



# INFRASTRUCTURE & BUILDING PLATFORM

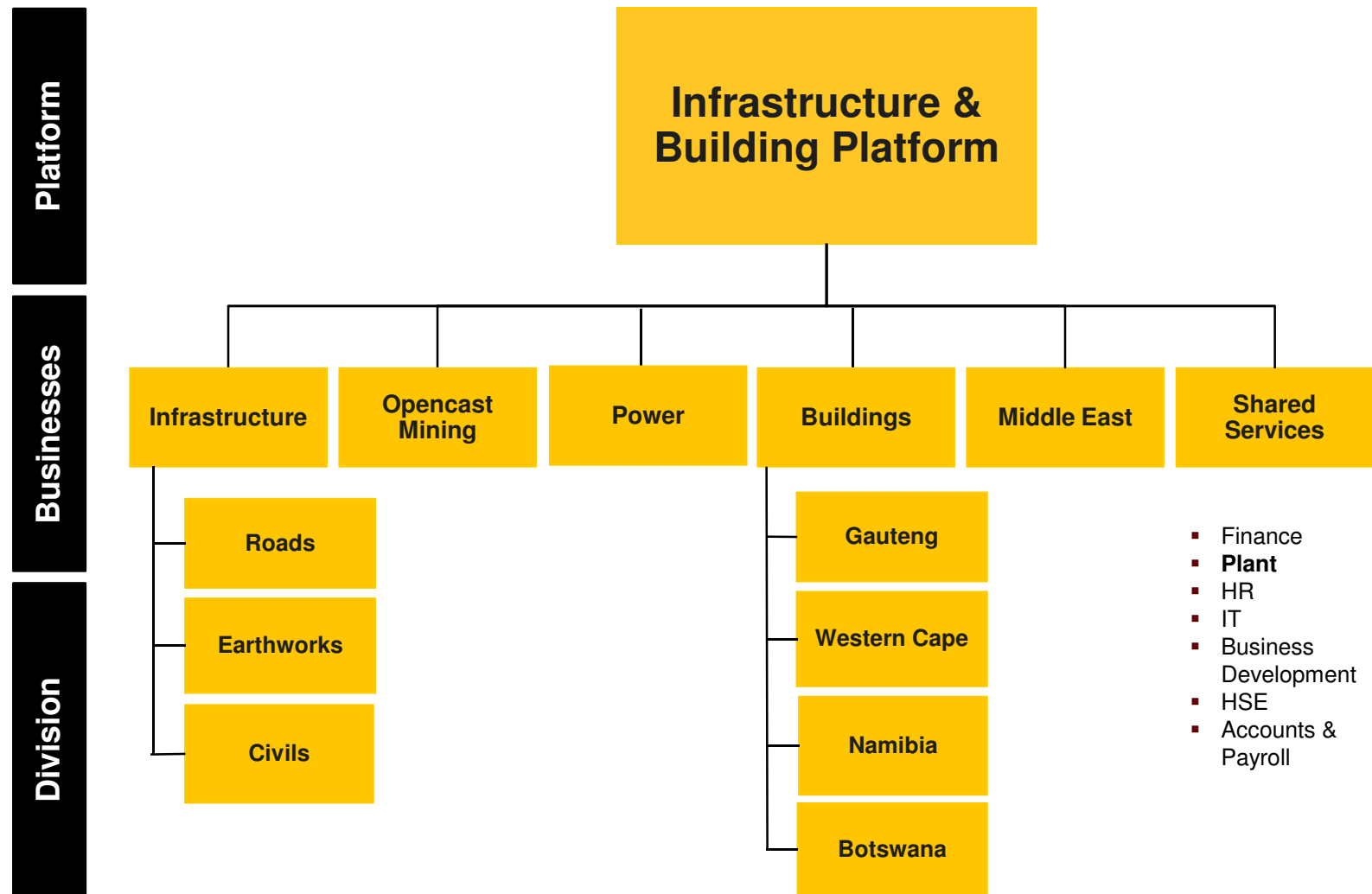
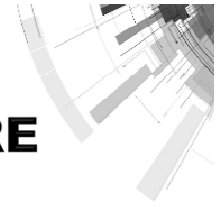
Investor Presentation

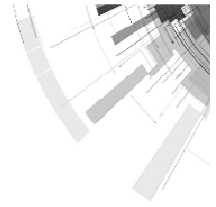
Jerome N. Govender

29 June 2015

ENGINEERED EXCELLENCE

# CURRENT PLATFORM STRUCTURE





Delivered infrastructure to  
Jeffreys Bay Windfarm

Working on delivering  
infrastructure to

Noupoort

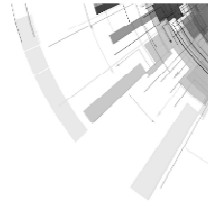
Khobab

Loeriesfontein

Preferred position on 3 others







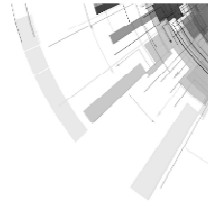
Delivered 7 major Shopping Malls in the last 18 months:

Baywest  
Matlosana  
Dainfern  
Wonderpark  
Mall of Namibia  
Aus Valley  
Menlyn Phase 1

Menlyn Phase 2 Underway







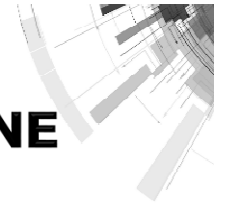
Medupi and Kusile Chimneys















**WE BUILT THIS CITY...**





**... AND CONTINUE TO DO SO**

# QATAR FOUNDATION TECHNOLOGY CENTRE



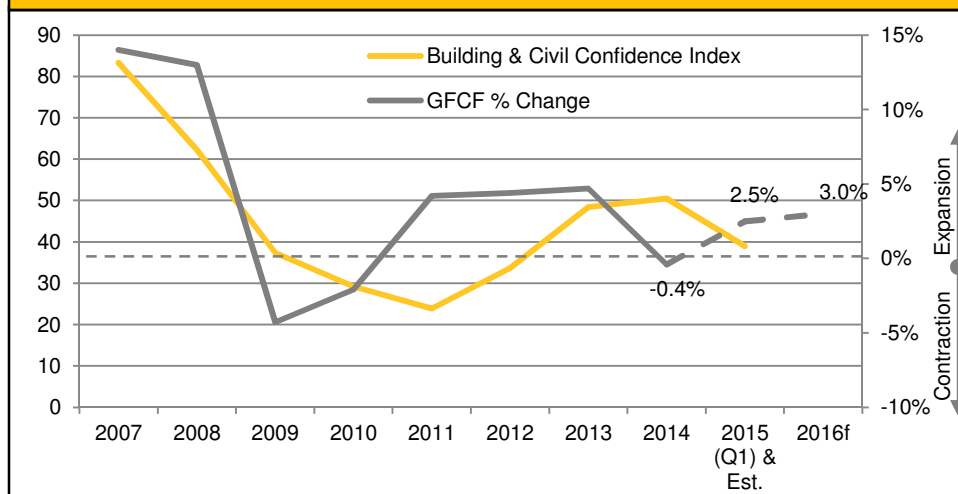


- After a number of years of losses, the Platform has been stable and profitable for 2 consecutive years
- However, the Platform remains a smaller contributor to Group earnings
- Overcapacity remains in all our geographic markets
- Cautious re-entry into Property Development (Limited to residential at this stage)
- Orderbook balance improving – Infrastructure vs Buildings
- Various commercial resolutions on 'legacy' projects have been achieved, e.g. Medupi Civils Joint Venture.
- Labour volatility in the RSA market a concern



A subdued construction climate and outlook indicates that the prospects for a meaningful acceleration remain weak in South Africa, despite that, large public spend is still expected

## Construction Confidence<sup>(1)(2)(4)</sup>



## Key Trends

### Subdued Confidence and Investment

- Private sector fixed investment contracting by 3.4 percent, despite some recovery in the final quarter of last year.
- The main contribution to fixed capital formation came from general government, which accounts for a relatively small proportion of the total.
- With business confidence subdued, and amid binding electricity supply constraints, the prospects for a meaningful acceleration remain weak<sup>(2)</sup>

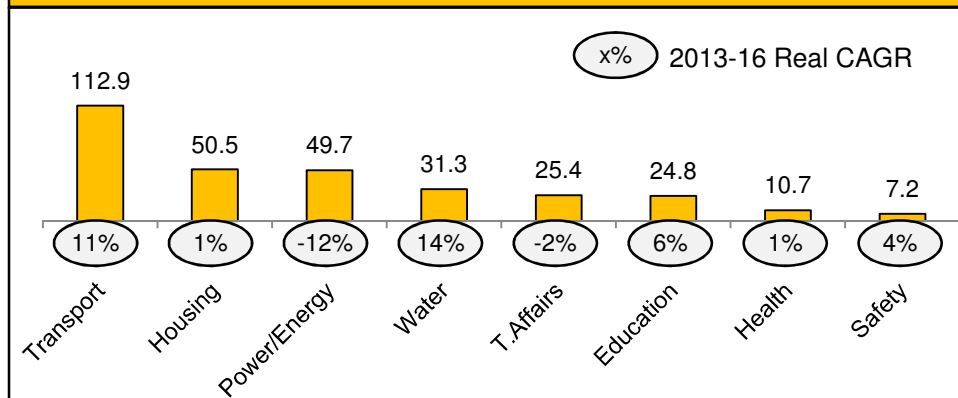
### Mining expenditure uncertain

- Influence of lower commodity prices
- Late or no awards of contracts

### Renewable energy ongoing

- Opportunities arising in South Africa and Africa
- Increasing competitiveness in sector
- Hydro – selected opportunities. Limited experience in market, which means that Dam experience could differentiate I&B

## Public 2014-2017 Forecast<sup>(3)</sup> Per Segment (R Bn)



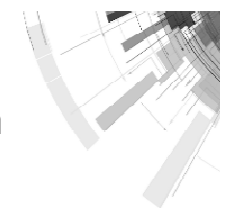
## I&B Impact

- Competition for those projects that do reach implementation likely to be fierce in both Public and Private sectors
- Expertise and expanded value offering critical to winning work

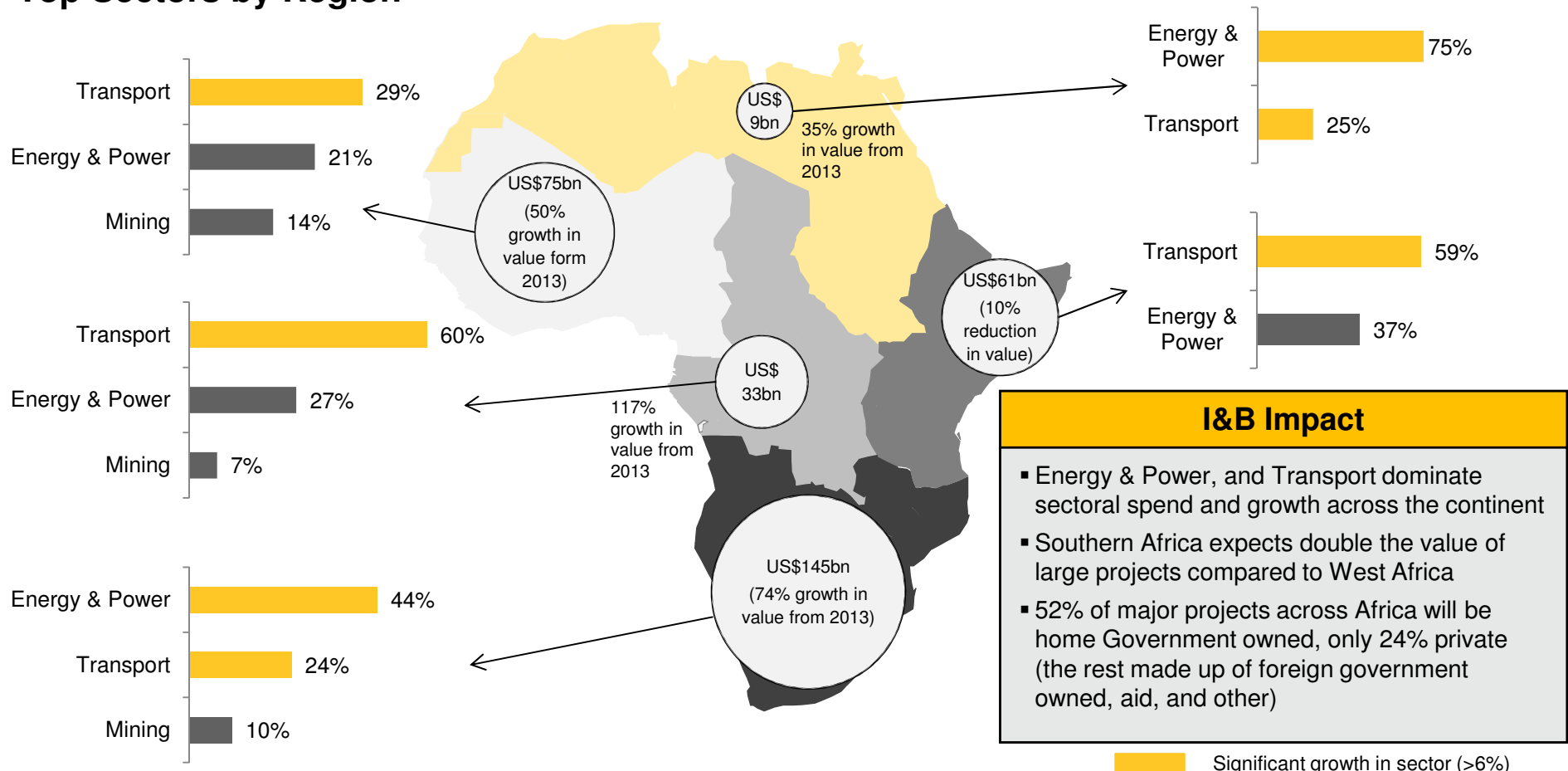
Source: (1) BER; (2) SARB; (3) Industry Insight; (4) FNB Economics weekly 27/03/2015; SAFCEC, FTC Analysis

# AFRICA CONSTRUCTION TRENDS

A total of 257 major infrastructure projects are underway across Africa, down from 322 Projects in the previous year, However, the value of projects under construction increased by 46% to US\$326bn



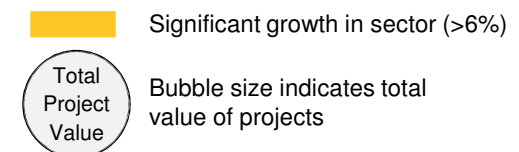
## Top Sectors by Region



Note: Infrastructure construction projects included are valued at over US\$50 million and have broken ground, but not been commissioned, as at 1 June 2014. Only sectors with significant percentage shown

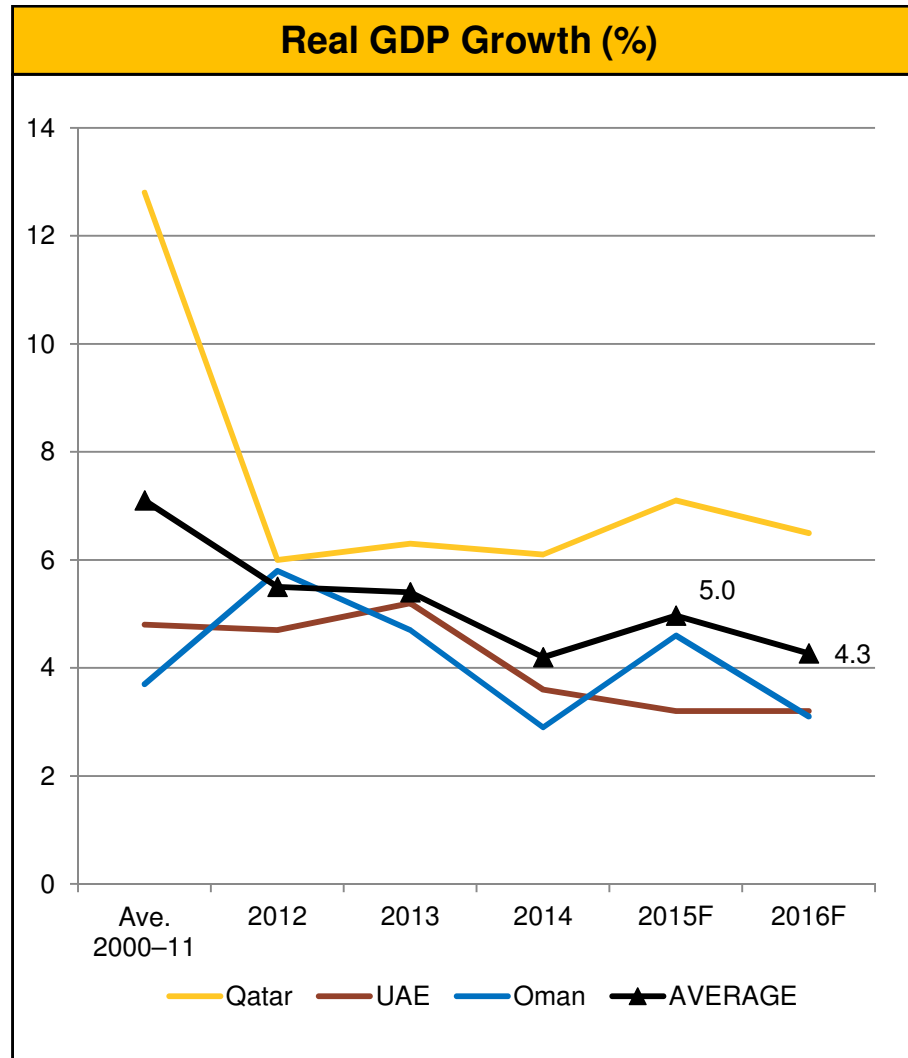
Source: Deloitte African Construction Trends Report 2014

Key



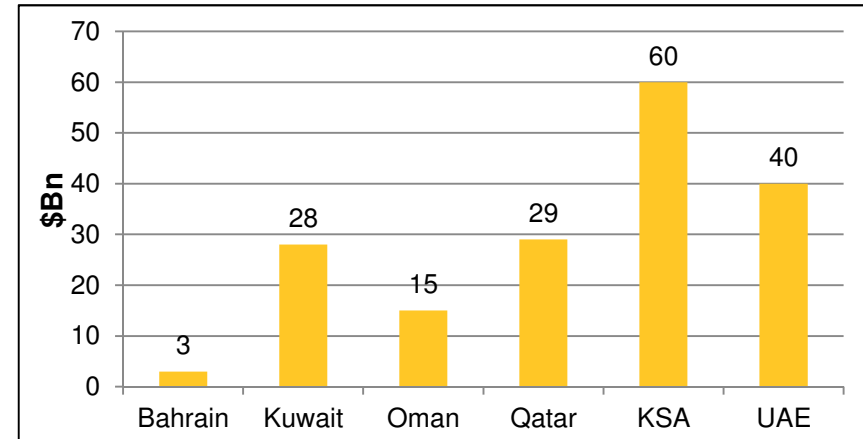


GDP growth in the region is subdued compared to previous years, but investment is expected to proceed, particularly in Transport and Energy & Utilities sectors

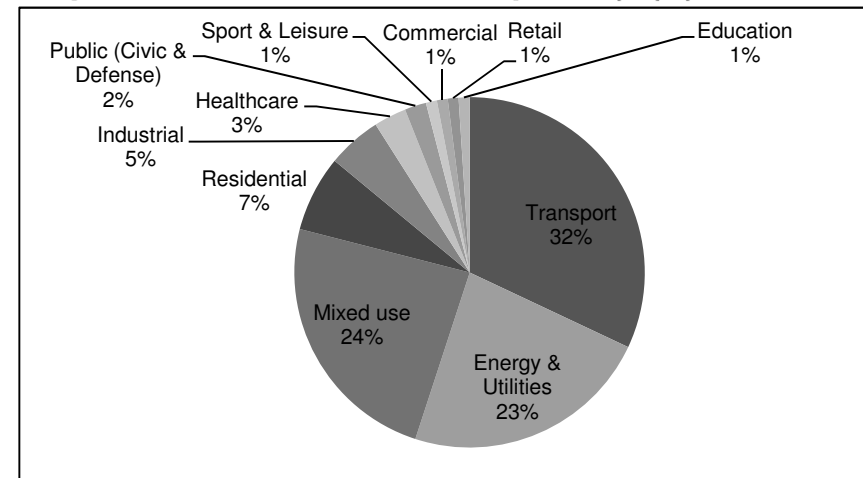


Source: IMF, Deloitte GCC Powers of Construction 2014; EC Harris Research

## Forecast For GCC Contract Awards, 2015 (\$Bn)



## Expected Sector Share of Spend (%) (2014-2016)



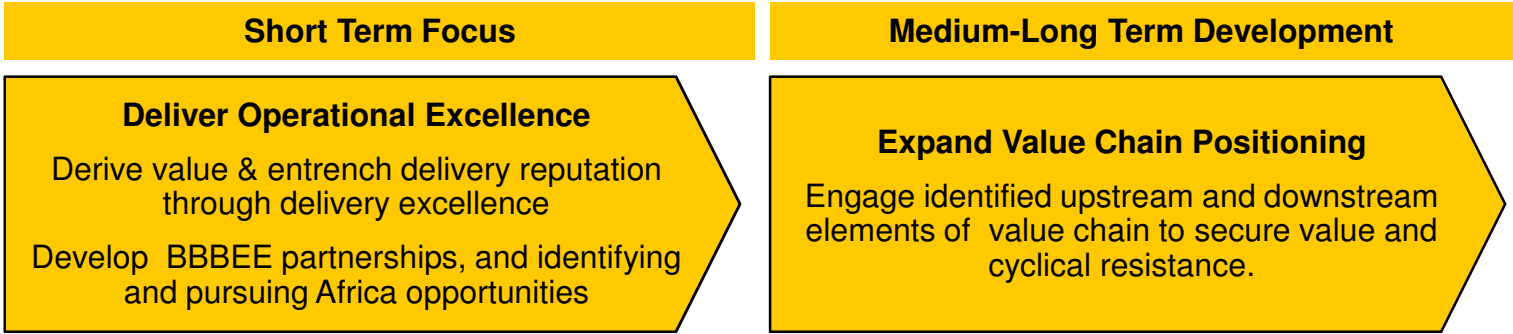


# PLATFORM STRATEGY

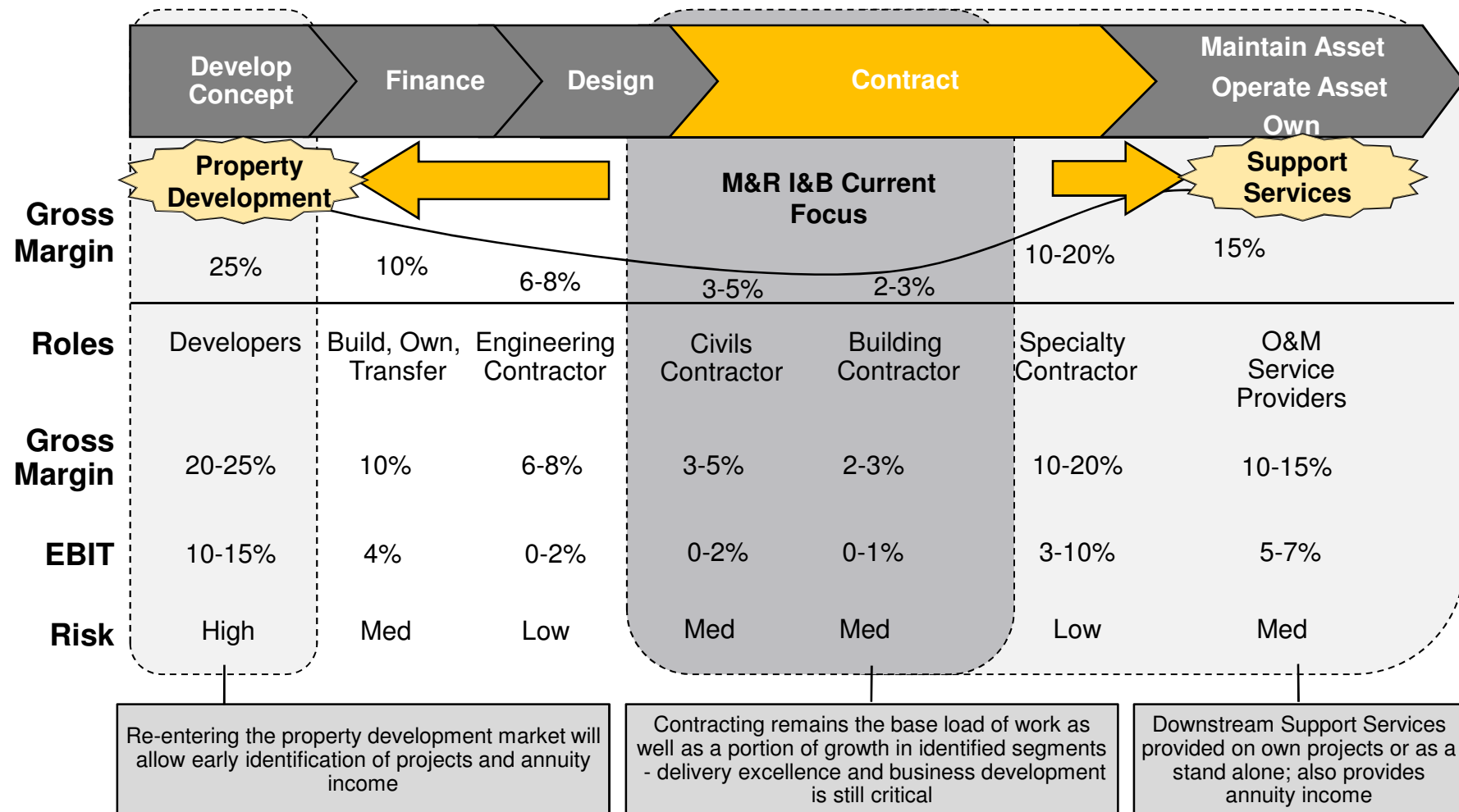
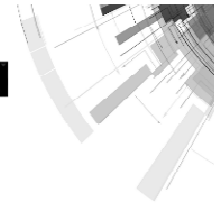
Key Market  
& Internal  
Trends



Strategy  
Summary

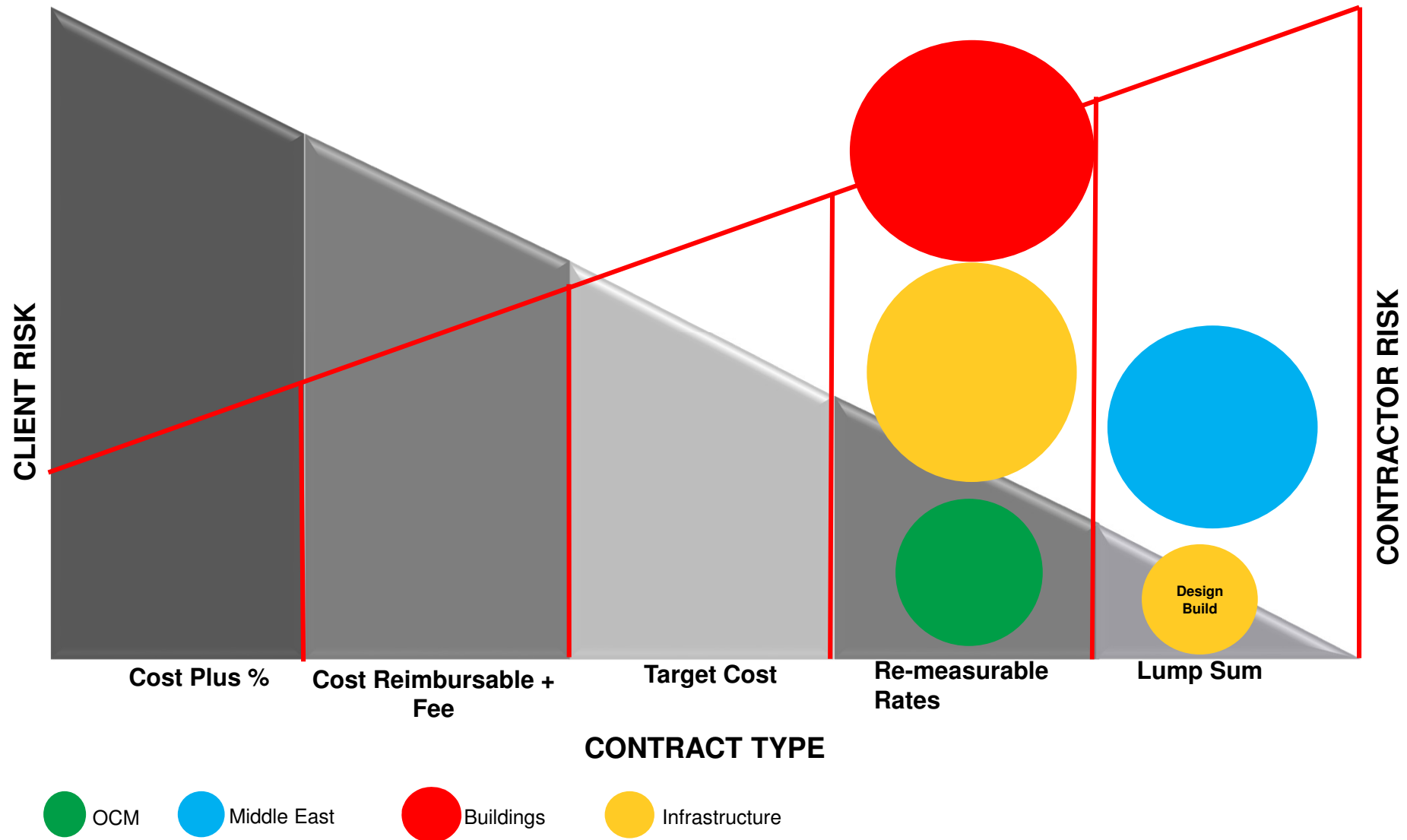
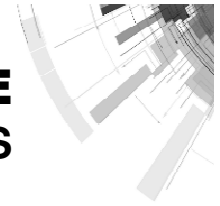


The platform is adjusting its positioning along the value chain to unlock work, increase competitive advantages and improve financial returns



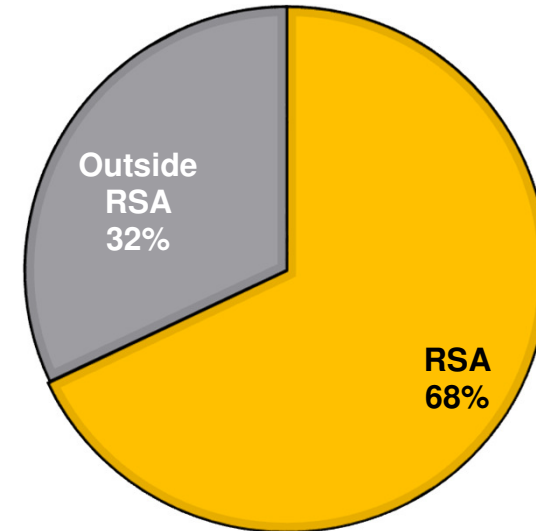
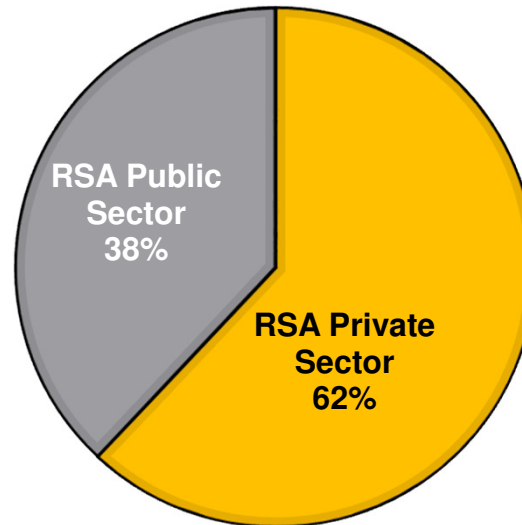
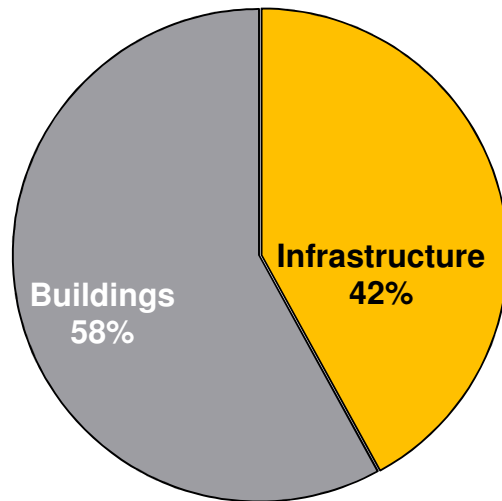


# CURRENT RISK PROFILE CONTRACTING ARRANGEMENTS

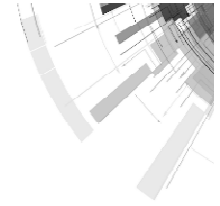


# CURRENT ORDERBOOK : R7,3BN

(EXCLUDES DEVELOPMENTS)

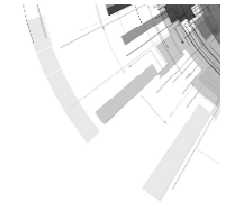






- Infrastructure & Building Platform is steady
- Its right sized for the market with an appropriate cost structure
- Market remains challenging - therefore we are focused on:
  - Operational Excellence for margin improvement
  - Value Chain diversification for growth (Developments in the short term, other opportunities in the medium term)
  - Negotiated projects in Africa (ex RSA) for growth
- Potential **medium** term growth catalyst includes Mozambique LNG
- Potential **long** term growth catalyst includes Nuclear programme



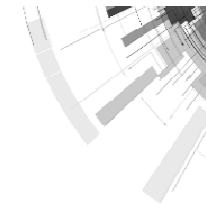


**THANK YOU**





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Investor Presentation

29 June 2015

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