

RisCura - SAVCA South African Private Equity Performance Report

As at 30 June 2017

Table of contents

| | | | | | |
|-----------|------------------------------------|-----------|-----------|----------------------------------|-----------|
| 01 | Foreword | 02 | 06 | Performance in US Dollars | 07 |
| 02 | Market commentary | 03 | 07 | Listed equity comparison (ZAR) | 08 |
| 03 | Private equity in South Africa | 04 | 08 | Private equity returns over time | 09 |
| 04 | Methodology | 05 | 09 | How to use this report | 10 |
| 05 | Performance in South African Rands | 06 | 10 | About | 11 |

This document contains confidential information and is protected by copyright law. Copyright in all information, material and logos are protected by both national and international intellectual property laws. Accordingly, any unauthorised copying, reproduction, retransmission, distribution, dissemination, sale, publication, broadcast or other circulation, or exploitation of this material will constitute an infringement of such protection. The copyright in all material of RisCura Holdings (Pty) Ltd ("RisCura") and all its subsidiaries shall continue to vest in RisCura. The information contained in this document is provided 'as is' without warranty of any kind. The entire risk as to the result and performance of the information supplied in this document is assumed by the user and in no event shall RisCura be liable for any direct, consequential, or incidental damages suffered in the course of using the information contained herein as a result of the use of, or the infringement of any copyright laws. RisCura Solutions (Pty) Ltd and RisCura Invest (Pty) Ltd are authorised financial services providers.

01. Foreword

November 2017

We are pleased to release the June 2017 edition of the RisCura - SAVCA South African Private Equity Performance Report. This report tracks the performance of a representative basket of South African private equity funds and is published quarterly. The purpose of the report is to provide stakeholders in South African private equity with insight into industry returns, and to establish and maintain an authoritative benchmark for the measurement of private equity performance in this market. Since its inception in September 2010, this report has become a vital component in the marketing of the private equity industry. We would like to thank SAVCA members for making their performance data available, and for their commitment to this project.

Heleen Goussard

Executive: RisCura

Tanya van Lill

Chief Executive Officer: SAVCA

02. Market commentary

There was some good news for the battered South African economy in the second quarter of 2017. Emerging from a technical recession, the country's economy was buoyed particularly by the agricultural sector.

With a 33.6% recovery, the agricultural sector came to the rescue despite the effects of the 2016 drought, making it the highest contributor to Gross Domestic Product (GDP) growth. Other sectors contributing to the recovery were finance, mining, manufacturing and trade.

Overall, the annual GDP growth trend remained anaemic, with a projected forecast of below 1% and seemingly frequent further downward estimates. This was in the context of low jobs and poor consumer and business sentiment.

South Africa has a sizeable economy with deep and sophisticated capital markets. But, the country also has one of the largest inequitable distributions of wealth and income in the world. In this context, the private equity industry's sustained investment into the economy continued to make a valuable contribution towards addressing these embedded structural challenges.

For the quarter, the South African private equity industry's performance returns were respectively, 13.8% IRR over 10 years (14.2% in Q1 2017); 13.7% IRR over five years (13.4% in Q1 2017) and 13.6% over three years (14.7% in Q1 2017). This compares favourably to the ALSI and the SWIX over the same periods, with private equity outperforming these indices.

The themes prevalent in South African private equity for the quarter were: deal flow was still partially driven by potential and existing portfolio companies' needs to meet Black Economic Empowerment

ownership targets; multinationals had both disposed of assets in private companies and made bolt on acquisitions; there had been an increase in the acquisition of distressed assets; and capital restructurings of existing portfolio companies had continued apace in light of tough trading conditions in construction, infrastructure and mining.

That said, deals involving owner managed businesses remained relatively unaffected by the turmoil in politics and the economy, with transaction ticket sizes of up to R200 million being implemented.

So, despite a tough political environment and in light of a bounce back from a recession, prospects that general partners will continue to deploy additional capital into investments for the remainder of 2017 are good. The economy desperately needs the participation of private equity to continue to drive job creation, transformation, environmental, social and governance (ESG) and revenue growth in portfolio companies.



Owen M. Maubane
Senatla Capital, chairman and chief executive officer

03. Private equity in South Africa

Private equity is an asset class which differs in nature from most other assets, including listed equity. Typically, private equity fund investments show low correlation to quoted equity markets and are relatively illiquid, particularly in the early years.

Private equity will normally show a drop in net asset value before showing any significant gains. This is often the effect of management fees and start-up costs on the relatively small capital base of a new fund. Private equity funds in South Africa typically follow a commitment and draw-down model, which means that investors commit a certain total of capital at the start of a fund, but are only requested to transfer cash to the private equity manager as investments are identified or costs are incurred. These funds typically return capital during the course of the fund's life as investments are realised.

South African private equity offers institutional investors the opportunity to invest in an asset class which has historically outperformed listed equity over the long term. It does, however, have a different nature from quoted equity and it is crucial that an institutional investor considers the appropriateness of private equity to its particular objectives.

04. Methodology

Methods of measuring performance

The most widely accepted method for calculating returns of private equity funds is the annualised internal rate of return (IRR) achieved over a period of time. As a sense check to the IRR measure, we also use the Times Money performance measure. This report measures performance in two ways: by 'since inception' and 'end-to-end' (over three, five and ten years). The IRR calculated in this report is net of fees over all periods.

IRR Since inception

This is the most widely used IRR measure of private equity performance. It measures the return of PE funds based on all cash flows in and out of the fund, as well as the remaining net asset value of the fund. This therefore most closely reflects the return an investor would achieve if they invested at the start of the fund. This is the most likely scenario in South Africa where investors in private equity funds are locked in for the life of the fund, and must catch up initial fees when joining a fund after the initial investors.

End-to-end IRR

End-to-end IRRs allow the computation of the return of groups of private equity funds which do not necessarily have the same inception date. This calculation also allows a better comparison of private equity returns to those of other asset classes over similar periods. While this method has advantages, it must be noted that it allows the returns of funds at different life cycle stages to be combined. Where the period selected contains more new funds

than older funds, the return will likely include a higher balance of fees than a time period with more older funds. The longer term IRRs are considered to be the most indicative of private equity performance across different stages of the economic cycle, and are considered to be the headline measures. Shorter term returns should be viewed with caution as private equity is a long term investment. However, shorter period returns may be indicative of the general performance of private equity over this short period.

Times Money

Times Money is the ratio of total capital invested to total capital returned and remaining value. This is a useful cross-check of IRR measures, and is easily understandable. While IRR calculations are heavily dependent on the length of time that capital has been invested, Times Money does not take time into account. A Times Money in excess of 1 means that value has been created for the investor.

Public market equivalent (PME)

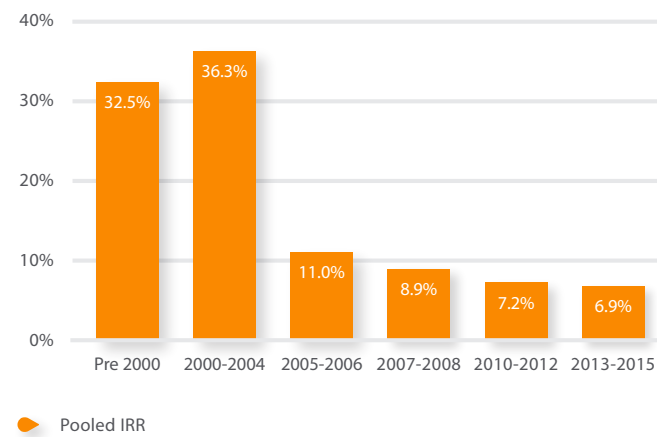
This measure seeks to equate the heavily timing-dependent returns of private equity funds with the returns of public market indices. The measure is a ratio of the net outflows from PE funds re-invested into the public index to the end of the fund's life, divided by the inflows into a PE fund invested in the public index until the end of the fund's life. A ratio of above 1 reflects outperformance of private equity, while a ratio under 1 reflects under performance.

05. Performance in South African Rands

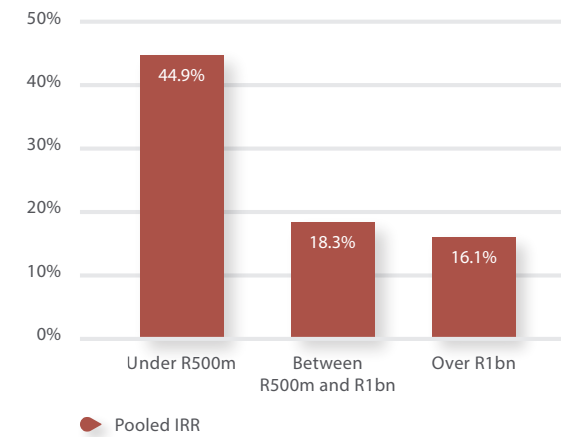
Pooled IRR by time period



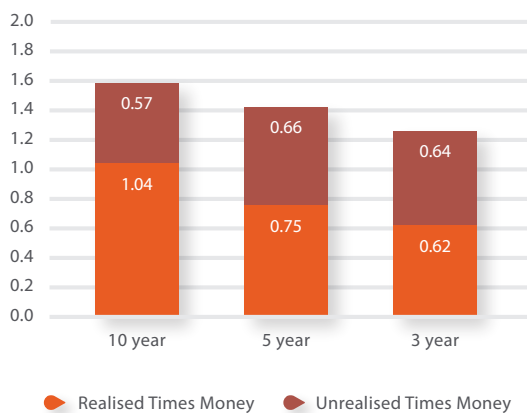
Pooled IRR by vintage year



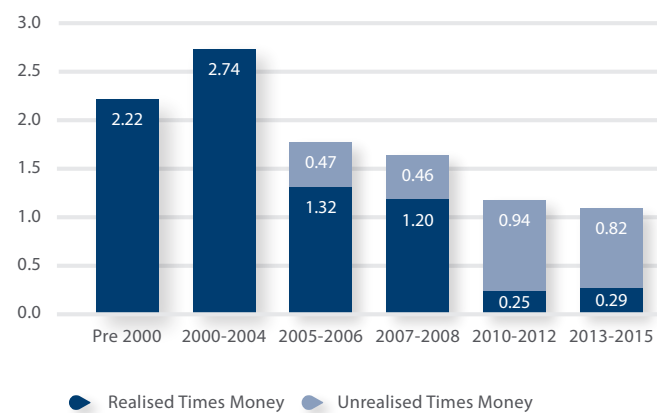
Pooled IRR by fund size



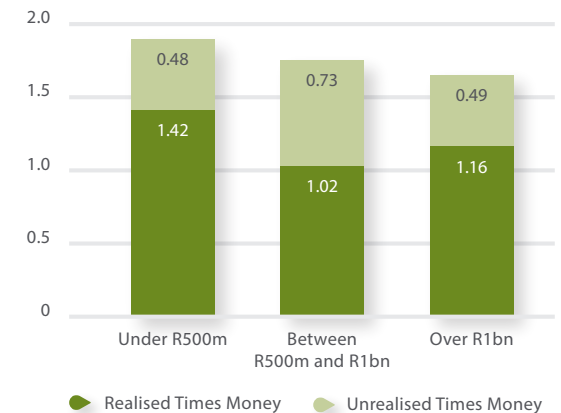
Times Money by time period



Times Money by vintage year



Times Money by fund size



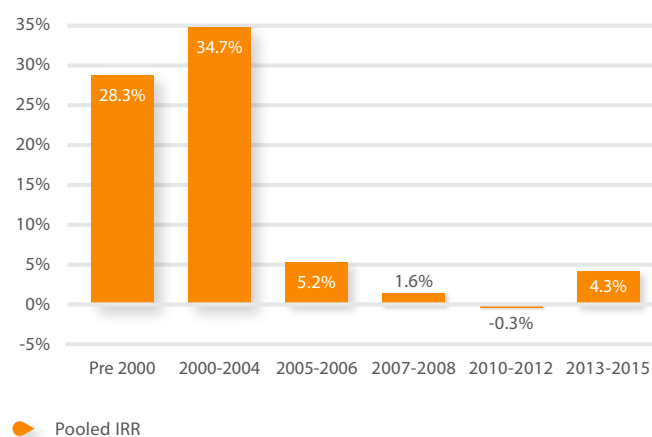
*Fund Size is reflected as committed capital in South African Rands.

06. Performance in US Dollars

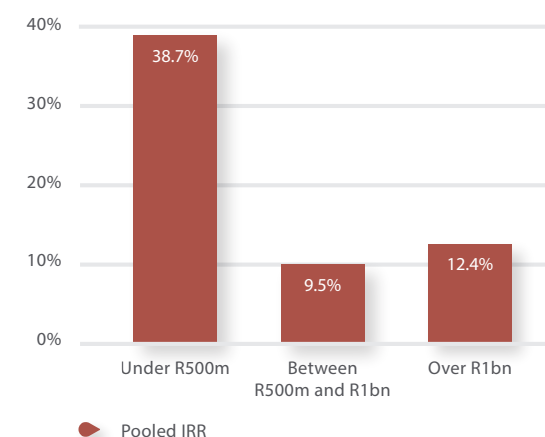
Pooled IRR by time period



Pooled IRR by vintage year



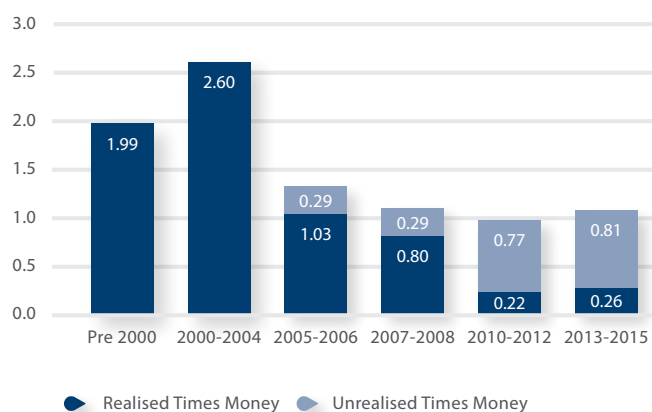
Pooled IRR by fund size



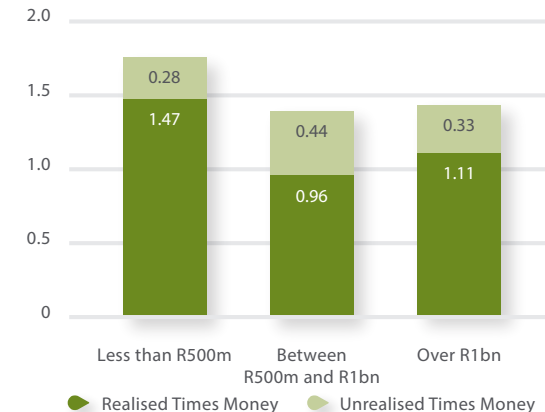
Times Money by time period



Times Money by vintage year



Times Money by fund size



*Fund Size is reflected as committed capital in South African Rands.

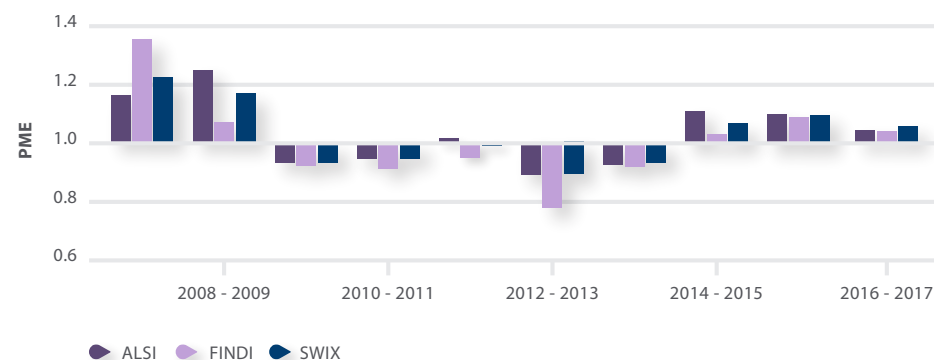
07. Listed equity comparison (ZAR)

CAGR

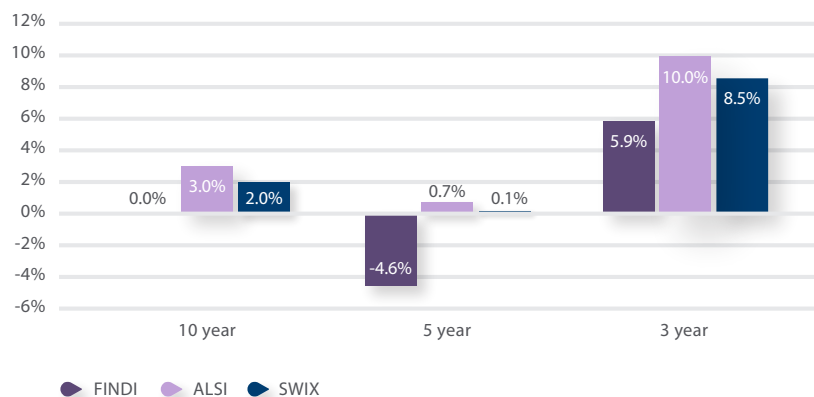
| Time period | Pooled IRR | ALSI TRI* | FINDI TRI* | SWIX TRI* |
|-----------------|------------|-----------|------------|-----------|
| 2007Q2 - 2017Q2 | 13.8% | 9.3% | 14.4% | 10.3% |
| 2012Q2 - 2017Q2 | 13.7% | 12.2% | 18.5% | 12.9% |
| 2014Q2 - 2017Q2 | 13.6% | 3.4% | 7.8% | 4.8% |

*Listed index returns are before fees.

Performance compared to listed equity markets



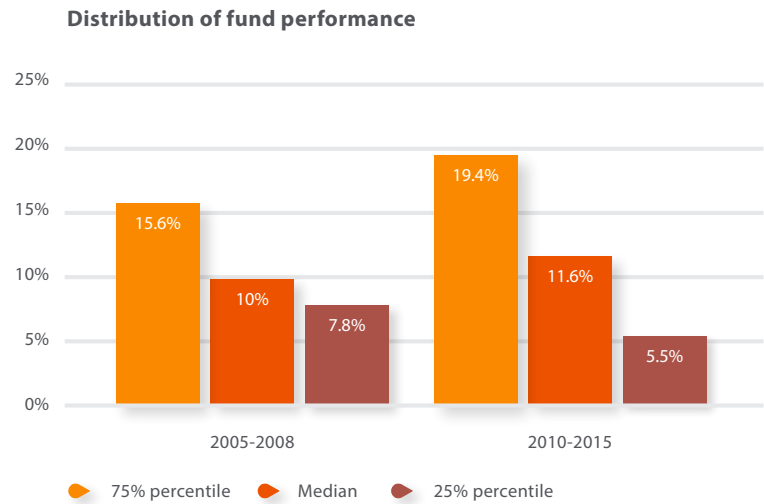
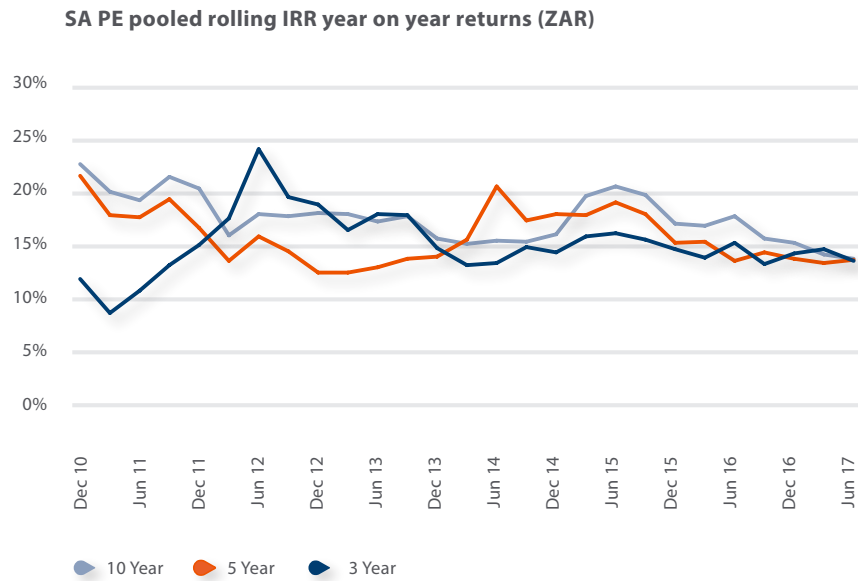
Direct Alpha



Public market equivalent results by time period



08. Private equity returns over time



09. How to use this report

Useful information:

Returns of cash flow and portfolio value data from private equity managers are the primary source for information included in this Report.

The IRR performance calculation solves for the discount rate that makes the Net Present Value of a set of cash flows equal to zero. The calculation is based on cash-on-cash returns over equal periods, modified for the residual value of the fund's equity (NAV). The residual value attributed to each respective group being measured is incorporated as its ending value.

The database accounts for cash flows on a daily basis wherever possible otherwise a monthly basis, and NAVs on a quarterly basis.

The End-to-End performance calculation is similar to the since inception IRR, however, it is measuring the return between two points in time. The calculation takes into account the opening NAV, the in-period cash flows and the closing NAV. Returns are then annualised for comparability.

The pool of funds has been split into subsets where this would enhance the user's understanding of returns. However, this has been balanced with confidentiality considerations, and no such subsets include fewer than four funds.

Most funds included in this Report have unrealised investments, and therefore rely on the valuation of these investments to determine returns. All participating fund managers are members of SAVCA and apply the International Private Equity and Venture Capital Valuation Guidelines to determine these valuations. RisCura has not verified that these Guidelines have been adhered to.

Only South African Rand denominated funds have been included in this Report, and therefore none of the returns included are affected by exchange rate movements.

Definitions:

CAGR is the compound annual growth rate.

Committed capital is the value of dedicated investment funds pledged by the investors of a private equity fund and available for investment. This is a proxy for the size of the fund.

Fund Size is determined by the committed capital of a fund.

IRRs are money-weighted returns that should be compared to time-weighted returns with caution. Time-weighted returns are used to measure returns in most asset classes where frequent valuations are available.

PME Public Market Equivalent is a measure that determines whether private equity returns have exceeded or underperformed a public market. A PME score of more than one indicates outperformance of private equity.

Pooled IRR aggregates or "pools" all cash flows and ending NAVs to calculate a money-weighted return.

Realised Times Money is the ratio of cash returned to investors divided by total cash invested.

Total Times Money is the sum of the Realised and Unrealised Times Money.

Unrealised Times Money is the ratio of the carrying value of portfolio investments not yet returned to investors divided by total cash invested.

Vintage Year is defined as the year in which a fund first draws down capital from its investors.

10. About

About RisCura

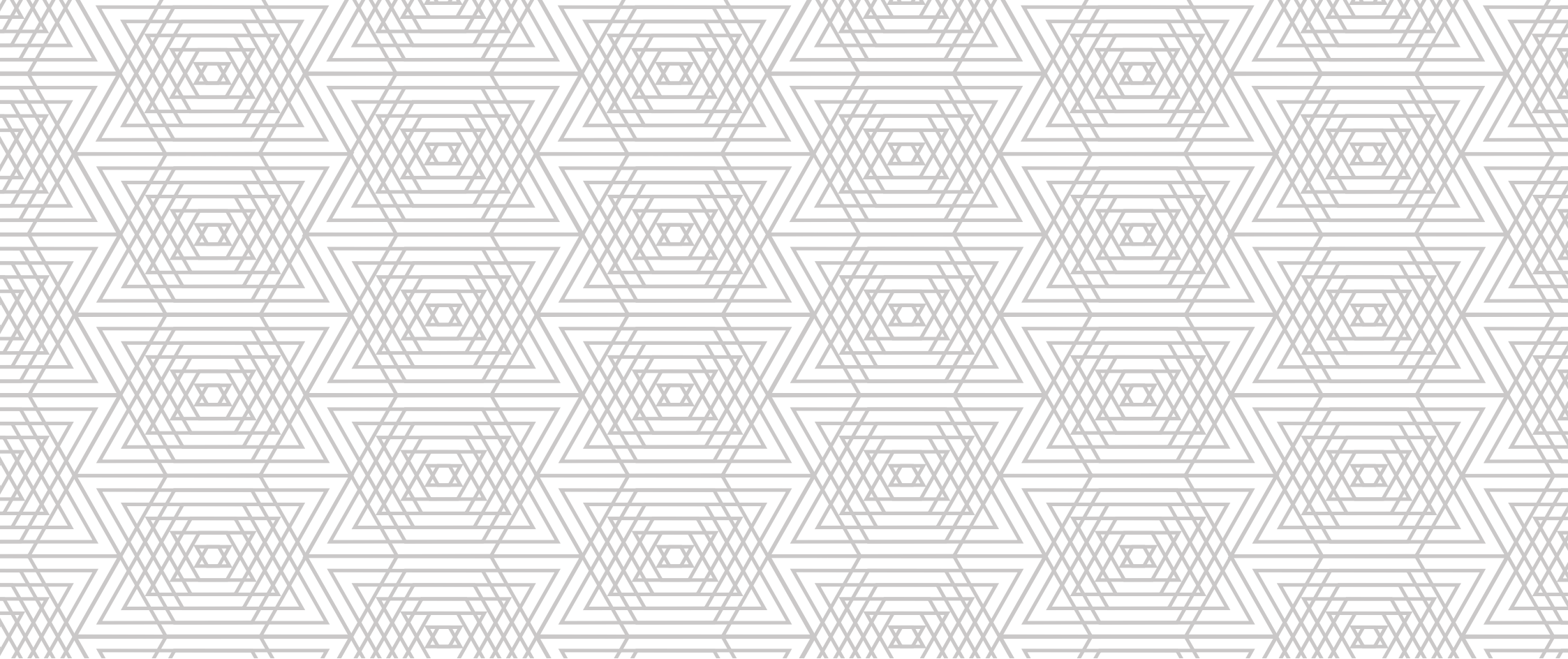
RisCura is a global, independent provider of professional investment services. RisCura services institutional investors, asset managers, hedge funds and private equity firms with over USD200 billion in assets under advice. RisCura is a leading provider of investment consulting, independent valuation, risk and performance analysis services to investors.

For more information about RisCura visit www.riscura.com

About SAVCA

The Southern African Venture Capital and Private Equity Association (SAVCA) is the industry body and public policy advocate for private equity and venture capital in Southern Africa, representing about R165 billion in assets under management, through 150 members. SAVCA promotes Southern Africa private equity by engaging with regulators and legislators on a range of matters affecting the industry, providing relevant and insightful research on aspects of the industry, offering training on private equity and creating meaningful networking opportunities for industry players.

For more information visit www.savca.co.za



RISCURA

info@riscura.com | www.riscura.com