



**TRADEHOLD** LTD

Annual results for the year ended  
28 February 2019

# AGENDA

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**OVERVIEW OF THE BUSINESS**

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**FINANCIAL REVIEW**

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**PROPERTY – UNITED KINGDOM**

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**PROPERTY – SOUTH AFRICA**

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**PROPERTY – NAMIBIA**

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**Q&A**

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# OVERVIEW OF THE BUSINESS

Business	 <b>Moorgarth</b>		 <b>COLLINS</b> – Since 1904 –	
Countries				
Interest	<b>100%</b>	<b>90%</b>	<b>100%</b>	<b>100%</b>
Asset class	– Offices – Retail	– Serviced offices operating business	– Industrial (91%)	– Retail
Size of property portfolio	<b>£256.7m</b> Including 50% of JVs	<b>34 sites and 3 943 workstations</b>	<b>R8.6b / £464m</b>	<b>N\$995m / £54m</b> Including share of JVs

◆ **Adapt.  
Simplify.  
Focus.**

◆ Focus on  
South Africa  
and the UK.

◆ Financial  
services  
unbundled.

◆ Strengthen  
the balance  
sheet.

# FINANCIAL REVIEW

## TRADEHOLD RESULTS AT A GLANCE

	Feb-19	Feb-18	% Change
Net income	£13.2m <sup>1</sup>	£30.8m	(57%)
Headline earnings per share (pence)	8.0	7.9 <sup>2</sup>	1%
Total gross assets	£859m	£985m <sup>2</sup>	(13%)
Shares in issue	251.4m	247.2m	—
TNAVPS (pence)	123.7	132 <sup>2</sup>	(6%)
TNAVPS (ZAR)	22.97	21.5 <sup>2</sup>	7%
Sum-of-the-Parts (SOTP) valuation per share (pence)	126.5	137.8 <sup>2</sup>	(8%)
Sum-of-the-Parts (SOTP) valuation per share (ZAR)	23.50	22.43 <sup>2</sup>	5%

**Note 1:** The decrease is mainly due to the net loss in fair value adjustments of £8.4m during the year, compared to a gain of £11.8m in the prior year and financial services net profit of £4m in the prior year.

**Note 2:** Financial services excluded

# FINANCIAL REVIEW

## ABRIDGED INCOME STATEMENT PER DIVISION

	Property				Serviced Office	Other	GROUP TOTAL
	UK incl. JVs	SA	Namibia	Rest of Africa	UK		
				Tradehold Africa	TBWC (90%)		
	Moorgarth	Collins	Nguni				
	£'000	£'000	£'000	£'000	£'000	£'000	£'000
Revenue	14 862	58 273	4 145	3 856	21 403	61	98 313
<b>EBITDA</b>	<b>8 129</b>	<b>53 546</b>	<b>2 806</b>	<b>1 336</b>	<b>1 730</b>	<b>(2 004)</b>	<b>62 200</b>
Profit on disposal of investment properties	(38)	1 407					1 369
Fair value adjustment to investment properties	2 913	(11 443)	(2 253)	(4 012)			(17 315)
Profit/loss on acquisition/disposal of subsidiary/associate		(48)		3 107			3 059
Fair value gain on financial assets	203	8 416					8 773
<b>Operating profit / (loss)</b>	<b>10 835</b>	<b>51 437</b>	<b>481</b>	<b>1 639</b>	<b>(437)</b>	<b>(2 011)</b>	<b>54 975</b>
Net finance costs	(5 015)	(38 173)	(968)	(815)	(270)	(333)	(43 266)
<b>Contribution to net income</b>	<b>4 230</b>	<b>11 398</b>	<b>(1 112)</b>	<b>2 402</b>	<b>(434)</b>	<b>(2 539)</b>	<b>13 212</b>

See detailed income statement in Annexure 1.

# FINANCIAL REVIEW – BALANCE SHEET

## ABRIDGED BALANCE SHEET

	Property				Serviced Office	Other	GROUP TOTAL
	UK incl. JVs	SA	Namibia	Rest of Africa	UK		
				Tradehold Africa	TBWC (90%)		
	Moorgarth	Collins	Nguni				
	£'000	£'000	£'000	£'000	£'000	£'000	£'000
Investment properties	256 676	464 692	40 768	26 475			727 209
Borrowings	147 329	322 365	26 223	9 348	5 464	14 841	491 396
Tangible NAV per division	124 662	146 714	24 212	20 871	(1 383)	(4 191)	310 885
<b>Contribution to TNAV per share issued (Pence)</b>	<b>49.6</b>	<b>58.4</b>	<b>9.6</b>	<b>8.3</b>	<b>(0.6)</b>	<b>(1.7)</b>	<b>123.6</b>
<b>Contribution to TNAV per share issued (ZAR)</b>	<b>9.2</b>	<b>10.8</b>	<b>1.8</b>	<b>1.5</b>	<b>(0.1)</b>	<b>(0.3)</b>	<b>22.9</b>
Directors sum-of-the-parts valuation	124 662	146 714	24 212	20 871	5 795	(4 191)	318 064
<b>Contribution to SOTPV per share issued (Pence)</b>	<b>49.6</b>	<b>58.4</b>	<b>9.6</b>	<b>8.3</b>	<b>2.3</b>	<b>(1.7)</b>	<b>126.5</b>
<b>Contribution to SOTPV per share issued (ZAR)</b>	<b>9.2</b>	<b>10.8</b>	<b>1.8</b>	<b>1.5</b>	<b>0.4</b>	<b>(0.3)</b>	<b>23.5</b>

See detailed balance sheet in Annexure 2.

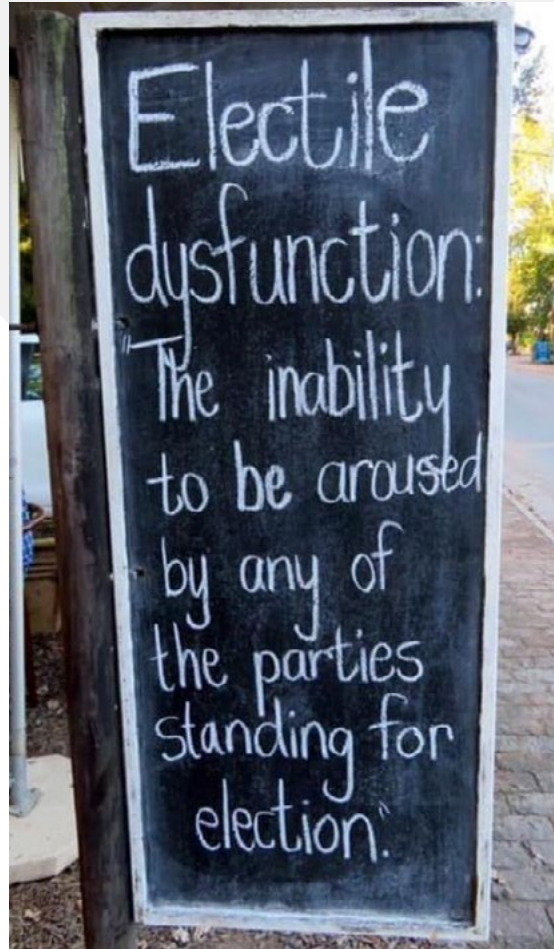
## PROPERTY – UK

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- ◆ Brexit
- ◆ Brief market commentary
- ◆ UK portfolio and financing
- ◆ What drives the value in Tradehold UK
  - working examples

# PROPERTY – UK

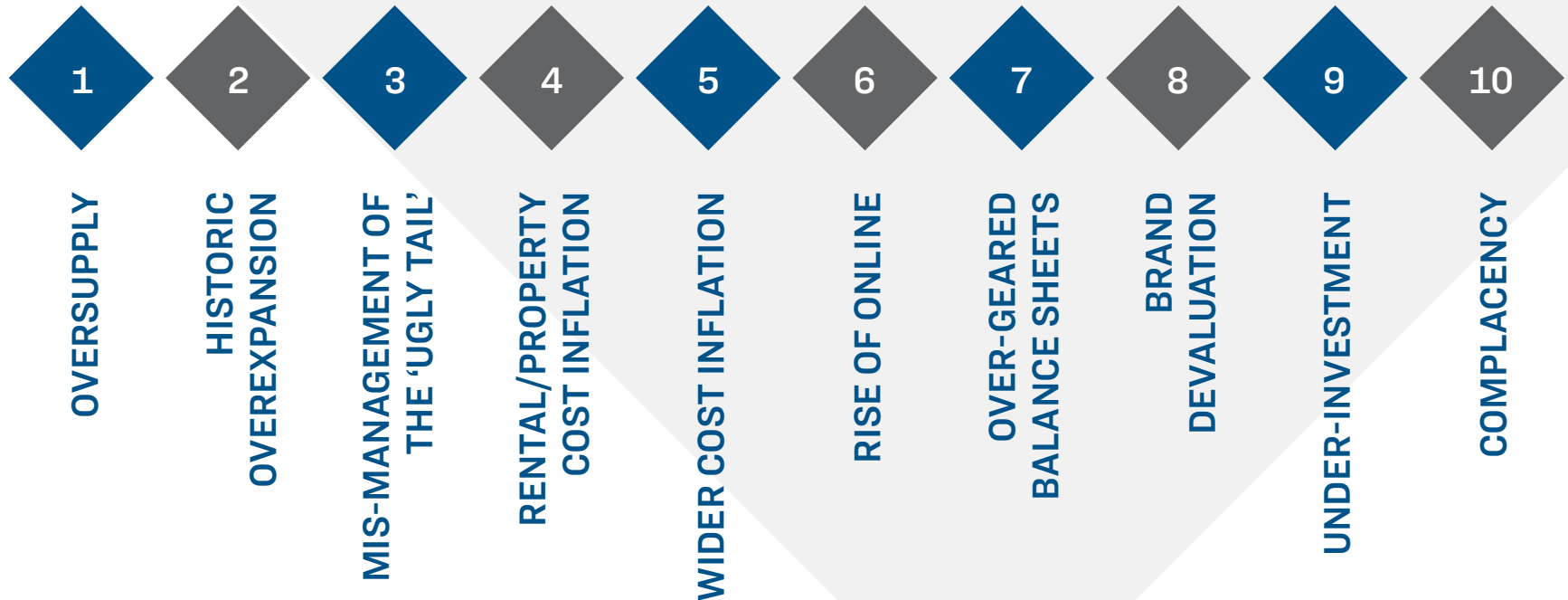
## WHAT ABOUT BREXIT?





# PROPERTY – UK

## THE TEN KEY STRUCTURAL FAILINGS OF UK RETAIL



**“There is simply no evidence to support the notion of a consumer slowdown in the wake of the EU Referendum.”**

# PROPERTY – UK

## STATS YOU WON'T RECOGNISE

- ◆ March saw the best monthly retail sales figures since April 2002.
- ◆ Retail sales values (exc fuel) surged 6.6% year-on-year in March.
- ◆ Retail sales volumes also grew by 6.2% in March.
- ◆ Annualised volumes and values +1.2% on an annualised basis.
- ◆ Despite
  - macro-economic and political situation.
  - The month the UK was supposed to leave the EU, but didn't.
  - Was supposed to strike a deal with the EU or not, but did neither.
  - Supposed increasing rather than diminishing uncertainty.
  - It clearly hasn't impacted retail sales.
- ◆ The DIY / garden centres / grocers will be major beneficiaries.

## PROPERTY – UK

### STATS YOU WON'T RECOGNISE (CONTINUED)

- ◆ Therefore, suggestions that physical stores no longer have a role are somewhat exaggerated.
- ◆ 29% of online purchases touch a store.
- ◆ In total, 86% of all comparison goods spend touch a physical Store in the UK.
- ◆ The value of retail spending in-store remains significant.
- ◆ The 2017 figure of £178 billion for non-food in-store spending is predicted to grow to £227 billion at 2026.
- ◆ Seen in this light, the much talked of “death of the high street” could be a myth.

**“Growing value of non-food in-store spending over the next decade could provide opportunities for occupiers, landlords, funds and other institutional investors that are able to adapt to a rapidly evolving environment.”**

# PROPERTY – UK

## STATS YOU WON'T RECOGNISE (CONTINUED)

### ◆ The key agents of this change?

- Consumers.
- Only by being consumer-centric will retail succeed.
  - Consumers have embraced online, but are not shunning physical retail.
  - Consumers are channel agnostic – they shop brands rather than channels.
  - The retail market needs to mirror the thought processes of those that define it, rather than continue to treat channels in isolation.
  - A first step towards future-proofing UK retail is understanding where it has come from – fundamentals of retailing that are constants and will not change.
- Retail property has to change. Knight Frank highlighted six key property pinchpoints:
  - Lease terms,
  - Incentives,
  - Service charges,
  - Turnover rents,
  - Valuations and
  - Business rates. In very generic terms...

**...The two key watchwords are flexibility and affordability. Remember 86% of retail comparison sales touch a physical store – who says retail is dead?**

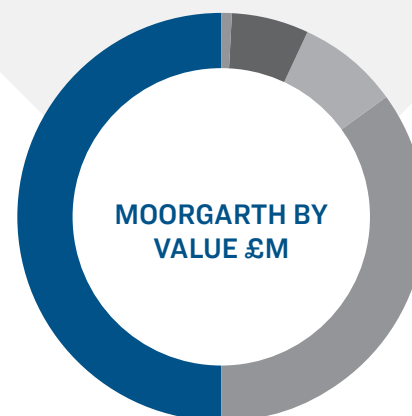
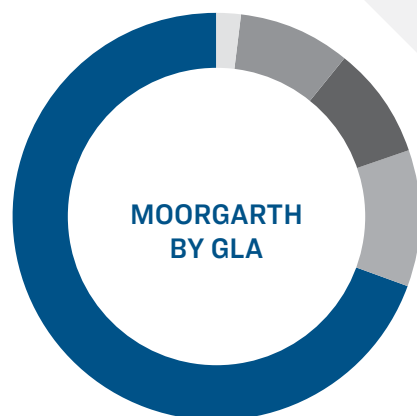
# PROPERTY – UK

## MOORGARTH INCL JVs

Sector	GLA sq ft	Attribu- table to Moorgarth	GLA sq m	Attribu- table to Moorgarth	Value £m	Attribu- table to Moorgarth	Net ave. yield on book value – actual	Net ave. yield on book value – ERV	Vacancies %	Number of properties
Development	—	—	—	—	0.3	0.3	n/a	n/a	n/a	1.00
Industrial	105 415	105 415	9 793	9 793	1.2	1.2	5.6%	10.0%	0.0%	1.00
Leisure	122 866	104 348	11 415	9 694	24.7	21.6	6.1%	9.1%	0.8%	1.00
Offices	176 685	139 078	16 415	12 921	98.8	90.1	3.5%	5.6%	2.3%	9.00
Retail	1 087 105	854 962	100 995	79 428	175.8	127.5	7.3%	8.1%	6.8%	11.50
Residential	19 516	19 516	1 813	1 813	14.3	14.3	5.1%	5.5%	0.1%	2.50
Capital WIP	n/a	n/a	n/a	n/a	3.0	1.8	n/a	n/a	n/a	n/a
<b>Total</b>	<b>1 511 587</b>	<b>1 223 318</b>	<b>140 431</b>	<b>113 650</b>	<b>318.1</b>	<b>256.7</b>	<b>5.9%</b>	<b>7.3%</b>	<b>10.0%</b>	<b>26.0</b>

### MOORGARTH BY GLA

■ INDUSTRIAL	9%
■ LEISURE	9%
■ OFFICES	11%
■ RETAIL	70%
■ RESIDENTIAL	2%



### MOORGARTH BY VALUE £M

■ LEISURE	8%
■ OFFICES	35%
■ RETAIL	50%
■ RESIDENTIAL	6%
■ CAPITAL WIP	1%

# PROPERTY – UK

## UK TENANTS AND LEASE EXPIRY PROFILES

Tenant Profile	%
A – Large nationals, large listeds government and major franchisees	41.7%
B – Nationals, listeds, franchisees, and medium to large professional firms	18.9%
C – Other	39.3%
	<b>100%</b>

Lease expiry profile based on revenue	Within 1 year %	Within 2 years %	Within 3 years %	Thereafter years %
Industrial	0.2%	0.0%	0.0%	0.6%
Leisure	0.4%	0.1%	0.1%	11.0%
Offices	5.0%	4.7%	0.7%	3.0%
Retail	8.3%	10.4%	6.2%	41.4%
Residential	8.1%	0.0%	0.0%	0.0%
	<b>21.8%</b>	<b>15.2%</b>	<b>7.0%</b>	<b>56.0%</b>

# PROPERTY – UK

## UK PROPERTY PORTFOLIO FUNDING

	Principal 28.2.19 £'000	Accrued Interest £'000	Total £'000	Amount fixed £'000	Amount variable £'000	Interest rate on fixed		Interest rate on variable	Remaining term	
									Years	Months
Canada Life	32 214	130	32 344	32 214	—	3.41%		n/a	8	8
HSBC – Connolly Works	8 550	32	8 582	—	8 550	—	3 month LIBOR + 1.90%		1	8
HSBC – Carter Lane	9 720	24	9 744	5 300	4 420	3.58%	3 month LIBOR + 2.10%		4	8
	<b>50 484</b>	<b>186</b>	<b>50 670</b>	<b>37 514</b>	<b>12 970</b>					
<b>Joint Ventures</b>										
HSBC – Shirley @ 50%	5 100	15	5 115	4 000	1 100	2.79%	3 month LIBOR + 1.95%		1	8
HSBC – Waverley Mall @ 50%	7 450	21	7 471	5 000	2 450	2.51%	3 month LIBOR + 1.90%		1	1
HSBC – Reading @ 50%	21 487	94	21 581	9 879	11 608	3.84%	3 month LIBOR + 2.10%		1	3
	<b>34 037</b>	<b>130</b>	<b>34 167</b>	<b>18 879</b>	<b>15 158</b>					
RMB – (notional allocation from group)	<b>60 823</b>		<b>60 823</b>	—	60 823		3 month LIBOR + 1.66%		2	10
<b>Total property debt incl JVs attributable to Moorgarth</b>	<b>145 344</b>	<b>316</b>	<b>145 660</b>	<b>56 393</b>	<b>88 951</b>					
Other – Interest rate derivatives			1 669							
Total on Moorgarth divisional balance sheet			147 329							

LTV of property debt against property portfolio of £256.7m 57%

## PROPERTY – UK: ACTIVITY IN 2018/9

### MOORGARTH

- ◆ Waverley Mall, Edinburgh
- ◆ Broad Street Mall Reading
- ◆ Lime Street, Leadenhall Market  
London City





# PROPERTY – UK: ACTIVITY IN 2018/9

## THE BOUTIQUE WORKPLACE COMPANY

### ◆ 24 month deal strategy

- March 18 we had £9.69m of income pre-booked (46%).
- March 19, we had £13.58m pre-booked (63%).
- Average 87% occupancy – 92% annual high.



	Feb-19	Feb-18	Operation	2019	2018
Turnover	£21.4m	£18.3m	London office locations	34	32
EBITDA	£1.7m	£1.8m	No. of workstations	3 943	3 630
			Average occupancy	87%	87%

# PROPERTY – UK: ACTIVITY IN 2018/9

## WAVERLEY MALL EDINBURGH



## PROPERTY – UK: ACTIVITY IN 2018/9

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### WAVERLEY MALL EDINBURGH

- ◆ Bought scheme at £23.5m in March 2017.
- ◆ Initial income day 1 £1 950 000 pa, after 12 months income increased to £2 250 000.
- ◆ Footfall increased at current levels at 14% ahead of date of purchase.
- ◆ Completed Phase 1 Entrance Improvement.
- ◆ Secured Planning Permission for development of 3 000 sq m on roof in an **UNESCO World Heritage Location.**
- ◆ Revaluation at year-end of £35m taking account of the value of the new planning permission.



# PROPERTY – UK: ACTIVITY IN 2018/9

## WAVERLEY MALL EDINBURGH



# PROPERTY – UK: ACTIVITY IN 2018/9

## BROAD STREET MALL READING – THE CULTURAL CHANGE





## PROPERTY – UK: ACTIVITY IN 2018/9

### BROAD STREET MALL READING

Property revalued in November 2019 retaining historic values but confirming significant increase in event of securing planning and closing letting deals

#### ◆ Hotel Prelet

- Deal agreed with Premier Inn Hotels
  - 101 beds
  - 550 sq m restaurant and bar
  - 25 year lease with RPI Reviews
  - Valuation 4-4.25% NIY
  - Rent £660 000pa excl
  - Build Cost: £11m
  - End Value: £14.5-15m

#### ◆ Other major lettings

- Iceland Foods
- Poundland relocation
- New Look lease regear post CVA

#### ◆ Other lettings under discussion

- Cinema Operation – deal agreed
- Creation of new foodhall
- Regear of TK Maxx lease
- Letting 1200 sq m offices in Quadrant

#### ◆ Residential Masterplan

- Scheme 493 Units
- Planning anticipated mid July 2019

# PROPERTY – UK: ACTIVITY IN 2018/9

## BROAD STREET MALL READING – THE HOTEL





# PROPERTY – UK: ACTIVITY IN 2018/9

## BROAD STREET MALL READING – THE RESIDENTIAL MASTERPLAN



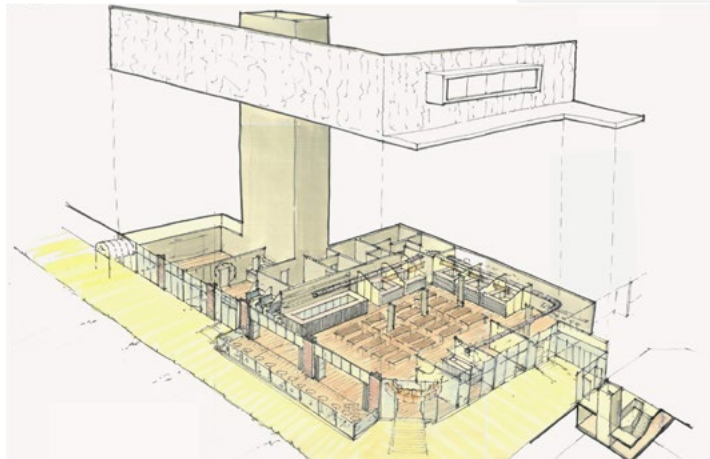


# PROPERTY – UK: ACTIVITY IN 2018/9

## BROAD STREET MALL READING – THE FOODHALL

### Reading Proposal

Total Area: 10,400 sqft x 300 sqm  
Construction cost: £10.5M per sqm  
No. of Units: 5 Food Units, 9 Food Units, Retail Units and 2 Bars  
1-2 Food Units  
A, B & C Food Units  
Main Bar and Foodservice: Cocktails bar next to a terrace area  
Suitable for private functions and outdoor events



# PROPERTY – UK: ACTIVITY IN 2018/9

## BROAD STREET MALL READING – THE CINEMA

Existing





# PROPERTY – UK: ACTIVITY IN 2018/9

## BROAD STREET MALL READING – THE OFFICES

Existing



Planned



# PROPERTY – UK: ACTIVITY IN 2018/9

## LIME STREET, LONDON

- ◆ Planning Consent granted for a redevelopment of the two properties
- ◆ Net increase in floor area of 52.5%
- ◆ Development possible start 2020 but flexible
- ◆ Value increase to £21m



# PROPERTY – UK: ACTIVITY IN 2018/9

## LIME STREET, LONDON





# PROPERTY – UK: ACTIVITY IN 2018/9

## LIME STREET, LONDON



# PROPERTY – UK: ACTIVITY IN 2018/9

## CARTER LANE, ST PAULS, LONDON





# PROPERTY – UK: ACTIVITY IN 2018/9

## CARTER LANE, ST PAULS, LONDON

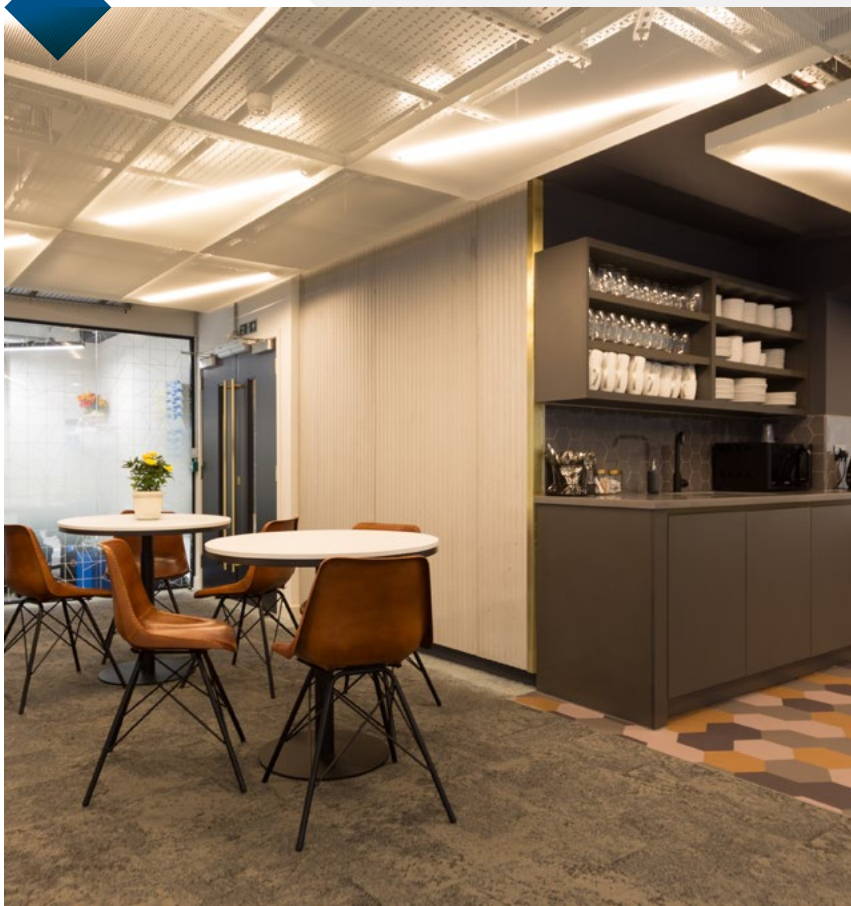




# PROPERTY – UK: ACTIVITY IN 2018/9

## CARTER LANE, ST PAULS, LONDON

New



## PROPERTY – UK: ACTIVITY IN 2018/9

### CARTER LANE, ST PAULS, LONDON

#### ◆ The Facts

– Paid	£11 640 000
– Original Rental	£350 000 pa
– Refurbishment Costs	£1 700 000
– New Rental	£854 000 pa
– End Value	£16 200 000
– Profit	£2 860 000
– Cash on Cash return to Tradehold	13.5 %

◆ Started selling using digital presentation and

◆ 68% prelet on completion of the refurbishment – massively out-performed TBWC business plan

# PROPERTY – UK: ACTIVITY IN 2018/9

## CONNOLLY WORKS, EUSTON





# PROPERTY – UK: ACTIVITY IN 2018/9

## CONNOLLY WORKS, EUSTON

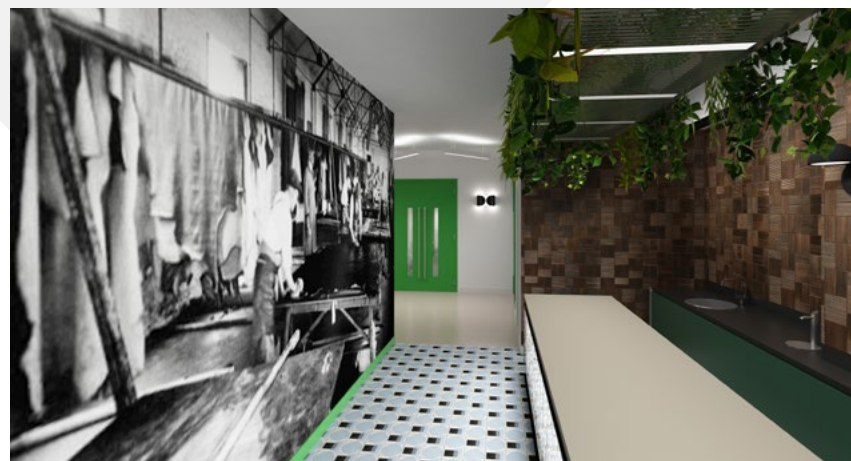
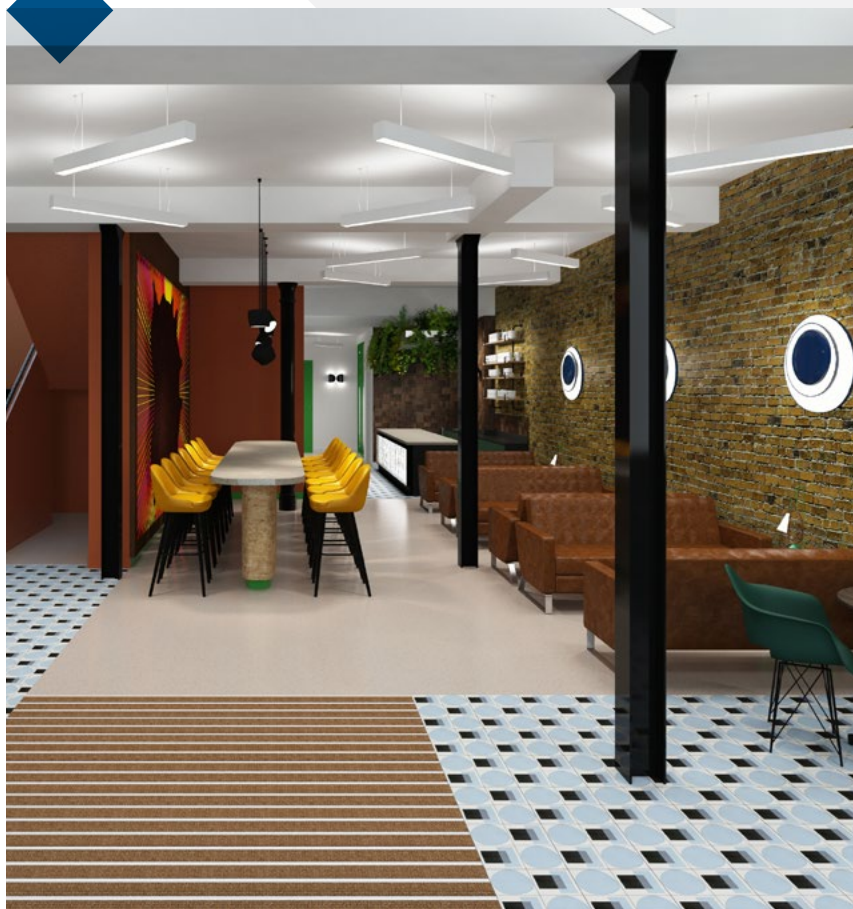
Existing



# PROPERTY – UK: ACTIVITY IN 2018/9

## CONNOLLY WORKS, EUSTON

Refurbished



# PROPERTY – UK: ACTIVITY IN 2018/9

## CONNOLLY WORKS, EUSTON

### ◆ The Facts

– Paid	£14 250 000
– Original Rental	£325 000
– Refurbishment Costs	£2 500 000
– New Rental	£1 058 000
– End Value	£19 400 000
– Profit	£2 650 000
– Cash on Cash return to Tradehold	13.4 %

# PROPERTY – UK: ACTIVITY IN 2018/9

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## IN CONCLUSION

- ◆ We are living in a world that is changing faster than ever before.
- ◆ That pace of change will be the slowest than at any time in the future.
- ◆ We must embrace the change, adapt our businesses where possible to accommodate future change and provide our customers with flexible and straightforward solutions to their challenges.
- ◆ We are a customer-focused business where customer service drives value.
- ◆ Tradehold offers investors:
  - Experience in its market place;
  - Proven innovation and a rare combination of investments in both physical and trading environments;
  - Further opportunities to drive income and enhance value in its existing portfolio.

# PROPERTY – COLLINS GROUP (SOUTH AFRICA)

## HIGHLIGHTS

- ◆ Quality industrial focussed portfolio:
  - R8.6bn (£465m);
  - 91% Industrial;
  - 1.95% Vacancies;
  - 7.2 years weighted average lease expiring profile;
  - R48/m<sup>2</sup> average gross rental; and
  - R5 362/m<sup>2</sup> average “bricks cost”.
- ◆ Strategy was to strengthen balance sheet by reducing debt levels:
  - Selling non-core assets;
  - Capital raise completed post year end;
  - Valued Collins Group tangible net asset value post restructuring at R2.4bn;
  - Immediately reduces gearing from 69% to 63%; and
  - Restructure remaining debt more efficiently to reduce average debt cost (year end average was 11%).
- ◆ Convert to a REIT by 2022.



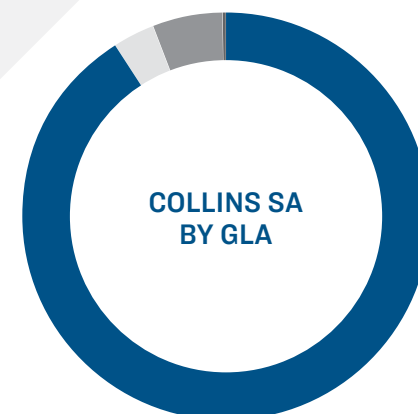
# PROPERTY – COLLINS GROUP (SOUTH AFRICA)

## PORTFOLIO

Sector	GLA (sq. metres)	Value R ('000)	Value £ ('000)	Net average yield on book value – actual	Vacancies %	Average escalation	Number of properties
Industrial	1 443 445	6 946 278	373 864	9.6%	0.85%	6.4%	78
Offices	51 063	636 464	34 256	9.0%	0.4%	6.0%	21
Retail	88 670	872 611	46 966	9.2%	0.7%	6.7%	36
Properties under development	2 250	178 484	9 606				6
<b>Total</b>	<b>1 585 429</b>	<b>8 633 837</b>	<b>464 692</b>	<b>9.3%</b>	<b>1.95%</b>	<b>6.4%</b>	<b>141</b>

### COLLINS SA BY GLA

■ INDUSTRIAL	91.0%
■ OFFICES	3.2%
■ RETAIL	5.6%
■ PROPERTIES UNDER DEVELOPMENT	0.1%



# PROPERTY – COLLINS GROUP (SOUTH AFRICA)

## SOME MAIN ASSETS

### Gosforth Park (Massmart), Gauteng

Classification	Industrial
Total GLA (sq. meters)	70 273
Value R	825 213 808
Value £	44 414 808
Value / GLA (R/sq. meter)	11 743
Value / GLA (£/sq. meter)	632



### Ndlovu Park (Unilever), KwaZulu-Natal

Classification	Industrial
Total GLA (sq. meters)	59 071
Value R	420 170 000
Value £	22 614 466
Value / GLA (R/sq. meter)	7 113
Value / GLA (£/sq. meter)	383



# PROPERTY – COLLINS GROUP (SOUTH AFRICA)

## SOME MAIN ASSETS

### Ridgeside Office Park, KwaZulu-Natal

Classification	Offices
Total GLA (sq. meters)	4 024
Value R	111 823 426
Value £	6 018 581
Value / GLA (R/sq. meter)	27 791
Value / GLA (£/sq. meter)	1 496



### Fibres Road 300 (Pepkor), KwaZulu-Natal

Classification	Industrial
Total GLA (sq. meters)	69 866
Value R	610 954 909
Value £	32 882 926
Value / GLA (R/sq. meter)	8 745
Value / GLA (£/sq. meter)	471





# PROPERTY – COLLINS GROUP (SOUTH AFRICA)

## SOME MAIN ASSETS

### Gosforth Park (Sasol), Gauteng

Classification	Industrial
Total GLA (sq. meters)	18 907
Value R	185 175 068
Value £	9 966 526
Value / GLA (R/sq. meter)	9 794
Value / GLA (£/sq. meter)	527



### Elgin Road (Toll), Gauteng

Classification	Industrial
Total GLA (sq. meters)	11 094
Value R	94 800 000
Value £	5 102 343
Value / GLA (R/sq. meter)	8 545
Value / GLA (£/sq. meter)	460



# PROPERTY – COLLINS GROUP (SOUTH AFRICA)

## SOME MAIN ASSETS

### Matatiele – Boxer Centre, Eastern Cape (Sasol), Gauteng

Classification	Retail
Total GLA (sq. meters)	6 743
Value R	93 824 146
Value £	5 049 820
Value / GLA (R/sq. meter)	13 915
Value / GLA (£/sq. meter)	749



# PROPERTY – COLLINS GROUP (SOUTH AFRICA)

## TENANT AND LEASE EXPIRY PROFILE

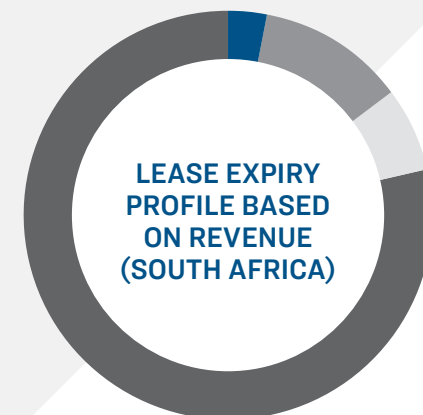
### Tenant profile

SA

A – Large nationals, large listeds and major franchisees	66%
B – Government	1%
C – Nationals, listeds, franchisees	23%
D – Medium to large professional firms	10%

**Percentage of total monthly revenue contributed** **100%**

Lease expiry profile based on revenue	Within 1 year %	Within 2 years %	Within 3 years %	Thereafter years %
Industrial	2.0%	7.5%	3.1%	69.3%
Offices	0.7%	1.8%	1.4%	3.9%
Retail	0.5%	2.4%	2.1%	5.3%
<b>Total</b>	<b>3.2%</b>	<b>11.7%</b>	<b>6.6%</b>	<b>78.5%</b>



### LEASE EXPIRY PROFILE BASED ON REVENUE (SOUTH AFRICA)

■ WITHIN 1 YEAR	3.2%
■ WITHIN 2 YEARS	11.7%
■ WITHIN 3 YEARS	6.6%
■ AFTER 3 YEARS	78.5%

# PROPERTY – COLLINS GROUP (SOUTH AFRICA)

## FINANCING

	Balance at 28 February 2019		Linked to fixed rates	Fixed interest rates	Linked to variable interest rates	Variable interest rates	Remaining terms
	£'000	R'000					
Nedbank Limited	230 978	4 291 509	86%	10.68% to 11.79%	14%	SA Prime Rate less 0.75% to SA Prime	2 months to 13 years
Investec Limited	69 219	1 286 070	53%	10.4%	47%	SA Prime Rate less 0.5% to SA Prime less 0.25%	3 months to 7 years
Rand Merchant Bank Limited	19 215	357 000	100%	10.5%	0%	—	3 years
Other – ABSA Limited and Sanlam Limited	3 040	56 475	99%	9.4%	1%	SA Prime less 1%	4 years
<b>Total</b>	<b>322 452</b>	<b>5 991 054</b>	<b>74%</b>		<b>26%</b>		

	Total Debt in R ('000)	Total Debt in £ ('000)
Debt as above	5 991 054	322 365
LTV on investment properties of R8.6bn		69%

# PROPERTY – NGUNI (NAMIBIA)

## PORTFOLIO

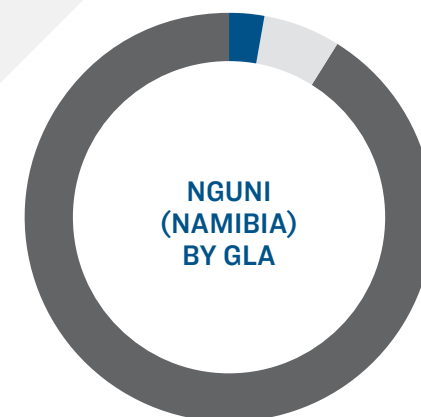
Sector	GLA (sq. metres)	Attributable to Tradehold Namibia	Value NAD (‘000)	Attributable to Tradehold Namibia	Value £ (‘000)	Attributable to Tradehold Namibia	Net average yield on book value – actual	Vacancies %	Average escalation	Number of properties
Leisure	3 133	783	109 535	27 384	5 895	1 474	7.8%	0.00%	6.00%	1
Offices	5 557	1 389	151 541	37 885	8 156	2 039	8.3%	0.13%	7.61%	1
Retail	87 136	60 643	1 391 787	930 035	74 909	50 057	8.7%	5.08%	7.26%	6
<b>Total</b>	<b>95 826</b>	<b>62 815</b>	<b>1 652 863</b>	<b>995 304</b>	<b>88 961</b>	<b>53 569</b>	<b>8.6%</b>	<b>5%</b>	<b>7%</b>	<b>8</b>

Value as above  
Associates & JVs  
Value per divisional balance sheet  
  
Value (£’000)

995 304  
(237 851)  
757 454  
  
40 768

### NGUNI (NAMIBIA) BY GLA

■ LEISURE	3%
■ OFFICES	6%
■ RETAIL	91%





# PROPERTY – NGUNI (NAMIBIA)

## SOME MAIN ASSETS

### Rundu Shopping Mall, Rundu

Classification	Retail
Total GLA (sq. meters)	13 595
Value R	224 875 000
Value £	5 049 820
Value / GLA (R/sq. meter)	16 541
Value / GLA (£/sq. meter)	371



### Gobabis Shopping Centre, Omaheke Region

Classification	Retail
Total GLA (sq. meters)	10 215
Value R	131 240 543
Value £	12 103 263
Value / GLA (R/sq. meter)	12 848
Value / GLA (£/sq. meter)	1 185



# PROPERTY – NGUNI (NAMIBIA)

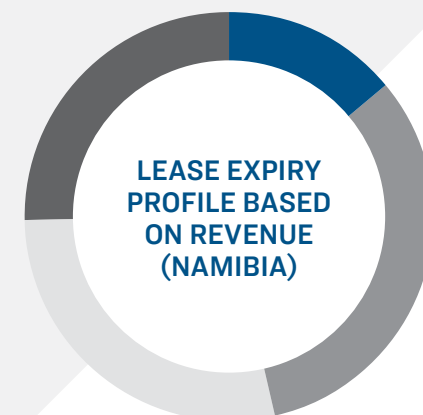
## TENANTS AND LEASE EXPIRY PROFILE

### Tenant profile SA

A – Large nationals, large listeds and major franchisees	75%
B – Government	10%
C – Nationals, listeds, franchisees	5%
D – Medium to large professional firms	10%

### Percentage of total monthly revenue contributed 100%

Lease expiry profile based on revenue	Within 1 year %	Within 2 years %	Within 3 years %	Thereafter years %
Total	13.9%	32.5%	28.5%	25.1%



### LEASE EXPIRY PROFILE BASED ON REVENUE (NAMIBIA)

■ WITHIN 1 YEAR	13.9%
■ WITHIN 2 YEARS	32.5%
■ WITHIN 3 YEARS	28.5%
■ AFTER 3 YEARS	25.1%

# PROPERTY – NGUNI (NAMIBIA)

## FINANCING

	Balance at 28 February 2019		Linked to fixed rates	Fixed interest rates	Linked to variable interest rates	Variable interest rates	Remaining terms
	£'000	R'000					
Nedbank Limited	51 970	965 579	0%	—	100%	SA Prime Rate less 0.25% to Namibian Prime rate plus 2.75%	2 months to 8 years
Investec Limited	5 679	105 520	0%	—	100%	SA Prime Rate less 0.25%	2 years
<b>Total</b>	<b>57 649</b>	<b>1 071 099</b>	<b>0%</b>		<b>100%</b>		

	Total Debt in R ('000)	Total Debt in £ ('000)
Debt as above	1 071 099	57 649
Associates debt not on balance sheet	(625 801)	(33 682)
Total bank debt on balance sheet	445 298	23 967
JV partners loans (equity contributions)	41 916	2 256
Total debt per divisional balance sheet	487 214	26 223
LTV on investment properties of R757m		64%

# Q&A



	Property				Serviced Office			
	United Kingdom including Joint Ventures	IFRS adjustments for Joint Ventures	South Africa	Rest of Africa	The			
					Namibia	United Kingdom		
							Other	Group total
Moorgarth							Boutique Workplace Company	
Total segment revenue (external customers)  Other income  Foreign exchange gains and losses  Provision for bad debts  Uncovered property costs  Other operating costs  <b>EBITDA</b>  Depreciation, impairment and amortisation  <b>Trading profit per entity</b>  Profit on disposal of investment property  Fair value adjustment to investment property  Profit/(loss) on acquisition/disposal of investments/PPE  Profit/(loss) on acquisition/disposal of subsidiaries/associates  Impairment of goodwill  Fair value gain/(loss) on investments  <b>Operating profit/(loss)</b>  Finance income  Finance cost (notional interest allocation per segment based on debt utilisation)  Profit from joint venture  Profit from associated companies  <b>Profit before taxation</b>  Income tax expense  <b>Profit from continuing operations</b>  Profit from operations held for distribution  <b>Profit before non-controlling interest</b>  Non-controlling interest  <b>Net profit for the year</b>	14 263	(4 215)	57 272	4 015	3 700	21 403	—	96 438
	599	(72)	1 000	130	156	—	61	1 875
	—	—	—	—	(1 134)	—	(539)	(1 673)
	(364)	40	(39)	(462)	—	—	—	(825)
	(3 225)	656	(1 942)	—	(439)	—	—	(4 950)
	(3 144)	153	(2 746)	(877)	(947)	(19 673)	(1 430)	(28 665)
	8 129	(3 438)	53 546	2 806	1 336	1 730	(1 908)	62 200
	(372)	17	(448)	(72)	45	(2 169)	(7)	(3 006)
	7 757	(3 421)	53 098	2 734	1 381	(439)	(1 914)	59 194
	(38)	—	1 407	—	—	—	—	1 369
2 913	(2 520)	(11 443)	(2 253)	(4 012)	—	—	(17 315)	
—	—	8	—	—	2	—	11	
—	—	(48)	—	3 107	—	—	3 059	
—	—	—	—	1 163	(1 279)	(115)	8 773	
203	—	8 416	—	—	—	—	155	8 773
10 835	(5 941)	51 437	481	1 639	(437)	(3 037)	54 976	7 975
561	542	346	1 187	280	1	5 057	7 975	
(5 576)	1 765	(38 519)	(2 155)	(1 096)	(271)	(5 393)	(51 241)	
—	2 473	—	—	—	—	—	2 473	
—	—	—	13	—	—	—	13	
5 820	(1 161)	13 264	(474)	824	(707)	(3 373)	14 196	
(1 591)	1 161	(937)	(601)	1 342	158	(196)	(664)	
4 229	—	12 328	(1 076)	2 165	(549)	(3 568)	13 532	

# ANNEXURE 2

## CONDENSED STATEMENT OF FINANCIAL POSITION

	Property					Serviced Office	
	United Kingdom including Joint Ventures	IFRS adjustments for Joint Ventures	South Africa	Namibia	Rest of Africa	United Kingdom	Other
	Moorgarth		Collins	Nguni	Tradehold Africa	The Boutique Workplace Company	
Investment properties	256 676	(61 402)	464 692	40 768	26 475		727 209
Property plant and equipment	642	(71)	3 219	69	67	5 407	2 9 336
Intangible assets	45	—	—	—	—	8 035	8 080
Derivative financial instruments			8 286	—			8 286
Financial assets	4 882	—	1 274	53			1 339 7 548
Investments carried at fair value through profit and loss							
Investment in joint ventures	16 446	11 328		1 925			29 699
Investment in associates	—	—	313	6 718	—	—	— 7 031
Deferred taxation	1 652	—	6 879	1 003	2 277	—	— 11 811
Cash	5 028	(1 175)	3 073	127	3 037	1 811	996 12 896
Loans due from operations held for distribution	—	—	—	—	—	—	—
Assets held for sale	11 062	(1 462)	5 703	1 076	2 906	7 998	8 954 36 237
Other receivables	296 433	(52 782)	484 333	51 739	34 762	23 251	11 290 859 026
<b>Total assets</b>							
Borrowings (notional allocation per segment based on debt utilisation)	147 329	(34 173)	365	26 223	9 348	5 464	14 841 491 396
Deferred revenue	1 320	(352)	996	—	821	3 550	— 6 335
Deferred tax	2 363	(983)	39 791	2 233	175	17	— 43 616
Other payables	4 024	(855)	6 472	280	2 379	7 576	771 20 646
<b>Total liabilities</b>	155 056	(36 363)	369 624	28 736	12 722	16 607	15 612 561 994
Non-controlling interest	—	—	10 907	20	(933)	9	(133) 9 871
Group borrowings	93 932	(16 599)	(3 112)	12 065	19 588	7 508	(113 382) —
Shareholders equity	47 445	180	116 914	10 917	3 385	(873)	109 193 287 161
<b>Total equity</b>	141 377	(16 419)	124 709	23 003	22 039	6 644	(4 321) 297 032