book in African mining - key focus on multi-disciplinary offering
- Capacity building for longer term projects in thermal, oil and gas, nuclear and renewables
- SA renewable (REFIT) tenders issued; preferred bidders to be announced this year

### R2 055m order book

|     |             |
|-----|-------------|
| 83% | 17%         |
| SA  | over-border |





**order book &  
pipeline**

outlook by  
sector  
& geography

summary

group  
prospects

The information contained in this prospects section has not been reviewed or reported on by Group Five's auditors.

# Secured Construction order book

| Rm                   | Actual revenue |              |              | Order book                 |              |
|----------------------|----------------|--------------|--------------|----------------------------|--------------|
|                      | F2009          | F2010        | F2011        | 1-year rolling to Jun 2012 | Total book   |
| Building and Housing | 2 900          | 3 186        | 2 143        | 2 105                      | 3 071        |
| Civil Engineering    | 4 633          | 4 713        | 3 548        | 2 459                      | 3 686        |
| Engineering          | 2 443          | 1 488        | 1 659        | 1 383                      | 2 055        |
| <b>Total</b>         | <b>9 976</b>   | <b>9 387</b> | <b>7 350</b> | <b>5 947</b>               | <b>8 812</b> |

**Note:** No's incl. only Group Five's portion of fully secured construction work\*

F2012 starts with 81% of F2011 Construction revenue secured

 Total order book at 95% of that reported in Feb 2011

 Order book lower because of strategy of placing margin and cash preservation ahead of volume

\* Independently assured by PWC

# Multi-year target opportunity pipeline

| By sector (Rbn)        | Total as at August 2011: R134bn |           |           |
|------------------------|---------------------------------|-----------|-----------|
|                        | International split             |           |           |
|                        | Total                           | Private   | Public    |
| Mining                 | 15                              | 15        | -         |
| Industrial             | 1                               | 1         | -         |
| Power                  | 12                              | 12        | -         |
| Oil & gas              | -                               | -         | -         |
| Water & environment    | 8                               | 2         | 6         |
| Real estate – Building | 8                               | 5         | 3         |
| Real estate – Housing  | 2                               | 2         | -         |
| Transport              | 9                               | 2         | 7         |
| <b>TOTAL</b>           | <b>55</b>                       | <b>39</b> | <b>16</b> |

Rest of Africa: R48,1bn

Middle East: R4,9bn

Note: 1. These are the projects targeted by the group – not the group's Construction order book  
 2. New projects are being added all the time and others removed

# Multi-year target opportunity pipeline

| Total as at August 2011: R134bn |                     |           |           |             |           |           |
|---------------------------------|---------------------|-----------|-----------|-------------|-----------|-----------|
| By sector (Rbn)                 | International split |           |           | Local split |           |           |
|                                 | Total               | Private   | Public    | Total       | Private   | Public    |
| Mining                          | 15                  | 15        | -         | 2           | 2         | -         |
| Industrial                      | 1                   | 1         | -         | 1           | 1         | -         |
| Power                           | 12                  | 12        | -         | 25          | 17        | 8         |
| Oil & gas                       | -                   | -         | -         | 2           | 1         | 1         |
| Water & environment             | 8                   | 2         | 6         | 2           | -         | 2         |
| Real estate – Building          | 8                   | 5         | 3         | 28          | 19        | 9         |
| Real estate – Housing           | 2                   | 2         | -         | 6           | 3         | 3         |
| Transport                       | 9                   | 2         | 7         | 13          | -         | 13        |
| <b>TOTAL</b>                    | <b>55</b>           | <b>39</b> | <b>16</b> | <b>79</b>   | <b>43</b> | <b>36</b> |

Rest of Africa: R48,1bn

Middle East: R4,9bn

Note: 1. These are the projects targeted by the group – not the group's Construction order book  
 2. New projects are being added all the time and others removed

# Multi-year target opportunity pipeline

| Total as at August 2011: R134bn |                     |           |           |             |           |           |            |
|---------------------------------|---------------------|-----------|-----------|-------------|-----------|-----------|------------|
| By sector (Rbn)                 | International split |           |           | Local split |           |           | TOTAL      |
|                                 | Total               | Private   | Public    | Total       | Private   | Public    |            |
| Mining                          | 15                  | 15        | -         | 2           | 2         | -         | 17         |
| Industrial                      | 1                   | 1         | -         | 1           | 1         | -         | 2          |
| Power                           | 12                  | 12        | -         | 25          | 17        | 8         | 37         |
| Oil & gas                       | -                   | -         | -         | 2           | 1         | 1         | 2          |
| Water & environment             | 8                   | 2         | 6         | 2           | -         | 2         | 10         |
| Real estate – Building          | 8                   | 5         | 3         | 28          | 19        | 9         | 36         |
| Real estate – Housing           | 2                   | 2         | -         | 6           | 3         | 3         | 8          |
| Transport                       | 9                   | 2         | 7         | 13          | -         | 13        | 22         |
| <b>TOTAL</b>                    | <b>55</b>           | <b>39</b> | <b>16</b> | <b>79</b>   | <b>43</b> | <b>36</b> | <b>134</b> |

Rest of Africa: R48,1bn

Middle East: R4,9bn

 Of this R134bn pipeline, the group is focusing on ±R20bn close to award stage

 Profile demonstrates reduction in reliance on SA public sector

Note: 1. These are the projects targeted by the group – not the group's Construction order book  
2. New projects are being added all the time and others removed

# Multi-year target opportunity pipeline

| Total as at August 2011: R134bn |                     |           |           |             |           |           |            |
|---------------------------------|---------------------|-----------|-----------|-------------|-----------|-----------|------------|
| By sector (Rbn)                 | International split |           |           | Local split |           |           | TOTAL      |
|                                 | Total               | Private   | Public    | Total       | Private   | Public    |            |
| Mining                          | 15                  | 15        | -         | 2           | 2         | -         | 17         |
| Industrial                      | 1                   | 1         | -         | 1           | 1         | -         | 2          |
| Power                           | 12                  | 12        | -         | 25          | 17        | 8         | 37         |
| Oil & gas                       | -                   | -         | -         | 2           | 1         | 1         | 2          |
| Water & environment             | 8                   | 2         | 6         | 2           | -         | 2         | 10         |
| Real estate – Building          | 8                   | 5         | 3         | 28          | 19        | 9         | 36         |
| Real estate – Housing           | 2                   | 2         | -         | 6           | 3         | 3         | 8          |
| Transport                       | 9                   | 2         | 7         | 13          | -         | 13        | 22         |
| <b>TOTAL</b>                    | <b>55</b>           | <b>39</b> | <b>16</b> | <b>79</b>   | <b>43</b> | <b>36</b> | <b>134</b> |

Rest of Africa: R48,1bn

Middle East: R4,9bn

64% of group awards during the year came from the pipeline demonstrated in Aug 2010

 Of this R134bn pipeline, the group is focusing on ±R20bn close to award stage

 Profile demonstrates reduction in reliance on SA public sector

Note: 1. These are the projects targeted by the group – not the group's Construction order book  
2. New projects are being added all the time and others removed



order book &  
pipeline

**outlook by  
sector &  
geography**

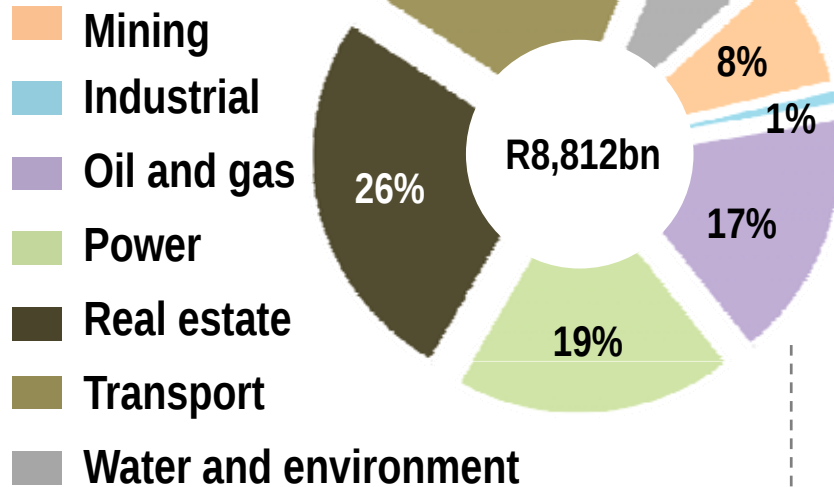
summary

group  
prospects

The information contained in this prospects section has not been reviewed or reported on by Group Five's auditors.

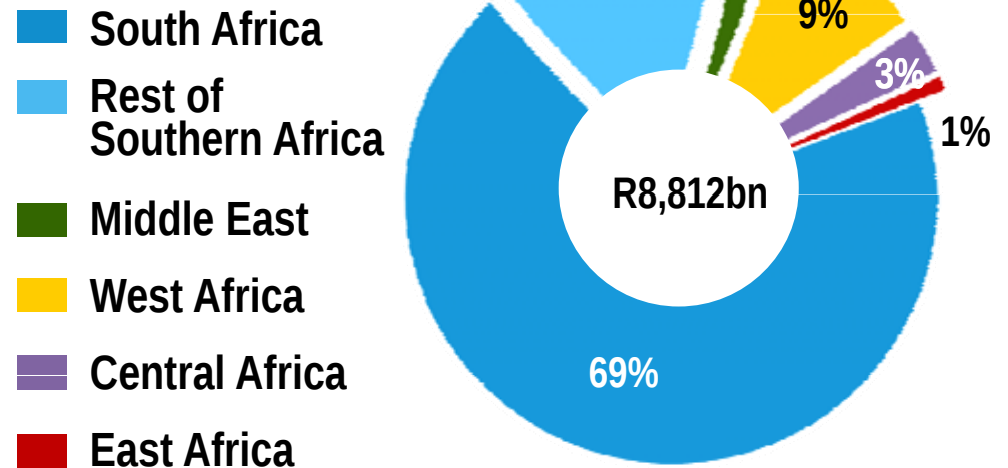
# Secured total Construction order book

## By sector



Group increasingly focused  
on 7 sectors

## By geography



Order book moved from  
24% to 30% over-border y-o-y

# Outlook by sector

|                     | Public sector                                                                                                                                                                                            | Private sector                                                                                                                                                                                                             |
|---------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Overview            | <ul style="list-style-type: none"> <li>• <b>SA:</b> SOEs active: general government not spending much</li> <li>• Some PPP awards pending*</li> <li>• <b>Over-border:</b> Growing pipeline</li> </ul>     | <ul style="list-style-type: none"> <li>• <b>SA:</b> Low activity levels but improving</li> <li>• <b>Over-border:</b> Large contribution to group – mainly mining</li> </ul>                                                |
| Power               | <ul style="list-style-type: none"> <li>• <b>SA:</b> <ul style="list-style-type: none"> <li>– Eskom active</li> <li>– Renewable tenders issued</li> <li>– Thermal IPPs progressing</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>• <b>SA:</b> Industrial &amp; mining power awards received; more projects under development</li> <li>• <b>Over-border:</b> Projects across Africa taking time to develop</li> </ul> |
| Oil & gas           | <ul style="list-style-type: none"> <li>• Weaker for new projects</li> </ul>                                                                                                                              | <p><b>SA &amp; over-border:</b></p> <ul style="list-style-type: none"> <li>• Backlog of plant shutdowns &amp; upgrades</li> </ul>                                                                                          |
| Water & environment | <ul style="list-style-type: none"> <li>• <b>SA:</b> Some activity, but timing of awards uncertain</li> </ul>                                                                                             |                                                                                                                                                                                                                            |

\* Detail in appendix 4

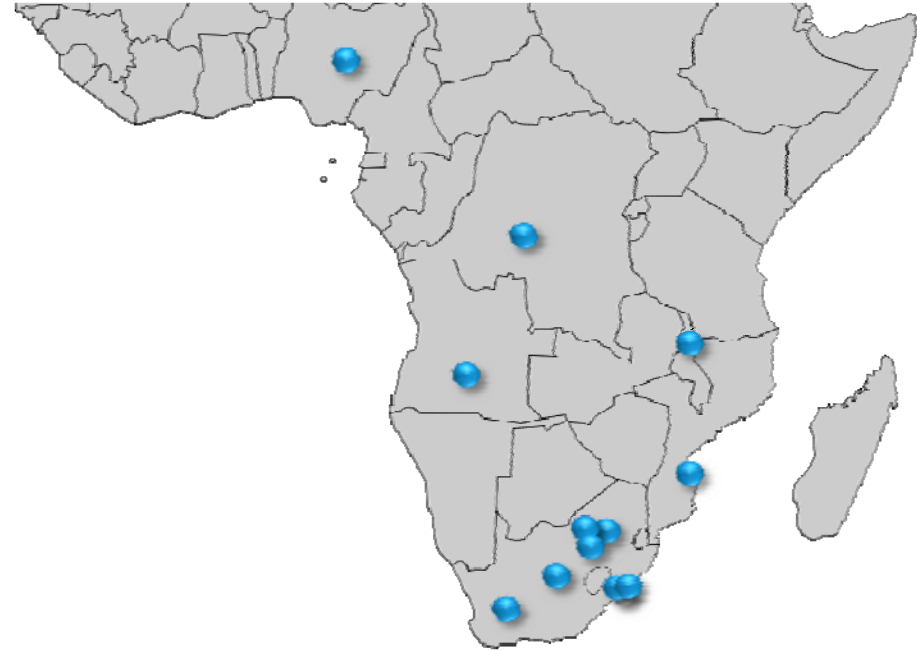
# Outlook by sector (contd)

|                                                            | Public sector                                                                                                                                                                                                                                                                                                                                                       | Private sector                                                                                                                                                                                                                                                                                                                                                  |
|------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Real estate</b>                                         | <ul style="list-style-type: none"> <li>• <b>SA:</b> <ul style="list-style-type: none"> <li>- More activity expected in PPPs in healthcare &amp; government buildings-</li> <li>- Timing of human settlements roll-out still uncertain</li> </ul> </li> </ul>                                                                                                        | <ul style="list-style-type: none"> <li>• <b>SA:</b> <ul style="list-style-type: none"> <li>- Bidding activity increasing slightly, but pricing still unattractive</li> <li>- Some PPP awards pending</li> <li>- Waterfall &amp; affordable housing</li> </ul> </li> <li>• <b>Over-border:</b> Expanding commercial retail &amp; housing construction</li> </ul> |
| <b>Transport</b><br><i>(Public sector only)</i>            | <ul style="list-style-type: none"> <li>• <b>SA:</b> - SANRAL active but pricing very competitive <ul style="list-style-type: none"> <li>- Transnet rail &amp; port extensions</li> </ul> </li> <li>• <b>Over-border:</b> Focus on southern African road network, concessions</li> </ul>                                                                             |                                                                                                                                                                                                                                                                                                                                                                 |
| <b>Industrial</b><br><i>(Private sector only)</i>          | <ul style="list-style-type: none"> <li>• <b>SA:</b> Gradual recovery; plant maintenance &amp; expansion</li> <li>• <b>Over-border:</b> Middle East focus</li> </ul>                                                                                                                                                                                                 |                                                                                                                                                                                                                                                                                                                                                                 |
| <b>Mining</b><br><i>(Most active sector; Private only)</i> | <ul style="list-style-type: none"> <li>• &gt;360 projects in Africa with a construction value of around R100bn</li> <li>• <b>SA:</b> Coal and iron ore active; strong bidding demand for captive power</li> <li>• <b>Over-border:</b> Group has good % of accessible African mining market; West African gold, cobalt &amp; iron ore activity attractive</li> </ul> |                                                                                                                                                                                                                                                                                                                                                                 |

# Africa outlook – examples of projects

## ● Completed projects (last 3 years)

|                   |                       |             |
|-------------------|-----------------------|-------------|
| <b>DRC</b>        | - Tenke Fungurume     | Mining      |
| <b>Nigeria</b>    | - IBOM                | Power       |
| <b>SA</b>         | - Sasol OCGT          | Power       |
|                   | - Berg River dam      | Water       |
|                   | - Brandvlei prison    | Real estate |
|                   | - Netcare Hospital    | PPP         |
|                   | - Moses Mabhida       | Real estate |
|                   | - GFIP & King Shaka   | Transport   |
| <b>Mozambique</b> | - Matola cement plant | Industrial  |
| <b>Angola</b>     | - Cimangola mill      | Industrial  |
| <b>Malawi</b>     | - Kyalakera uranium   | Mining      |



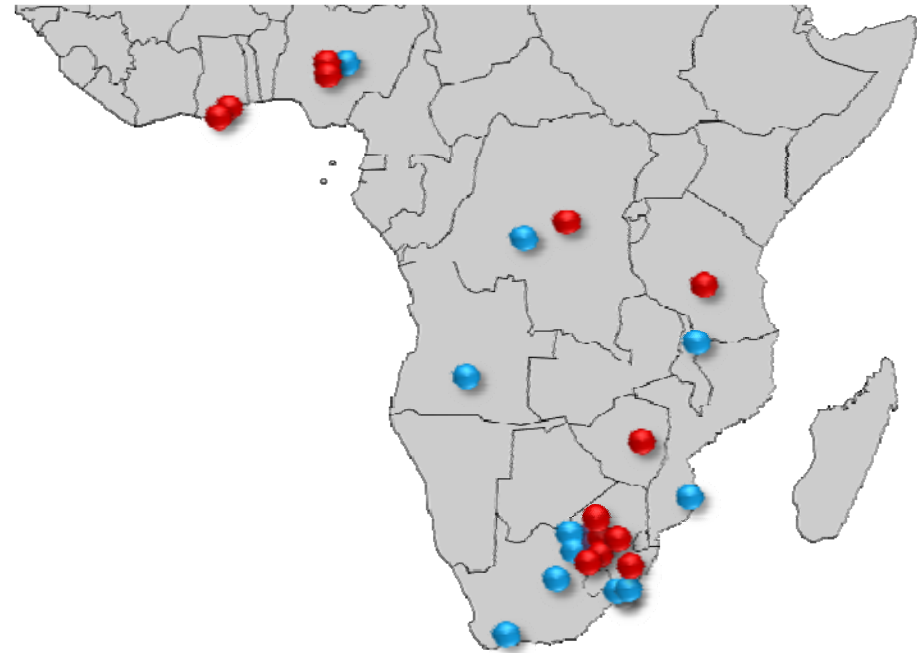
# Africa outlook – examples of projects

## Completed projects (last 3 years)

|                   |                       |             |
|-------------------|-----------------------|-------------|
| <b>DRC</b>        | - Tenke Fungurume     | Mining      |
| <b>Nigeria</b>    | - IBOM                | Power       |
| <b>SA</b>         | - Sasol OCGT          | Power       |
|                   | - Berg River dam      | Water       |
|                   | - Brandvlei prison    | Real estate |
|                   | - Netcare Hospital    | PPP         |
|                   | - Moses Mabhida       | Real estate |
|                   | - GFIP & King Shaka   | Transport   |
| <b>Mozambique</b> | - Matola cement plant | Industrial  |
| <b>Angola</b>     | - Cimangola mill      | Industrial  |
| <b>Malawi</b>     | - Kyalakera uranium   | Mining      |

## Current projects

|                 |                         |             |
|-----------------|-------------------------|-------------|
| <b>SA</b>       | - Transnet NMPP Project | Oil & gas   |
|                 | - Kusile Civils         | Power       |
|                 | - Beatrix Mine          | Power       |
|                 | - Sasol Alrode tanks    | Industrial  |
|                 | - Sasol HRSG            | Power       |
|                 | - Spring Grove dam      | Water       |
|                 | - Khayelitsha hospital  | Real estate |
| <b>Nigeria</b>  | - ABA power station     | Power       |
|                 | - Asaba development     | Real estate |
| <b>Zimbabwe</b> | - Road network upgrade  | Transport   |
| <b>Ghana</b>    | - Ayanfuri gold         | Mining      |
|                 | - Commercial offices    | Real estate |
| <b>Tanzania</b> | - North Mara Gold       | Mining      |
| <b>DRC</b>      | - Kinsevere cobalt      | Mining      |



# Africa outlook – examples of projects

## Completed projects (last 3 years)

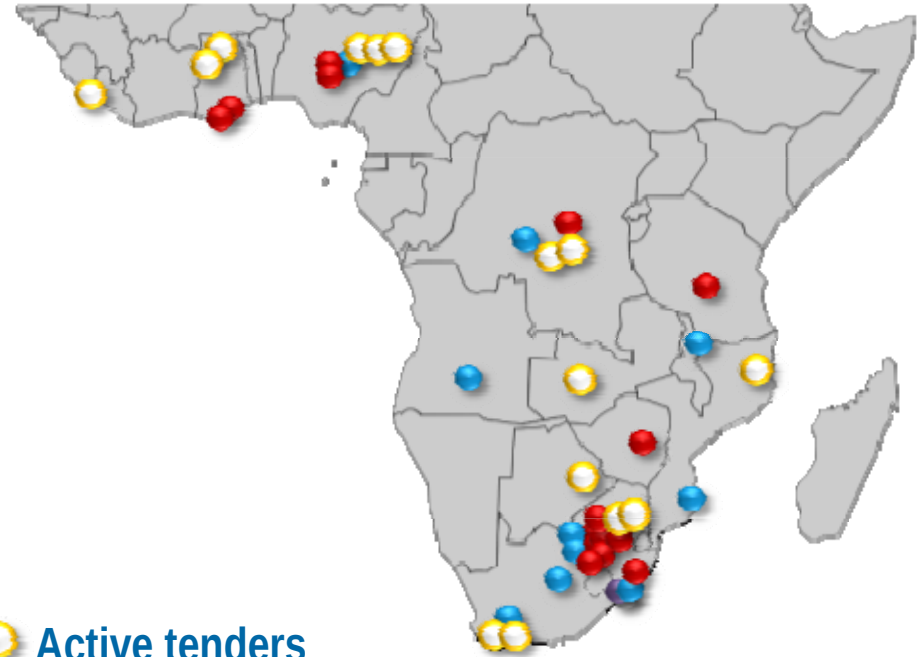
|                   |                       |             |
|-------------------|-----------------------|-------------|
| <b>DRC</b>        | - Tenke Fungurume     | Mining      |
| <b>Nigeria</b>    | - IBOM                | Power       |
| <b>SA</b>         | - Sasol OCGT          | Power       |
|                   | - Berg River dam      | Water       |
|                   | - Brandvlei prison    | Real estate |
|                   | - Netcare Hospital    | PPP         |
|                   | - Moses Mabhida       | Real estate |
|                   | - GFIP & King Shaka   | Transport   |
| <b>Mozambique</b> | - Matola cement plant | Industrial  |
| <b>Angola</b>     | - Cimangola mill      | Industrial  |
| <b>Malawi</b>     | - Kyalakera uranium   | Mining      |

## Current projects

|                 |                         |             |
|-----------------|-------------------------|-------------|
| <b>SA</b>       | - Transnet NMPP Project | Oil & gas   |
|                 | - Kusile Civils         | Power       |
|                 | - Beatrix Mine          | Power       |
|                 | - Sasol Alrode tanks    | Industrial  |
|                 | - Sasol HRSG            | Power       |
|                 | - Spring Grove dam      | Water       |
|                 | - Khayelitsha hospital  | Real estate |
| <b>Nigeria</b>  | - ABA power station     | Power       |
|                 | - Asaba development     | Real estate |
| <b>Zimbabwe</b> | - Road network upgrade  | Transport   |
| <b>Ghana</b>    | - Ayanfuri gold         | Mining      |
|                 | - Commercial offices    | Real estate |
| <b>Tanzania</b> | - North Mara Gold       | Mining      |
| <b>DRC</b>      | - Kinsevere cobalt      | Mining      |

## Active tenders

|                     |                      |                   |
|---------------------|----------------------|-------------------|
| <b>Nigeria</b>      | - Captive power      | Power             |
|                     | - Various commercial | Real estate       |
| <b>SA</b>           | - N1/N2 Winelands    | Transport         |
|                     | - Government offices | Real estate, PPPs |
|                     | - Koeberg re-power   | Power             |
| <b>Mozambique</b>   | - IPP project        | Power             |
| <b>Ghana</b>        | - Various commercial | Real estate       |
|                     | - IPP project        | Power             |
| <b>Sierra Leone</b> | - Iron ore project   | Mining            |
| <b>DRC</b>          | - Various projects   | Mining            |
| <b>Zambia</b>       | - Various projects   | Mining, transport |
| <b>Botswana</b>     | - Large dam          | water             |

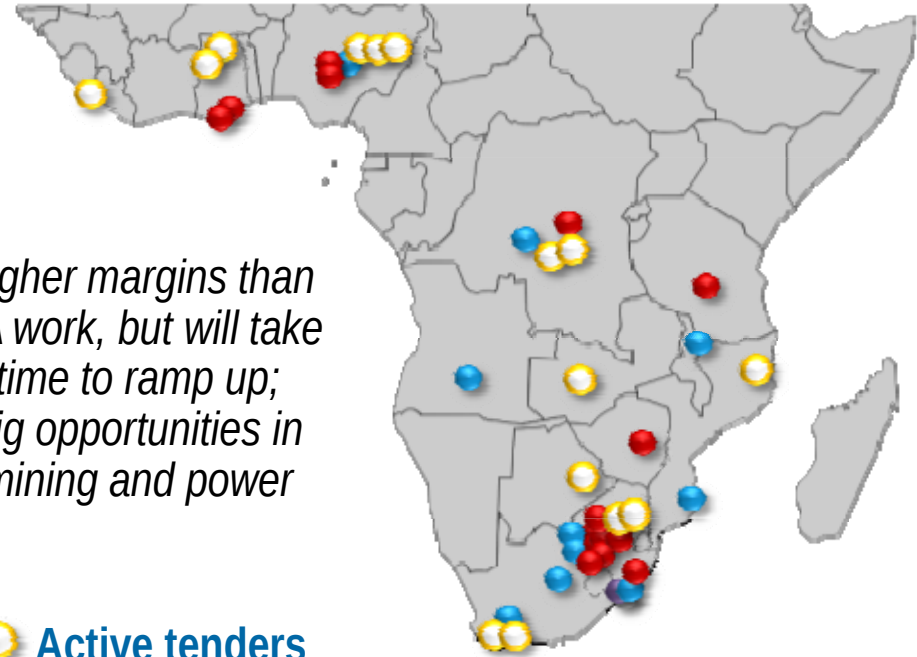


# Africa outlook – examples of projects

## Completed projects (last 3 years)

|                   |                       |             |
|-------------------|-----------------------|-------------|
| <b>DRC</b>        | - Tenke Fungurume     | Mining      |
| <b>Nigeria</b>    | - IBOM                | Power       |
| <b>SA</b>         | - Sasol OCGT          | Power       |
|                   | - Berg River dam      | Water       |
|                   | - Brandvlei prison    | Real estate |
|                   | - Netcare Hospital    | PPP         |
|                   | - Moses Mabhida       | Real estate |
|                   | - GFIP & King Shaka   | Transport   |
| <b>Mozambique</b> | - Matola cement plant | Industrial  |
| <b>Angola</b>     | - Cimangola mill      | Industrial  |
| <b>Malawi</b>     | - Kyalakera uranium   | Mining      |

*Higher margins than SA work, but will take time to ramp up; big opportunities in mining and power*



## Current projects

|                 |                         |             |
|-----------------|-------------------------|-------------|
| <b>SA</b>       | - Transnet NMPP Project | Oil & gas   |
|                 | - Kusile Civils         | Power       |
|                 | - Beatrix Mine          | Power       |
|                 | - Sasol Alrode tanks    | Industrial  |
|                 | - Sasol HRSG            | Power       |
|                 | - Spring Grove dam      | Water       |
|                 | - Khayelitsha hospital  | Real estate |
| <b>Nigeria</b>  | - ABA power station     | Power       |
|                 | - Asaba development     | Real estate |
| <b>Zimbabwe</b> | - Road network upgrade  | Transport   |
| <b>Ghana</b>    | - Ayanfuri gold         | Mining      |
|                 | - Commercial offices    | Real estate |
| <b>Tanzania</b> | - North Mara Gold       | Mining      |
| <b>DRC</b>      | - Kinsevere cobalt      | Mining      |

## Active tenders

|                     |                      |                   |
|---------------------|----------------------|-------------------|
| <b>Nigeria</b>      | - Captive power      | Power             |
|                     | - Various commercial | Real estate       |
| <b>SA</b>           | - N1/N2 Winelands    | Transport         |
|                     | - Government offices | Real estate, PPPs |
|                     | - Koeberg re-power   | Power             |
| <b>Mozambique</b>   | - IPP project        | Power             |
| <b>Ghana</b>        | - Various commercial | Real estate       |
|                     | - IPP project        | Power             |
| <b>Sierra Leone</b> | - Iron ore project   | Mining            |
| <b>DRC</b>          | - Various projects   | Mining            |
| <b>Zambia</b>       | - Various projects   | Mining, transport |
| <b>Botswana</b>     | - Large dam          | water             |

# Middle East outlook – examples of projects

## Completed projects (last 3 yrs)

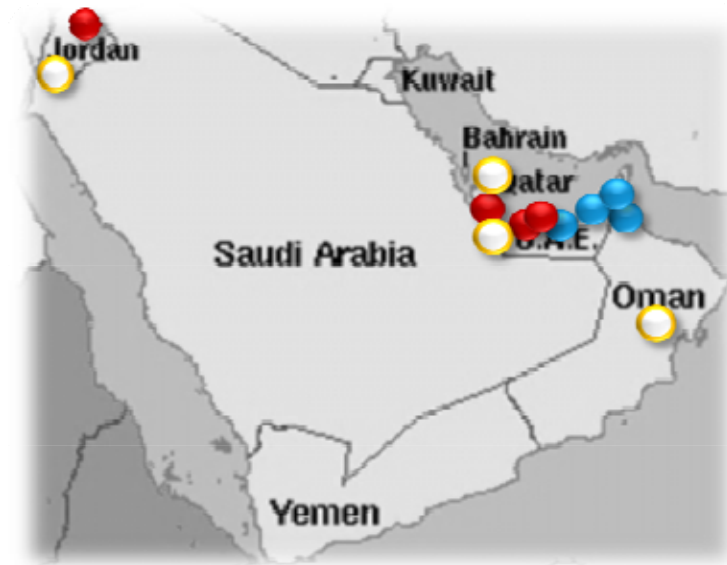
|           |                          |            |
|-----------|--------------------------|------------|
| Dubai     | – Duty free warehouse    | Transport  |
| Dubai     | – Parallel ring roads    | Transport  |
| Dubai     | – Airport cargo terminal | Transport  |
| Abu Dhabi | – Aluminium smelter      | Industrial |

## Current projects

|           |                              |             |
|-----------|------------------------------|-------------|
| Jordan    | – Disi Pipeline              | Water       |
| Qatar     | – Doha airport metro station | Transport   |
| Abu Dhabi | – Vehicle showroom           | Real estate |
| Abu Dhabi | – EMAL expansion             | Industrial  |

## Active tenders

|           |                             |             |
|-----------|-----------------------------|-------------|
| Jordan    | – Aqaba port infrastructure | Industrial  |
| Oman      | – Hotel complex             | Real estate |
| Qatar     | – Road/rail infrastructure  | Transport   |
| Abu Dhabi | – Aluminium smelter Phase2  | Industrial  |



- *Investment cost incurred warranted by longer term returns*
- *Margins competitive in the short term*
- *Focus on sectors with higher margin potential: electricity, water, gas and transport infrastructure*

# Central & Eastern Europe outlook – examples of projects

## Completed projects ( last 3 yrs)

### Investments:

|         |                                                |
|---------|------------------------------------------------|
| Poland  | – Phase 1 of A.1 motorway – 15%                |
| Hungary | – Phase 3 of M6 expressway – 10%               |
| Poland  | – Phase 2 of A.1 motorway – 15% (80% complete) |

## Current contracts

### Concession owner:

|         |                           |
|---------|---------------------------|
| Poland  | – Phase 1 of A.1 Motorway |
| Hungary | – Phase 3 of M6 Motorway  |
| Poland  | – Phase 2 of A.1 Motorway |

### Motorway operator:

|         |                                         |
|---------|-----------------------------------------|
| Hungary | – Phase 1, 2 & 3 of M5 Motorway (158km) |
| Hungary | – Phase 1 of M6 Motorway (60km)         |
| Hungary | – Phase 3 of M6 Expressway (80km)       |
| Poland  | – Phase 1 of A.1 Motorway (90km)        |
| Poland  | – Phase 2 of A.1 Motorway (52Kkm)       |

## Active new target developments

|                |                       |
|----------------|-----------------------|
| Poland         | – Manual tolling      |
| Bulgaria       | – Gas fired IPP       |
| Czech Republic | – Motorway concession |



- Equity opportunities in transport concessions have slowed
- Short term focus on O&M concessions & power
- 3-yr target margin range: 9 - 14%



order book &  
pipeline

outlook by sector  
& geography

**summary**



The information contained in this prospects section has not been reviewed or reported on by Group Five's auditors.

| Estimated impact of strategic objectives                                                                   | Est. impact: |         |        |
|------------------------------------------------------------------------------------------------------------|--------------|---------|--------|
|                                                                                                            | Current      | 1-2 yrs | 3+ yrs |
| <b>Diversification</b>                                                                                     |              |         |        |
| • <b>Sector diversification</b> - Establish competence in 7 key sectors                                    | WIP          | ✓       | ✓      |
| • <b>Geographic diversification</b> - > 40% of group revenue from non-SA sources                           | WIP          | ✓       | ✓      |
| <b>Investments &amp; Concessions</b>                                                                       |              |         |        |
| • Develop/invest in assets for fee income and capital value growth                                         | ✓            | ✓       | ✓      |
| • Pull through of opportunities to construction; multiple margins from one project                         | WIP          | ✓       | ✓      |
| • Offers early entry opportunity in infrastructure projects (roads, PPPs and power)                        | ✓            | ✓       | ✓      |
| <b>Optimise contribution of Manufacturing and Construction Materials</b>                                   |              |         |        |
| • Corrective actions at Steel and Construction Materials                                                   | WIP          | ✓       | ✓      |
| <b>Secure and execute large multi-disciplinary projects</b>                                                |              |         |        |
| • Capacity built in multiple business units to participate in turnkey & large multi-disciplinary contracts | ✓            | ✓       | ✓      |
| • Growth through cross-group packaging & increasing EPC capacity in E+C                                    | WIP          | ✓       | ✓      |
| <b>Improved ROE</b>                                                                                        | WIP          | ✓       | ✓      |

# Conclusion

## Market appears to be starting to bottom – longer, slower recovery anticipated

- Market conditions & order books expected to improve from H2 F2012
- Margins still under pressure; unlikely to improve until F2013

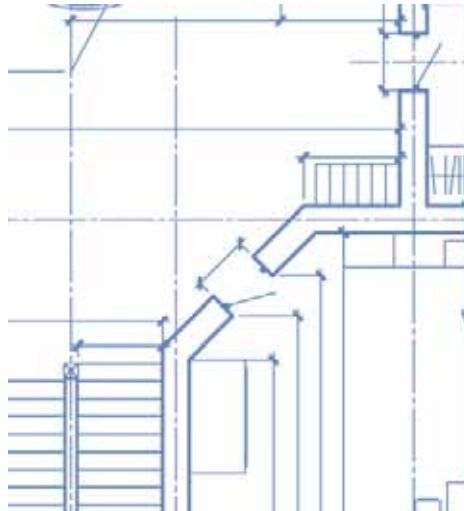
## Group is well positioned for medium term growth

- Recovery in the European and Middle Eastern economies
- Infrastructure & commodities growth in Africa
- Trillion rand SA infrastructure budget – backlogs & bottlenecks have to unlock

## Group Five strengths

- Vertically integrated construction company – “full house” contractor
- Concession & PPP capabilities – pulls through construction in African markets
- Competitive capabilities in core growth sectors
- Reputation for successfully delivering complex contracts in remote, difficult conditions
- Entrenched risk management

**Earnings pressure to remain in F2012; recovery anticipated from F2013**



questions  
& answers

# Forward looking statements

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.

Forward looking statements are not statements of fact but statements by the management of Group Five Limited based on its current estimates, projections, beliefs, assumptions and expectations regarding the group's future performance.

No assurance can be given that forward-looking statements will prove to be correct and undue reliance should not be placed on such statements.

The risks and uncertainties inherent in the forward-looking statements contained in this presentation include, but are not limited to: domestic and international business and market conditions; changes in the domestic or international regulatory and legislative environment in the countries in which the Group operates or intends to operate; changes to domestic and international operational, economic, political and social risks; changes to IFRS and the interpretations, applications and practices subject thereto as they apply to past, present and future periods; and the effects of both current and future litigation.

The company undertakes no obligation to update publically or release any revisions to these forward-looking statements contained in this presentation and does not assume responsibility for any loss or damage whatsoever and howsoever arising as a result of the reliance of any party thereon, including, but not limited to, loss of earnings, profits, or consequential loss or damage.

## Contact details

for more information please contact:

**Mike Upton**

Chief Executive Officer

Telephone: +2711 806 0111

Email: [mupton@groupfive.co.za](mailto:mupton@groupfive.co.za)

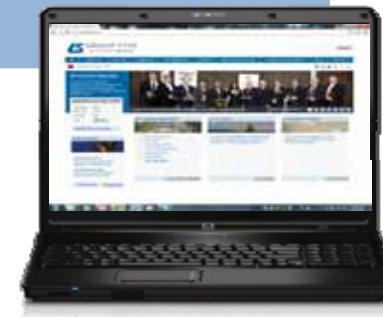
**Cristina Teixeira**

Chief Financial Officer

Telephone: +2711 806 0111

Email: [cteixeira@groupfive.co.za](mailto:cteixeira@groupfive.co.za)

Our website:  
[www.groupfive.co.za](http://www.groupfive.co.za)



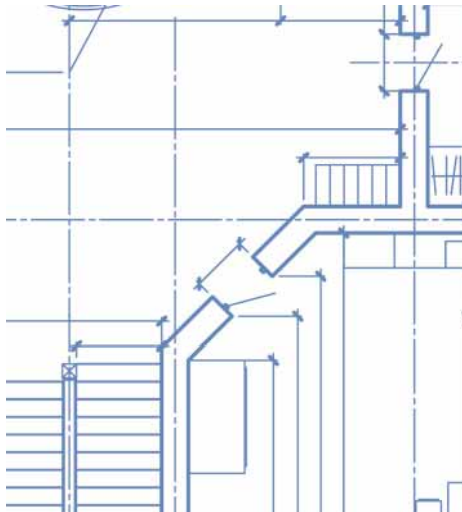
# appendices

## **1. Further order book analysis**

2. Update: Key contracts

3. Update: Current concession contracts

4. Update: Target concessions, IPPs & PPPs



# Total Construction order book split by sector



|                          | % | F2011 Actual | 1-year order book* | Total order book |
|--------------------------|---|--------------|--------------------|------------------|
| ● Mining                 |   | 11           | 11                 | 8                |
| ● Industrial             |   | 4            | 2                  | 1                |
| ● Oil and gas            |   | 29           | 19                 | 17               |
| ● Power                  |   | 7            | 12                 | 19               |
| ● Real estate – Building |   | 31           | 22                 | 23               |
| ● Real estate – Housing  |   | 1            | 4                  | 3                |
| ● Transport              |   | 15           | 23                 | 22               |
| ● Water and environment  |   | 2            | 7                  | 7                |

\* To June 2012

# Total Construction order book split by geography



|                         | % | F2011 Actual | 1-year order book* | Total order book |
|-------------------------|---|--------------|--------------------|------------------|
| ● Southern Africa       |   | 76           | 87                 | 85               |
| South Africa            |   | 72           | 72                 | 69               |
| Rest of Southern Africa |   | 4            | 15                 | 16               |
| ● Central Africa        |   | 14           | 4                  | 3                |
| ● West Africa           |   | 3            | 5                  | 9                |
| ● East Africa           |   | 1            | 1                  | 1                |
| ● Middle East           |   | 6            | 3                  | 2                |

\* To June 2012

# Total Construction order book split by contract type



|                    | % | F2011 Actual | 1-year order book* | Total order book |
|--------------------|---|--------------|--------------------|------------------|
| ● Cost plus        |   | 14           | 30                 | 29               |
| ● Design and build |   | 1            | -                  | -                |
| ● EPC**            |   | 3            | 1                  | 1                |
| ● Labour only      |   | 1            | 2                  | 1                |
| ● Lump sum         |   | 29           | 11                 | 14               |
| ● Remeasurable     |   | 52           | 56                 | 55               |

\* To June 2012

\*\* Engineer, Procure & Construct

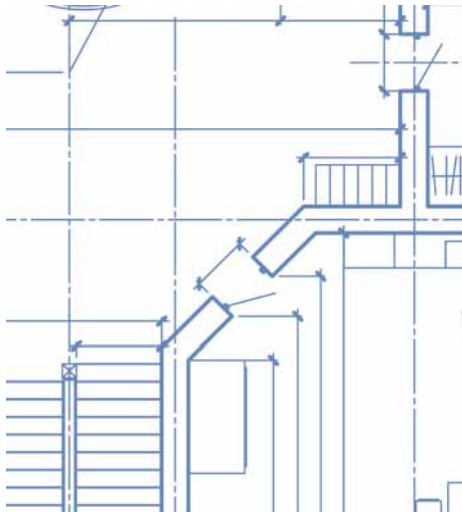
# appendices

1. Further order book analysis

**2. Update: Key contracts**

3. Update: Current concession contracts

4. Update: Target concessions, IPPs & PPPs



# Key contracts within total order book

| Sector            | Contract                                     | Sector                 | Country | Public/<br>Private | Status         |
|-------------------|----------------------------------------------|------------------------|---------|--------------------|----------------|
| Buildings         | New Mantsopa Hospital                        | Real estate - Building | SA      | Public             | In Progress    |
|                   | Shoprite Distribution Centre                 | Real estate - Building | SA      | Private            | Start Aug 2011 |
|                   | Asaba Mixed Use Retail and Hotel Development | Real estate - Building | Nigeria | Private            | Start Oct 2011 |
| Civil Engineering | Spring Grove Dam                             | Water & Environment    | SA      | Public             | In Progress    |
|                   | Kusile Power Station- Civil Works            | Power                  | SA      | Public             | In Progress    |
|                   | Zimbabwe Roads Rehabilitation                | Transport              | Zim     | Public             | In Progress    |
| Engineering       | NMPP Pump Stations                           | Oil & Gas              | SA      | Public             | In Progress    |
|                   | Exxaro Grootegeeluk Expansion                | Mining                 | SA      | Private            | In Progress    |
|                   | DME Power Station                            | Power                  | SA      | Public             | Start Sep 2011 |

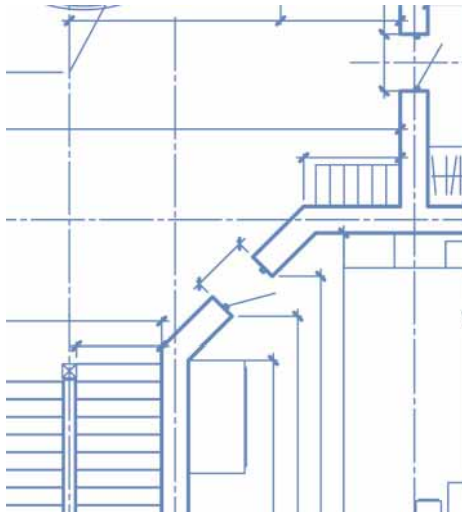
## appendices

1. Further order book analysis

2. Update: Key contracts

**3. Update: Current concession contracts**

4. Update: Target concessions, IPPs & PPPs



# Infrastructure Concessions

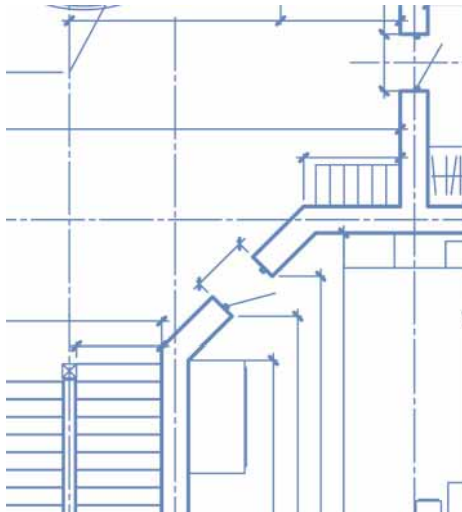
## Secured investments and contracts

### 12 Annuity-type contracts, of which 3 are concession investments

| Name                    | Status         | Country      | Type         | Km's  | Duration | Equity |
|-------------------------|----------------|--------------|--------------|-------|----------|--------|
| M5 Motorway             | Operation      | Hungary      | Availability | 157   | 2031     | -      |
| M6 Motorway (Phase 1)   | Operation      | Hungary      | Availability | 59    | 2027     | -      |
| M6 Motorway (Phase 3)   | Operation      | Hungary      | Availability | 78    | 2037     | 10%    |
| A1 Motorway (Phase 1)   | Operation      | Poland       | Tolled       | 90    | 2039     | 15%    |
| A1 Motorway (Phase 2)   | Operation      | Poland       | Tolled       | 61    | 2039     |        |
| A2 Motorway (Section 1) | Operation      | Poland       | Tolled       | 103   | 2018     | -      |
| A7-A5 Motorway          | Implementation | Zimbabwe     | O&M          | 518   | 2031     | -      |
| A3 Motorway             | Implementation | Zimbabwe     | O&M          | 262   | 2031     | -      |
| N1 South                | Operation      | South Africa | CTROM        | 400   | 2018     | -      |
| N2 Tsitsikamma          | Operation      | South Africa | CTROM        | 40    | 2014     | -      |
| N2 North Coast          | Operation      | South Africa | CTROM        | 138   | 2017     | -      |
| N4 West Magalies        | Operation      | South Africa | CTROM        | 30    | 2012     | -      |
|                         |                |              | TOTAL        | 1 936 |          |        |

## appendices

1. Further order book analysis
2. Update: Key contracts
3. Update: Current concession contracts
- 4. Update: Target concessions, IPPs & PPPs**



# Transport Concessions & Power IPPs

| Department                     | Contract                  | Approx. value (Rm)* | Status                                                     |
|--------------------------------|---------------------------|---------------------|------------------------------------------------------------|
| <b>Transport (Concessions)</b> |                           |                     |                                                            |
| N1-N2 Toll Road                | Road Concession           | > 7 000             | BAFO being adjudicated                                     |
| Wild Coast Toll Road           | Road Concession           | > 6 000             | Awaiting tender issue                                      |
| Cape Town Airport rail link    | Light Rail Concession     | 2 000               | Selected preferred bidder, feasibility underway            |
| Zambian Government             | Roads                     | > 3 000             | Tender being adjudicated                                   |
| ZINARA                         | Zimbabwe Roads Initiative | > 1 400             | Awarded, project commenced                                 |
| Mauritian Government           | Port Louis Ring Road      | > 4 000             | Selected as prequalified bidder, tender response under way |
| <b>Total transport</b>         |                           | <b>&gt; 23 400</b>  |                                                            |
| <b>Power (IPPs)</b>            |                           |                     |                                                            |
| Eskom LNG Plant – KZN          | 300MW LNG & Anthracite    | 4 000               | Pre-qualified in MSPPP                                     |
| Kalahari Solar (REFIT)         | 75MW Solar                | 5 000               | Request for proposal issued Aug '11                        |
| Lesedi with Xstrata            | 300MW Coal Fired IPP      | 4 500               | Expression of interest submitted                           |
| Bulgaria IPP                   | 115MW CCGT Peaking Plant  | 1 000               | Targeting financial close – 2012                           |
| <b>Total power</b>             |                           | <b>14 500</b>       |                                                            |

\* Total project value, Group Five and other consortium members

# PPPs in Group Five's universe

| Department                               | Contract                                                                                                                                                                         | Approx. value (Rm)* | Status                                               |
|------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------|------------------------------------------------------|
| <b>Serviced accommodation</b>            |                                                                                                                                                                                  |                     |                                                      |
| Dept. of Correctional Services           | New correctional facilities                                                                                                                                                      | 3 600               | Tenders being adjudicated                            |
| Dept. of Environmental Affairs & Tourism | Head office                                                                                                                                                                      | 900                 | Tender adjudicated, selected reserve bidder Dec 2009 |
| City of Tshwane HQ                       | Head office                                                                                                                                                                      | 1 000               | Appointed Preferred Bidder, negotiations in progress |
| Dept of Rural Development & Land Reform  | Head office                                                                                                                                                                      | 1 000               | Appointed Preferred Bidder, negotiations in progress |
| Gauteng Dept. of Health                  | Upgrade C. Hani Baragwanath Hospital                                                                                                                                             | 4 000               | Consortium formed, PQ expected 2011                  |
| Dept. of Statistics HQ                   | Head office                                                                                                                                                                      | 1 500               | Responded to request for pre-qualification           |
| Various provincial Departments of Health | <ul style="list-style-type: none"> <li>- Limpopo Academic Hospital</li> <li>- King Edward Hospital</li> <li>- George Makari Hospital</li> <li>- Eastern Cape Hospital</li> </ul> | 8 000               | PQ/Tender expected 2012                              |
| <b>Total serviced accommodation</b>      |                                                                                                                                                                                  | <b>20 000</b>       |                                                      |

**Total PPPs, Concessions and IPPs > R58 bn**

\* Total project value, Group Five and other consortium members