



(“Tradehold” or “the company” or “the group”)  
(Registration number 1970/009054/06)  
JSE share code: TDH  
ISIN: ZAE000152658

## INTERIM CONDENSED CONSOLIDATED UNAUDITED FINANCIAL STATEMENTS FOR THE SIX MONTHS TO 31 AUGUST 2016

Although listed on the JSE Limited (“JSE”), by far the greater part of Tradehold’s operating assets lies outside South Africa – mostly in the UK but also on the African continent. For this reason – and to avoid distortion caused by the fluctuating value of the rand – the company reports its results in pound sterling. Its assets are in property, serviced offices and, to a lesser extent, in financial services. It holds its property assets in the UK through its holding in Moorgarth, the dominant component of the business, and in Africa through its holding in Tradehold Africa, whilst its financial services interests are vested in companies in the UK and in South Africa. In the UK it has, through Reward Investments, an indirect holding of 70% in the two main operating Reward companies, Reward Capital and Reward Invoice Finance, while in South Africa it wholly-owns the multi-faceted Mettle Investments.

### FINANCIAL PERFORMANCE

For the six months to August 2016, Tradehold continued the robust growth of the previous two years across its businesses both in terms of profit and, in the case of its property companies, in the size of their investment portfolios. The group’s total assets grew by 26% to £379 million (2015: £301 million) against the corresponding period while revenue increased by 71% to £20.9 million (2015: £12.2 million) and total profit attributable to shareholders by 39% to £10.9 million (2015: £7.8 million).

Net asset value per share grew 11.7% to 92.6 pence (2015: 82.9 pence) or 9% for the 6 month period (February 2016: 85.1 pence) and earnings per share grew 38.1% to 5.8 pence (2015: 4.2 pence).

### BUSINESS ENVIRONMENT

The unexpected outcome of the Brexit referendum created immediate turmoil in the markets in the UK, with the FTSE initially tumbling and sterling dropping to its lowest level against the US\$ in more than 30 years. However, the share market has since stabilised although the currency has remained under pressure. At the end of the reporting period the prices of commercial properties, unlike residential, had held up well in central London. After an initial downward slide, retail trading in this area also recovered across the board. Outside London, on average the property market held up well with ongoing demand for space. However, the situation remains volatile, and the decision of the Prime Minister after the reporting period to invoke Article 50 of the EU treaty by the end of March 2017 has caused a new round of uncertainty.

The expansion of Tradehold’s operations in Africa continues to be centred on Southern Africa, mainly Namibia and Mozambique. Namibia’s political stability and its sound economic management over the years enable developers to invest there with a considerable measure of confidence while Mozambique’s economy is expected to recover once the mega gas projects come on stream. However, we remain cautious about substantial further investments in the near term outside the Common Monetary Area.

## PROPERTY

### Moorgarth

Moorgarth continues as Tradehold's biggest income producer. The Brexit vote, coming as it did towards the end of the reporting period, did not have a material effect on its operations which continued to trade well even with the initial market turmoil. Although there are signs of property values falling slightly in some sectors, the work Moorgarth has done in active asset management of its portfolio has underpinned the overall portfolio value. Revenue increased 104.5% to £13.9 million, reflecting, inter alia, the impact of the acquisition in December 2015 of Ventia, which has helped elevate the group's serviced-office division to one of the foremost in central London. Moorgarth's contribution (net profit plus group interest) to total group net profit increased by 220% to £6.4 million (2015: £2 million).

The merger of Ventia with the existing serviced office business has been completed, and the merged business now operates under a new corporate identity The Boutique Workplace Company Limited, which operates over 3000 workstations in 26 centres across central London.

Work continued on the redevelopment of the Market Place, a major retail centre in Bolton near Manchester, which saw a significant increase in lettings and a 20% increase in footfall.

The refurbishment of the Broad Street Mall at Reading outside London, acquired in June 2015 at a cost of £65.4 million in a joint venture with Texton Property Fund Ltd, is due for completion before the end of the calendar year. In addition, two floors were recently let in the office block adjoining the mall, with a further two remaining to be let.

Shortly before the end of the reporting period Moorgarth acquired, at a cost of £10.4 million, a retail unit in Nottingham, which is let to New Look. The opportunity arose to buy the asset at a 10% yield due to short term liquidity issues for the pension fund vendor.

### Tradehold Africa

The focus of Tradehold Africa during the reporting period remained on consolidating and achieving economies of scale, in particular in Namibia and Mozambique. Tradehold Africa's contribution (net profit plus group interest) to total group net profit increased by 38% to £4.8m (2015: £1m).

Tradehold Africa, which develops either independently or with partners, is at present involved in 11 properties across Namibia which are in various stages of planning, construction and completion. Of these, eight are shopping centres or include retail components. Three of them are substantial malls completed in or planned for the populous north in the towns of Rundu, Oshakati and Katima Mulilo. All three are expected to eventually dominate their retail environments.

In Maputo in Mozambique the company has completed, on time and within budget, the large, highly specialised and purpose-built Acacia Estate (the Cognis development), with units being leased on a long-term basis both to the American Embassy and to the American oil-exploration company Anadarko.

Current developments in which the company is involved on a partnership basis include shopping malls along the coast at Beira and Pemba.

### Collins South Africa

Tradehold entered into agreements with the Collins Group of KwaZulu-Natal to acquire its commercial property business within South Africa for ZAR1 715 million. This follows the acquisition of its UK and Southern Africa (excluding South Africa) assets in the previous financial year. This fourth-generation family-owned property development business has built an excellent track record for the development and management of commercial properties across Southern Africa and beyond.

The portfolio consists of 151 industrial, distribution centre, retail and office property assets located mainly in Gauteng and KwaZulu-Natal.

The transaction is expected to complete in December 2016 and will add a diversified portfolio of South African properties and an experienced property development and management team to Tradehold. The resultant increase in Tradehold's net asset value and profitability will facilitate further growth both in South Africa, via Collins, and abroad with a particular focus on Tradehold's investments in the UK.

## FINANCIAL SERVICES

### Reward

The uncertainty created among small business owners following the UK's vote to leave the EU has led to a marked drop in the SME confidence index. Nevertheless, the lending market in this sector has become more competitive with new players entering the field and offering additional funding options. Despite the intensified competition within the sector, Reward's highly experienced management team continues to provide the company with a very real advantage in the market place, with its ability to quickly assess and deliver flexible funding solutions. Defying difficult trading conditions, the company achieved a pre-tax net profit of £1.3 million (2015: £1.1 million) on turnover of £3.7 million (2015: £3.1 million). Its total contribution to the net profit of the group (i.e. after minorities plus group interest) was £1.9 million, an increase of 19% over the previous year (2015: £1.6 million).

### Mettle

Over the review period Mettle has performed in line with budget across its business units which span a wide spectrum – from corporate advisory, specialist lending, credit administration and solar power solutions. Mettle Solar, a division established in the previous financial year and which rents out solar photovoltaic systems, is currently involved in ten projects. Four of these are in Namibia.

Mettle achieved a net profit of £358 000 for the reporting period, marginally below the £379 000 of the corresponding period.

## DIVIDEND

The board has decided not to declare an interim dividend.

## OUTLOOK

The UK market is expected to remain volatile while the country navigates the complex process of withdrawing from the EU over a likely period of two years. In terms of our UK operations we therefore remain careful in the acquisition of new properties while rigorously managing assets already in the portfolio to ensure they deliver optimal benefits. Our serviced office business should benefit in the current uncertain economic conditions, as it offers flexible occupation contracts for its clients. The board is comfortable that Reward's highly skilled and experienced management team will continue to capitalise on the opportunities of a changing market with vision but caution. We are also confident of unlocking value from our existing opportunities in Tradehold Africa.

Judging by the performance of the companies in the group since the end of the reporting period, we expect Tradehold to improve on the results achieved in the 2016 financial year.

The above statements have not been reviewed or reported on by Tradehold's auditors.

## ACCOUNTING POLICY

The consolidated interim financial information is prepared in accordance with the requirements of the JSE Listings Requirements for interim reports, and the requirements of the Companies Act, 2008 (Act No 71 of 2008).

The JSE Listings Requirements require interim reports to be prepared in accordance with the framework concepts and the measurement and recognition requirements of International Financial Reporting Standards ("IFRS") and the SAICA Financial Reporting Guides as issued by the Accounting Practices Committee and Financial Pronouncements as issued by the Financial Reporting Standards Council and to also, as a minimum, contain the information required by IAS 34 Interim Financial Reporting. The accounting policies applied in the preparation of the consolidated interim financial statements, are in terms of International Financial Reporting Standards and are consistent with those accounting policies applied in the preparation of the previous consolidated annual financial statements, except for the adoption of the following new standards, amendments to publicised standards and interpretations that became effective for the current reporting period beginning on 1 March 2016:

### **Amendment to IAS 16, 'Property, plant and equipment' and IAS 38, 'Intangible assets', on depreciation and amortisation**

In this amendment the IASB has clarified that the use of revenue based methods to calculate the depreciation of an asset is not appropriate because revenue generated by an activity that includes the use of an asset generally reflects factors other than the consumption of the economic benefits embodied in the asset. The IASB has also clarified that revenue is generally presumed to be an inappropriate basis for measuring the consumption of the economic benefits embodied in an intangible asset.

### **Amendments to IFRS 10, 'Consolidated financial statements' and IAS 28, 'Investments in associates and joint ventures'**

These amendments address an inconsistency between the requirements in IFRS 10 and those in IAS 28 in dealing with the sale or contribution of assets between an investor and its associate or joint venture. The main consequence of the amendments is that a full gain or loss is recognised when a transaction involves a business (whether it is housed in a subsidiary or not). A partial gain or loss is recognised when a transaction involves assets that do not constitute a business, even if these assets are housed in a subsidiary.

## ACCOUNTING POLICY (continued)

### Annual Improvements 2012 – 14 cycle

IFRS 5, 'Non-current assets held for sale and discontinued operations' regarding methods of disposal. The amendment clarifies that, when an asset (or disposal group) is reclassified from 'held for sale' to 'held for distribution', or vice versa, this does not constitute a change to a plan of sale or distribution, and does not have to be accounted for as such.

IFRS 7, 'Financial instruments: Disclosures', regarding servicing contracts. If an entity transfers a financial asset to a third party under conditions which allow the transferor to derecognise the asset, IFRS 7 requires disclosure of all types of continuing involvement that the entity might still have in the transferred assets.

IAS 19, 'Employee benefits' regarding discount rates. The amendment clarifies that, when determining the discount rate for post-employment benefit obligations, it is the currency that the liabilities are denominated in that is important, and not the country where they arise.

IAS 34, 'Interim financial reporting' regarding disclosure of information. The amendment clarifies what is meant by the reference in the standard to 'information disclosed elsewhere in the interim financial report'. The amendment further amends IAS 34 to require a cross-reference from the interim financial statements to the location of that information.

### Core headline earnings

Core headline earnings exclude once off and non-operating items. Management believes that it is a useful measure for shareholders of the group's sustainable operating performance. However, this is not a defined term under IFRS and may not be comparable with similarly titled measures reported by other companies.

## PREPARATION OF FINANCIAL RESULTS

The preparation of the financial results was supervised by the group financial director, Karen Nordier BAcc, BCompt Hons, CA (SA). The condensed consolidated interim results for the six months ended 31 August 2016 have not been audited or independently reviewed by the group's external auditors, PricewaterhouseCoopers Inc.

## REPORTING CURRENCY

As the operations of most of Tradehold's subsidiaries are conducted in pound sterling and because of the distortion caused by the fluctuating value of the rand, the company reports its results in the former currency.

H R W Troskie  
*Acting Chairman*

K L Nordier  
*Director*

Malta  
2 November 2016

## STATEMENT OF COMPREHENSIVE INCOME

| (£'000)   | Unaudited<br>6 months to<br>31/08/16 | Unaudited<br>6 months to<br>31/08/15 | Audited<br>12 months to<br>29/02/16 |
|---|--------------------------------------|--------------------------------------|-------------------------------------|
| Revenue   | 20 905                               | 12 206                               | 28 651                              |
| Other operating income  | 146                                  | 4 085                                | 822                                 |
| Profit on disposal of investment properties                                     | —                                    | —                                    | 239                                 |
| Net gain from fair value adjustment on investment property                      | 12 618                               | 628                                  | 4 613                               |
| Loss on disposal and scrapping of PPE (excluding buildings)                     | (54)                                 | —                                    | 19                                  |
| Employee benefit expenses   | (1 676)                              | (1 317)                              | (4 708)                             |
| Lease expenses  | (246)                                | (297)                                | (593)                               |
| Depreciation, impairment and amortisation                                       | (931)                                | (158)                                | (608)                               |
| Other operating costs   | (11 689)                             | (7 548)                              | (12 355)                            |
| Trading profit  | 19 073                               | 7 599                                | 16 080                              |
| Gain on disposal/purchase of investments  | 242                                  | —                                    | 24                                  |
| Gain on disposal of financial assets  | —                                    | 1 919                                | 1 920                               |
| Fair value (loss)/gain on financial assets at fair value through profit or loss | 167                                  | (372)                                | (237)                               |
| Operating profit  | 19 482                               | 9 146                                | 17 787                              |
| Finance income  | 843                                  | 1 868                                | 3 600                               |
| Finance cost  | (4 449)                              | (2 846)                              | (6 684)                             |
| Earnings from joint venture   | 70                                   | 80                                   | 197                                 |
| Earnings from associated companies  | 140                                  | 159                                  | 381                                 |
| Profit before taxation  | 16 086                               | 8 407                                | 15 281                              |
| Taxation  | (615)                                | (404)                                | (638)                               |
| Profit for the year before non-controlling interest                             | 15 471                               | 8 003                                | 14 643                              |
| <b>Other comprehensive income</b>   |                                      |                                      |                                     |
| <b>Items that may be subsequently reclassified to profit or loss</b>            |                                      |                                      |                                     |
| Net fair value loss on hedging instruments entered into for cash flow hedges    | —                                    | —                                    | (163)                               |
| Currency translation differences  | 3 427                                | (4 170)                              | (3 987)                             |
| Total comprehensive income for the year   | 18 898                               | 3 833                                | 10 493                              |
| Profit attributable to:   |                                      |                                      |                                     |
| Owners of the parent  | 10 894                               | 7 818                                | 14 280                              |
| Non-controlling interest  | 4 577                                | 185                                  | 363                                 |
|   | 15 471                               | 8 003                                | 14 643                              |
| Total comprehensive income attributable to:                                     |                                      |                                      |                                     |
| Owners of the parent  | 14 327                               | 3 648                                | 10 170                              |
| Non-controlling interest  | 4 571                                | 185                                  | 323                                 |
|   | 18 898                               | 3 833                                | 10 493                              |
| Earnings per share (pence): basic   |                                      |                                      |                                     |
| – basic   | 5.8                                  | 4.2                                  | 7.6                                 |
| – headline earnings (as required by IFRS)                                       | 1.3                                  | 3.9                                  | 5.2                                 |
| – core headline earnings (as defined by entity)                                 | 5.7                                  | 3.1                                  | 6.5                                 |
| Number of shares for calculation of earnings per share ('000)                   | 188 770                              | 185 412                              | 186 818                             |
| Earnings per share (pence): diluted   |                                      |                                      |                                     |
| – diluted   | 5.8                                  | 4.2                                  | 7.6                                 |
| – headline earnings (as required by IFRS)                                       | 1.3                                  | 3.8                                  | 5.1                                 |
| – core headline earnings (as defined by entity)                                 | 5.7                                  | 3.1                                  | 6.4                                 |
| Number of shares for calculation of diluted earnings per share ('000)           | 189 034                              | 187 222                              | 188 124                             |

STATEMENT OF FINANCIAL POSITION

| (£'000)                          | Unaudited<br>31/08/16 | Unaudited<br>31/08/15 | Restated<br>29/02/16 |
|----------------------------------|-----------------------|-----------------------|----------------------|
| Non-current assets               | 295 986               | 208 730               | 235 845              |
| Property, plant and equipment    | 8 333                 | 5 207                 | 7 860                |
| Investment properties            | 249 707               | 179 397               | 196 879              |
| Intangible assets                | 1 054                 | —                     | 1 518                |
| Goodwill                         | 10 454                | 3 562                 | 10 240               |
| Investment in joint venture      | 18 452                | 13 458                | 13 793               |
| Investments in associates        | 4 521                 | 2 483                 | 3 490                |
| Deferred taxation                | 501                   | 124                   | 510                  |
| Trade and other receivables      | 359                   | 352                   | 303                  |
| Loans receivable                 | 2 605                 | 4 147                 | 1 252                |
| Current assets                   | 83 720                | 92 092                | 83 213               |
| Financial assets                 | 6 280                 | 6 217                 | 6 344                |
| Loans receivable                 | 49                    | 1 580                 | 3 216                |
| Loans to associates              | 893                   | 125                   | 3 648                |
| Trade and other receivables      | 55 229                | 40 359                | 48 051               |
| Taxation                         | —                     | —                     | 1                    |
| Cash and cash equivalents        | 21 269                | 43 811                | 21 953               |
| Total assets                     | 379 706               | 300 822               | 319 058              |
| Equity                           | 179 767               | 154 084               | 160 214              |
| Ordinary shareholders' equity    | 175 488               | 153 933               | 160 167              |
| Non-controlling interest         | 4 279                 | 151                   | 47                   |
| Non-current liabilities          | 136 556               | 105 330               | 113 223              |
| Preference share liability       | 33 087                | 30 716                | 28 288               |
| Long-term borrowings             | 92 109                | 62 882                | 69 937               |
| Derivative financial instruments | 4 468                 | 6 325                 | 8 565                |
| Deferred revenue                 | 6 140                 | 5 198                 | 5 801                |
| Contingent consideration         | —                     | 83                    | 106                  |
| Deferred taxation                | 752                   | 126                   | 526                  |
| Current liabilities              | 63 383                | 41 408                | 45 621               |
| Trade and other payables         | 12 989                | 12 099                | 12 028               |
| Short-term borrowings            | 47 905                | 27 000                | 29 519               |
| Loans from joint venture         | 245                   | —                     | 47                   |
| Loans from associates            | —                     | —                     | 1 050                |
| Contingent consideration         | 125                   | 1 779                 | 1 691                |
| Taxation                         | 2 119                 | 530                   | 1 286                |
| Total equity and liabilities     | 379 706               | 300 822               | 319 058              |

## STATEMENT OF CHANGES IN EQUITY

| (£'000)  | Unaudited<br>6 months to<br>31/08/16 | Unaudited<br>6 months to<br>31/08/15 | Audited<br>12 months to<br>29/02/16 |
|--|--------------------------------------|--------------------------------------|-------------------------------------|
| Balance at beginning of the period                   | 160 214                              | 122 328                              | 122 328                             |
| Issue of ordinary shares                             | 1 743                                | 25 644                               | 28 158                              |
| Transactions with owner of the entity                | (535)                                | 264                                  | 294                                 |
| Distribution to minorities                           | —                                    | —                                    | (564)                               |
| Share based payment                                  | 19                                   | —                                    | —                                   |
| Deferred consideration recognised directly in equity | —                                    | 2 513                                | —                                   |
| Dividends distributed to shareholders                | (572)                                | (498)                                | (495)                               |
| Profit for the year                                  | 15 471                               | 8 003                                | 14 643                              |
| Other comprehensive income for the year              | 3 427                                | (4 170)                              | (4 150)                             |
| Balance at the end of the period                     | 179 767                              | 154 084                              | 160 214                             |

## STATEMENT OF CASH FLOWS

| (£'000)   | Unaudited<br>6 months to<br>31/08/16 | Unaudited<br>6 months to<br>31/08/15 | Audited<br>12 months to<br>29/02/16 |
|---|--------------------------------------|--------------------------------------|-------------------------------------|
| Cash flows from operating activities                  | 5 508                                | 1 999                                | 4 700                               |
| Cash flows utilised in investing activities           | (42 504)                             | (25 517)                             | (60 529)                            |
| Acquisition of investment properties                  | (33 320)                             | (18 663)                             | (35 610)                            |
| Acquisition of property, plant and equipment          | (1 457)                              | (179)                                | (1 161)                             |
| Business combinations                                 | —                                    | 2 933                                | (9 899)                             |
| Proceeds on disposal of investment properties         | —                                    | 1 650                                | 5 637                               |
| Proceeds on disposal of property, plant and equipment | —                                    | —                                    | 19                                  |
| Net proceeds on disposal of investment                | —                                    | 9 191                                | 9 191                               |
| Dividends received from associates                    | 444                                  | 687                                  | 576                                 |
| Loans advanced to joint venture                       | (2 590)                              | (13 378)                             | (13 542)                            |
| Loans repaid by/(advanced to) associate undertaking   | 602                                  | 863                                  | (4 571)                             |
| Loans and advances – issued                           | (41 297)                             | (35 615)                             | (69 787)                            |
| Loans and advances – repaid                           | 35 114                               | 26 994                               | 58 618                              |
| Cash flows from financing activities                  | 36 263                               | 33 300                               | 43 593                              |
| Proceeds from borrowings                              | 60 578                               | 33 300                               | 65 904                              |
| Repayment of borrowings                               | (24 208)                             | —                                    | (21 747)                            |
| Share buy-back from minority shareholder              | (117)                                | —                                    | —                                   |
| Proceeds from preference share issue                  | 10                                   | —                                    | —                                   |
| Dividends to non-controlling interests                | —                                    | —                                    | (564)                               |
| Net increase in cash and cash equivalents             | (733)                                | 9 782                                | (12 236)                            |
| Effect of changes in exchange rate                    | 49                                   | (113)                                | 47                                  |
| Cash and cash equivalents at beginning of the year    | 21 953                               | 34 142                               | 34 142                              |
| Cash and cash equivalents at end of the year          | 21 269                               | 43 812                               | 21 953                              |
| Cash and cash equivalents consists of:                |                                      |                                      |                                     |
| Cash and cash equivalents                             | 21 269                               | 43 811                               | 21 953                              |
|   | 21 269                               | 43 811                               | 21 953                              |

**Non cash transaction**

During the period under review the following non cash transactions took place:

– Tradehold Limited share issues

On 10 June 2016 1 189 730 Tradehold Limited shares were issued to the former Mettle Investments (Pty) Limited shareholders in final settlement of the deferred purchase consideration.



## SEGMENTAL ANALYSIS

| (£'000)  | Revenue | Operating profit/(loss) |
|--|---------|-------------------------|
| <b>Six months to 31 August 2016 (unaudited)</b>    |         |                         |
| Property   |         |                         |
| – United Kingdom                                   | 13 859  | 8 085                   |
| – Namibia  | 1 744   | 1 492                   |
| – Africa excluding Namibia                         | 781     | 7 943                   |
| Short-term lending                                 |         |                         |
| – United Kingdom                                   | 3 711   | 2 672                   |
| – South Africa                                     | 810     | 201                     |
| Other  | —       | (911)                   |
|  | 20 905  | 19 482                  |
| <b>Six months to 31 August 2015 (unaudited)</b>    |         |                         |
| Property   |         |                         |
| – United Kingdom                                   | 6 775   | 2 472                   |
| – Namibia  | 935     | 901                     |
| – Africa excluding Namibia                         | 525     | 1 455                   |
| Short-term lending                                 |         |                         |
| – United Kingdom                                   | 3 087   | 2 193                   |
| – South Africa                                     | 884     | 341                     |
| Other  | —       | 1 784                   |
|  | 12 206  | 9 146                   |
| <b>Twelve months to 29 February 2016 (audited)</b> |         |                         |
| Property   |         |                         |
| – United Kingdom                                   | 16 331  | 9 051                   |
| – Namibia  | 3 269   | 4 266                   |
| – Africa excluding Namibia                         | 1 055   | 1 053                   |
| Short-term lending                                 |         |                         |
| – United Kingdom                                   | 6 558   | 4 678                   |
| – South Africa                                     | 1 438   | 384                     |
| Other  | —       | (1 645)                 |
|  | 28 651  | 17 787                  |

## SUPPLEMENTARY INFORMATION

| (£'000)   | Unaudited<br>6 months to<br>31/08/16 | Unaudited<br>6 months to<br>31/08/15 | Audited<br>12 months to<br>29/02/16 |
|---|--------------------------------------|--------------------------------------|-------------------------------------|
| 1. Depreciation for the period  | 931                                  | 158                                  | 608                                 |
| 2. Capital expenditure for the period   | 34 777                               | 14 519                               | 36 771                              |
| 3. Calculation of headline earnings   |                                      |                                      |                                     |
| Net profit  | 10 894                               | 7 818                                | 14 280                              |
| Net gain from fair value adjustment on investment properties  | (12 618)                             | (629)                                | (4 613)                             |
| Profit on disposal of investment properties   | —                                    | —                                    | (239)                               |
| Gain on disposal of investments   | (242)                                | —                                    | (24)                                |
| Loss/(profit) on disposal of property, plant and equipment  | 54                                   | —                                    | (19)                                |
| Total non-controlling interest and tax effects of adjustments   | 4 333                                | —                                    | 244                                 |
|   | 2 421                                | 7 189                                | 9 629                               |
| 4. Calculation of core headline earnings  |                                      |                                      |                                     |
| Headline profit   | 2 421                                | 7 189                                | 9 629                               |
| Net gain from fair value adjustment on investment properties  | 12 618                               | 629                                  | 4 613                               |
| Profit on disposal of investment properties   | —                                    | —                                    | 239                                 |
| Legal fee income  | —                                    | —                                    | (220)                               |
| Profit on disposal/fair value adjustment of UBS shares  | —                                    | (1 919)                              | (1 920)                             |
| Total non-controlling interest and tax effects of adjustments   | (4 333)                              | (33)                                 | (233)                               |
|   | 10 706                               | 5 866                                | 12 108                              |
| 5. Number of shares in issue ('000)   | 189 430                              | 185 660                              | 188 240                             |
| 6. Net asset value per share (pence)  | 92.6                                 | 82.9                                 | 85.1                                |
| 7. Financial assets   |                                      |                                      |                                     |
| Unlisted investments at fund managers valuation   | 6 280                                | 6 217                                | 6 344                               |
| 8. Contingent liabilities   | —                                    | 480                                  | —                                   |
| 9. Related parties  |                                      |                                      |                                     |
| During the period under review, in the ordinary course of business, certain companies within the Group entered into transactions with each other. All these intergroup transactions are similar to those in the prior year and have been eliminated in the interim financial statements on consolidation. |                                      |                                      |                                     |
| 10. Cashflow from operating activities  |                                      |                                      |                                     |
| Operating profit/(loss)   | 19 482                               | 9 146                                | 17 787                              |
| Non-cash items  | (12 023)                             | (2 018)                              | (5 530)                             |
| – depreciation, impairment and amortisation   | 931                                  | 158                                  | 608                                 |
| – profit on disposal of investment properties   | —                                    | —                                    | (239)                               |
| – loss/(profit) on disposal of PPE  | 54                                   | —                                    | (19)                                |
| – net gain on fair value adjustment on investment properties  | (12 618)                             | (629)                                | (4 613)                             |
| – fair value (gain)/loss on financial assets at fair value  | (167)                                | 372                                  | 237                                 |
| – impairment of loans   | —                                    | —                                    | 440                                 |
| – profit on disposal of investments   | (242)                                | (1 919)                              | (1 947)                             |
| – other non-cash items  | 19                                   | —                                    | 3                                   |
| Changes in working capital  | 2 043                                | (4 941)                              | (4 138)                             |
| – trade and other receivables   | 761                                  | (6 333)                              | 1 182                               |
| – trade and other payables  | 1 282                                | 1 392                                | (5 320)                             |
| Cash used in operations   | (3 994)                              | (188)                                | (3 419)                             |
| – interest received   | 844                                  | 1 868                                | 3 600                               |
| – interest paid   | (4 720)                              | (2 846)                              | (6 233)                             |
| – dividends paid  | (572)                                | (498)                                | (495)                               |
| – taxation paid   | 454                                  | 1 288                                | (291)                               |
| Net cash flows from operating activities  | 5 508                                | 1 999                                | 4 700                               |

## SUPPLEMENTARY INFORMATION (continued)

| (£'000)                                | Unaudited<br>6 months to<br>31/08/16 | Unaudited<br>6 months to<br>31/08/15 | Restated<br>12 months to<br>29/02/16 |
|--|--------------------------------------|--------------------------------------|--------------------------------------|
| 11. Goodwill                           |                                      |                                      |                                      |
| 11.1 Cost                              | 11 676                               | 4 850                                | 11 288                               |
| Accumulated impairment losses          | (1 222)                              | (1 288)                              | (1 048)                              |
|  | 10 454                               | 3 562                                | 10 240                               |
| 11.2 Cost                              |                                      |                                      |                                      |
| Balance at beginning of year           | 11 288                               | 3 594                                | 3 594                                |
| Acquired through business combinations | 25                                   | 1 547                                | 8 430                                |
| Foreign currency translation movements | 363                                  | (291)                                | (736)                                |
| Balance at end of year                 | 11 676                               | 4 850                                | 11 288                               |
| 11.3 Accumulated impairment losses     |                                      |                                      |                                      |
| Balance at beginning of year           | (1 048)                              | (1 288)                              | (1 288)                              |
| Foreign currency translation movements | (174)                                | —                                    | 240                                  |
|  | (1 222)                              | (1 288)                              | (1 048)                              |

## 11.4 Allocation of goodwill to cash-generating units

Management reviews the business performance based on geography and type of business. It has identified the United Kingdom and South Africa as the main geographies. There are property segments in the UK and short-term lending in South Africa. Goodwill is monitored by management at the operating segment level. The following is a summary of the goodwill allocation for each applicable operating segment:

|   | Opening | Additions | Impairment | Foreign<br>currency<br>translation<br>movements | Closing |
|---|---------|-----------|------------|---|---------|
| <b>Six months to 31 August 2016 (unaudited)</b>     |         |           |            |   |         |
| SA short-term lending                               | 1 885   | —         | —          | 314   | 2 199   |
| UK property   | 8 068   | 25        | —          | —   | 8 093   |
| Other   | 287     | —         | —          | (125)   | 162     |
| Total   | 10 240  | 25        | —          | 189   | 10 454  |
| <b>Six months to 31 August 2015 (unaudited)</b>     |         |           |            |   |         |
| SA short-term lending                               | 2 287   | —         | —          | (291)   | 1 996   |
| UK property   | —       | 489       | —          | —   | 489     |
| Other   | 19      | 1 058     | —          | —   | 1 077   |
| Total   | 2 306   | 1 547     | —          | (291)   | 3 562   |
| <b>Twelve months to 29 February 2016 (restated)</b> |         |           |            |   |         |
| SA short-term lending                               | 2 287   | 26        | —          | (428)   | 1 885   |
| UK property   | —       | 8 068     | —          | —   | 8 068   |
| Other   | 19      | 336       | —          | (68)  | 287     |
| Total   | 2 306   | 8 430     | —          | (496)   | 10 240  |

## SUPPLEMENTARY INFORMATION (continued)

## 12. Business Combinations

**Ventia Ltd**

On 2 December 2015 The Boutique Workplace Company Ltd acquired the issued share capital of Ventia Ltd, a serviced office business. The acquisition has significantly increased the group's serviced office presence in London and complements the group's existing serviced office business.

The fair value exercise is now complete and the following table summarises the revised fair value purchase price allocation for the acquisition.

|   | Unaudited<br>6 months to<br>31/08/16 | Unaudited<br>6 months to<br>31/08/15 | Restated<br>12 months to<br>29/02/16 |
|---|--------------------------------------|--------------------------------------|--------------------------------------|
| Total consideration   | —                                    | —                                    | 13 827                               |
| Cash paid   | —                                    | —                                    | 13 827                               |
| Recognised amounts of identifiable assets acquired<br>and liabilities assumed at fair value |                                      |                                      |                                      |
| Total assets  | —                                    | —                                    | 10 849                               |
| Property plant and equipment  | —                                    | —                                    | 2 058                                |
| Intangible assets   | —                                    | —                                    | 1 518                                |
| Cash and cash equivalents   | —                                    | —                                    | 955                                  |
| Trade and other receivables   | —                                    | —                                    | 6 318                                |
| Total liabilities   | —                                    | —                                    | (5 090)                              |
| Deferred revenue  | —                                    | —                                    | (3 406)                              |
| Tax creditor  | —                                    | —                                    | (617)                                |
| Trade and other payables  | —                                    | —                                    | (1 067)                              |
| Total identifiable net assets   | —                                    | —                                    | 5 759                                |
| Goodwill  | —                                    | —                                    | 8 068                                |
| Total consideration paid  | —                                    | —                                    | 13 827                               |
| Cash acquired   | —                                    | —                                    | (955)                                |
| Net cash flow on acquisition  | —                                    | —                                    | 12 872                               |

## 13. Fair value estimation

Effective 1 March 2009, the group adopted the amendment to IFRS 7 for financial instruments that are measured in the statement of financial position at fair value. This requires disclosure of fair value measurements by level of the following fair value measurement hierarchy:

- Quoted prices (unadjusted) in active markets for identical assets or liabilities (level 1).
- Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices) (level 2).
- Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs) (level 3).

The following table presents the group's financial assets and liabilities that are measured at fair value at 31 August 2016.

|   | Level 1 | Level 2 | Level 3 |
|---|---------|---------|---------|
| Assets  |         |         |         |
| Financial assets at fair value through profit and loss      |         |         |         |
| Securities  | —       |         | 6 280   |
| Non-financial assets at fair value through profit or loss   |         |         |         |
| Investment properties                                       | —       | —       | 249 707 |
| Total assets  | —       | —       | 255 987 |
| Liabilities   |         |         |         |
| Financial liabilities at fair value through profit and loss |         |         |         |
| Contingent consideration                                    | —       | —       | 125     |
| Trading derivatives   |         |         |         |
| Cross currency swap   | —       | 3 761   | —       |
| Derivatives used for hedging                                | —       | 707     | —       |
| Interest rate contracts                                     |         |         |         |
| Financial liabilities at amortised cost                     |         |         |         |
| Preference shares   | 33 087  | —       | —       |
| Borrowings  | —       | —       | 140 014 |
| Total liabilities   | 33 087  | 4 468   | 140 139 |

## SUPPLEMENTARY INFORMATION (continued)

## 13. Fair value estimation (continued)

The following table presents the group's financial assets and liabilities that are measured at fair value at 31 August 2015.

| Assets  | Level 1       | Level 2      | Level 3        |
|---|---------------|--------------|----------------|
| Financial assets at fair value through profit and loss      |               |              |                |
| Securities  | —             | —            | 6 217          |
| Non-financial assets at fair value through profit or loss   |               |              |                |
| Investment properties                                       | —             | —            | 179 397        |
| <b>Total assets</b>   | <b>—</b>      | <b>—</b>     | <b>185 614</b> |
| Liabilities   |               |              |                |
| Financial liabilities at fair value through profit and loss |               |              |                |
| Contingent consideration                                    | —             | —            | 1 862          |
| Trading derivatives   |               |              |                |
| Cross currency swap   | —             | 5 776        | —              |
| Derivatives used for hedging                                | —             | 549          | —              |
| Interest rate contracts                                     |               |              |                |
| Financial liabilities at amortised cost                     |               |              |                |
| Preference shares   | 30 716        | —            | —              |
| Borrowings  | —             | —            | 89 882         |
| <b>Total liabilities</b>                                    | <b>30 716</b> | <b>6 325</b> | <b>91 744</b>  |

The following table presents the group's financial assets and liabilities that are measured at fair value at 29 February 2016.

| Assets  | Level 1       | Level 2      | Level 3        |
|---|---------------|--------------|----------------|
| Financial assets at fair value through profit and loss      |               |              |                |
| Securities  | —             | —            | 6 344          |
| Non-financial assets at fair value through profit or loss   |               |              |                |
| Investment properties                                       | —             | —            | 196 879        |
| <b>Total assets</b>   | <b>—</b>      | <b>—</b>     | <b>203 223</b> |
| Liabilities   |               |              |                |
| Financial liabilities at fair value through profit and loss |               |              |                |
| Contingent consideration                                    | —             | —            | 1 797          |
| Trading derivatives   |               |              |                |
| Cross currency swap   | —             | 7 854        | —              |
| Derivatives used for hedging                                |               |              |                |
| Interest rate contracts                                     | —             | 712          | —              |
| Financial liabilities at amortised cost                     |               |              |                |
| Preference shares   | 28 288        | —            | —              |
| Borrowings  | —             | —            | 99 455         |
| <b>Total liabilities</b>                                    | <b>28 288</b> | <b>8 566</b> | <b>101 252</b> |

The fair value of financial instruments traded in active markets is based on quoted market prices at the period-end. A market is regarded as active if quoted prices are readily and regularly available from an exchange, dealer, broker, industry group, pricing service, or regulatory agency, and those prices represent actual and regularly occurring market transactions on an arm's length basis. The quoted market price used for financial assets held by the group is the current bid price.

The carrying amounts reported in the statement of financial position approximate fair values. Discounted cash flow models are used for trade and loan receivables. The discount yields in these models use calculated rates that reflect the return a market participant would expect to receive on instruments with similar remaining maturities, cash flow patterns, credit risk, collateral and interest rates.

The fair value of investment properties is based on rental yield valuations at the period-end.

Should UK property yields increase by 1%, the valuations would be lower by approximately £41.54 million.

Should UK property yields decrease by 1%, the valuations would be higher by approximately £85.69 million.

Should Namibia property yields increase by 1%, the valuations would be lower by approximately £4.96 million.

Should Namibia property yields decrease by 1%, the valuations would be higher by approximately £7.19 million.

Should Africa property yields increase by 1%, the valuations would be lower by approximately £1.57 million.

Should Africa property yields decrease by 1%, the valuations would be higher by approximately £2.13 million.

The fair value of financial liabilities for disclosure purposes is estimated by discounting the future contractual cash flows at the current market interest rate that is available to the group for similar financial instruments.

There were no transfers between the levels 1 and 2 and 3 during the period.

## SUPPLEMENTARY INFORMATION (continued)

## 14. Events after the reporting period

Purchase of the Collins group South Africa property portfolio:

During the reporting period Tradehold Limited entered into written agreements with the various sellers to acquire a portfolio of immoveable properties located in, inter alia, Kwa-Zulu Natal, Eastern Cape, Western Cape and Gauteng, South Africa (the "Collins Portfolio"), effective from 29 February 2016, through the purchase of the total issued share capital, as well as all the shareholder's loans in Imbali Props 21 Pty Ltd, Saddle Path Props 69 Pty Ltd and Collins Property Projects Pty Ltd (the "Transaction").

The Purchase Consideration will be discharged by way of a combination of the issue of 57.7 million new Tradehold Ordinary Shares at an issue price of ZAR28.73 (£1.5) each, and £3 million in cash.

The Acquisition Date is dependent on the fulfilment of the final conditions precedent to the Transaction. The Transaction is subject to the following conditions precedent: the approval of the Transaction by the South African Competition Authorities and the Takeover Regulation Panel; the obtaining of all other required third party consents, including from debt funding counterparties; the JSE approving the listing of the Tradehold Shares to be issued in terms of the Transaction; the approval of the Transaction by the Shareholders in terms of the Companies Act and the JSE Listings Requirements; and the increase of Tradehold's authorised share capital to enable Tradehold to settle a portion of the Purchase Consideration by way of the issue of Tradehold Ordinary Shares.

The results of the operations of the Collins Portfolio will be included in Tradehold Limited's consolidated financial statements from the Acquisition Date.

The provisional carrying values of the assets and liabilities of the Collins Portfolio on 31 August 2016 are as follows:

|                             | (£'000) |
|-----------------------------|---------|
| Total consideration         | 79 947  |
| Issuance of ordinary shares | 76 919  |
| Cash paid                   | 3 028   |
| <b>Assets</b>               |         |
| Investment properties       | 321 155 |
| Cash and cash equivalents   | 191     |
| Total assets                | 321 346 |
| <b>Liabilities</b>          |         |
| Non-controlling interest    | 6 648   |
| Long term liabilities       | 224 838 |
| Total liabilities           | 231 486 |
| Total net assets            | 89 860  |
| Bargain purchase gain       | (9 913) |
| Total consideration paid    | 79 947  |

The provisional bargain purchase gain arises due to the decrease in the Tradehold share price from the Transaction share price of ZAR28.73, to ZAR25.45 at 31 August 2016. The final Goodwill / Bargain purchase gain will be dependent on the Tradehold share price at the Acquisition Date.

SUPPLEMENTARY INFORMATION (continued)

15. Share based payments

A new employee share option scheme, the Tradehold Limited Employee Share Trust (“ESOP”), was adopted during the period. The options granted under the ESOP are exercisable at the market price of the shares on the date of Tradehold board approval of the award, in three equal tranches on the fourth, fifth and sixth anniversary of the board approval date, provided that the employee is still employed on such exercise date. The fair value at the date of acceptance of the award by the employee (the “Grant Date”) is estimated using a binomial pricing model, taking into account the terms and conditions upon which the options were granted. There is no cash settlement of the options.

The following options were granted in terms of the ESOP during the six months ended 31 August 2016:

On 23 March 2016 (the Grant Date), an award of 263 681 share options of ZAR 22.18 per share were accepted by DA Harrop, exercisable in three equal tranches on 5 November 2019, 5 November 2020 and 5 November 2021 respectively.

The fair value of the options granted was estimated on the Grant Date using the following assumptions:

|  |       |
|--|-------|
| Dividend yield (%)                     | —     |
| Expected volatility (%)                | 19.30 |
| Risk-free interest rate (%)            | 9.32  |
| Expected life of share options (years) | 5.62  |
| Weighted average share price (ZAR)     | 29.25 |

The weighted average fair value of the options granted during the six month period was £ 181 838

For the six months ended 31 August 2016, Tradehold has recognised a share-based payment expense in the statement of profit or loss of £18 776 (31 August 2015: £0).

## DIRECTORS AND ADMINISTRATION

**Executive directors:** TA Vaughan, FH Esterhuysen, DA Harrop, KL Nordier

**Non-executive directors:** CH Wiese (alternate JD Wiese), HRW Troskie, JM Wragge, MJ Roberts

**Independent non-executive directors:** HRW Troskie, JM Wragge, MJ Roberts

**Company secretary:** Mettle Corporate Finance (Pty) Ltd

**Transfer secretary:** Computershare Investor Services (Pty) Ltd

**Sponsor:** Bravura Capital (Pty) Ltd