

## KEY HIGHLIGHTS

- Net Asset Value CAGR of 28% over the past 3 years.
- Net Asset Value of just over R2.7 billion for the period ended 31 December 2014.
- To date, R165 million has been repatriated to the WDB Trust to fund the various development programmes.

## Recent Investment Activities

### New Investments

Our most recent investments to March 2015 include:

- The subscription of a Limited Partner interest in **International Housing Solutions** second fund raised which targets investments in the affordable housing sector in South Africa and Sub-Saharan Africa. WDB elected to invest in the South African sleeve.
- A direct equity investment in **Phuthuma Nathi**, listed empowerment shares, which holds shares in Multichoice South Africa (Pty) Ltd, an indirect wholly-owned subsidiary of Naspers Limited.
- A direct equity investment of approximately 1.34% in **Ascendis Health Limited** which is listed on the JSE. We also subscribed in a convertible debenture instrument with Coast2Coast, which will convert into ordinary Ascendis shares over a three year period.
- A direct equity stake of 2.82% in JSE listed specialised information technology (IT) services and solutions provider, **Adapt IT**.

### Existing Investments

The period to March 2015 saw:

- The realisation of our interest in **BPSA** through the exit of WDBIH and Mineworkers Investment Corporation ("MIC") as strategic BEE partners.
- An increase in our investment in **FirstRand Limited** by R500 million, raising collar funding to participate directly in the accelerated book-build which took place in January 2015.
- This investment arose from the maturation of the staff and director components of the 2005 BEE transaction, through an unwind of the FirstRand Black Employee Trust in December 2014.
- Our participation in the **Discovery Limited** rights issue announced in February 2015 as part of its R5 billion capital raising exercise resulting in WDBIH holding a total of 20.73 million shares, of which 3.85 million are held on an unencumbered basis.

## WDBIH's Investment Mandate

To grow and diversify its asset portfolio and invest in key sectors in South Africa through:

- **Targeted Sector Focus:** Consumer Goods & Services (including FMCG), Residential and Commercial Property, Media & Telecoms and Technology, Education, Renewable Energy/Utilities, Healthcare and Pharmaceuticals and Diversified Industries.
- **Targeted Equity Returns:** Equity investments in solid growth businesses that generate cash, and provide superior market and sector related returns.
- **Long Term Investment Horizon:** We make long term investments and seek to have significant influence in the companies in which we invest, taking a longer strategic view in our investments, through various cycles, without the pressure of an exit.
- **Robust Investee Company Profiles:** We invest in businesses with stable growth in earnings, reputable management, strong cash generative ability and healthy dividend flow, given WDBIH's responsibility to cover the WDB Trust's operational costs.
- **Efficient Use of Capital:** We seek to maximize our capital return by reducing our cost of capital, through a combination of debt (including vendor and third party funding) and equity.
- **Holding Company Participation:** We seek to hold all our investments at holding company or group level.
- **Minimum Investment Per Transaction:** The equity contribution is typically between R30m to R50m per investment.

## Investment Criteria and Strategy

### Board Participation

- Executive team with a proven track record in finance, leadership and business.
- We seek board representation in all our key investments. This allows us to have meaningful strategic influence and to add value in our investments.

### Sustainable Transformation

- Our philosophy is one of driving sustainable transformation within our investments through focusing on employment equity, skills development, affirmative procurement and enterprise development.

### Access to Cash Flow

- We generally arrange to receive trickle dividends and or performance fees management fees during the funding period in order to maintain a level of cash flow for WDBIH.

### Experience in Raising Capital

- We leverage off of our excellent relationships with local and several international banks and DFIs.
- We utilize our extensive experience in raising significant amounts of debt and equity capital in complex funding structures.

### Ring Fenced

- Our low risk investment approach, ensures that each of our investments are separately ring-fenced with no accumulated value in one structure being used to underpin or fund another transaction.

### Focus on Enterprise Development (ED)

- WDB brings its experience of delivering ED strategies at corporate and community levels, its understanding of the challenges that entrepreneurs face and how corporates and developmental agencies can work together to address these challenges.

## WDBIH Enterprise Development Fund (ED Fund): 2012

- The ED Fund is aimed at addressing the funding and business support gap experienced by SMMEs with specific focus on women entrepreneurs.
- The focus is to increase access to unsecured debt financing and business development services, including training and facilitating access to markets working with a number of strategic partners in target sectors. Our strategy is to leverage Corporate CSI and ED Spend to grow the ED Fund.
- The Fund target sectors include: Agriculture and Agro processing, Green Industries and Services Industries.

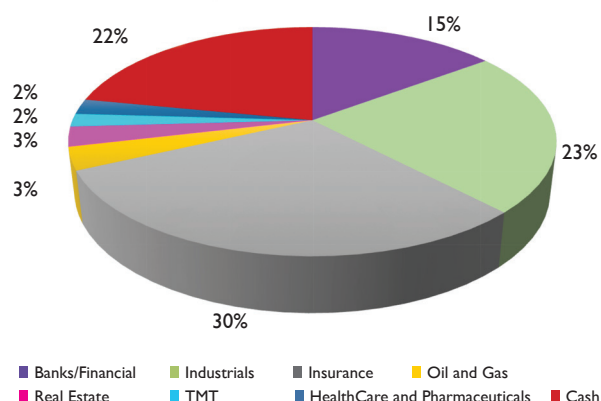
The Funds strategic objectives are to:

1. Increase the fund capacity to support women enterprise development.
2. Facilitate access to finance for women owned enterprises, in selected strategic sectors of the economy providing them with an opportunity to become viable and grow.
3. Establish linkages to finance, markets, trade and technology.
4. Support women entrepreneurs to build financial security.
5. Increase the Fund size to R50 million in the medium term.

## Investment Sector Mix

The graph below depicts the WDBIH Investment Portfolio as at 31 December 2014 per sector:

Existing Sector Mix with Current Investments YTD at December 2014

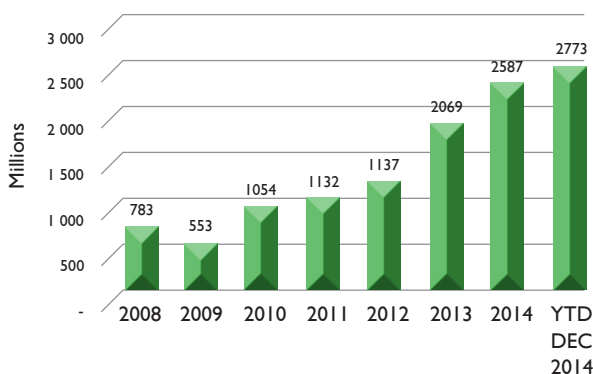


\* December 2014 figures are based on management accounts (unaudited)

## Investment Performance

This graph depicts the audited Net Asset Value of the Investment portfolio of WDBIH since inception:

Investment Performance 2008 to YTD at December 2014



\* December 2014 figures are based on management accounts (unaudited)