



VUNANI

CAPITAL PARTNERS

## **INVESTOR PRESENTATION**

**Results for the six-months to  
31 August 2022**

# HIGHLIGHTS

## Capital raised



Placed 3.85 million shares at an average of 239 cents per share raised R9.2 million

## Profit



Profit after tax for the period to 31 August 2022 of R80.6 million (2021: R21.6 million) exceeded the 2023 full year profit forecast of R45.3 million in the pre-listing statement.

## EPS



Basic earnings per share of 47.0 cents per share compared to 13.3c in August 2021

## Dividend



Interim dividend of 38 cents per share to be paid in October 2022 compared to the prior year interim dividend of 3 cents per share

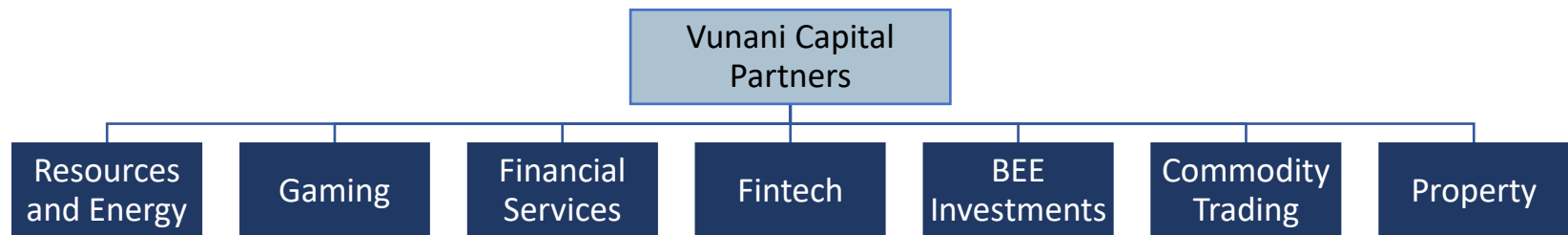
# WHO WE ARE



Vunani Capital Partners comprises a portfolio of investments unbundled out of Vunani Limited (JSE listed) in February 2021 to create two focused listed entities



VCP's primary investment focus is through seven sectors



# FINANCIAL RESULTS

## TO 31 AUGUST 2022

	31 August 2022	31 August 2021
Equity accounted earnings	R89.0 million	R16.0 million
Results from operating activities	R82.9 million	R22.1 million
Profit after tax	R80.6 million	R21.6 million
Earnings per share	47.0 cents	13.3 cents
Net asset value	180.5 cents	136.1 cents
Interim dividend per share	38.0 cents	3.0 cents

# NON-FINANCIAL HIGHLIGHTS

## TO 31 AUGUST 2022

<b>Resources and energy</b>	<ul style="list-style-type: none"> <li>• Black Wattle finalised the acquisition of a resource from Seriti</li> <li>• Expansion into renewables is progressing well</li> </ul>
<b>Gaming</b>	<ul style="list-style-type: none"> <li>• Five licences now operational</li> <li>• Multi-partner, multi-jurisdiction strategy being pursued</li> </ul>
<b>Financial services</b>	<ul style="list-style-type: none"> <li>• Phakamani Impact Capital acquired a majority stake in MLA</li> <li>• Phakamani launched its own training division</li> </ul>
<b>Property</b>	<ul style="list-style-type: none"> <li>• Semigration theme remains strong driver of deals</li> <li>• Two developments secured in Hout Bay, one retail and one res</li> <li>• Plett and Hout Bay res developments about to be launched</li> </ul>

# VCP GOVERNANCE

Role	Responsibilities	Members
Board	<ul style="list-style-type: none"> <li>Oversight and governance</li> <li>Approve investments over R30 million</li> </ul>	Lionel Jacobs (Chairman); Mark Anderson (CEO); Pride R Gwaze (CFO); Ethan Dube (Executive deputy chairman); Butana Khoza; Tafadzwa Mika; Gordon Nzalo, John Macey, Nambita Mazwi; Marcel Golding; Sithembiso Mthethwa
Investment committee	<ul style="list-style-type: none"> <li>Approve investments over R3 million to R30 million and recommend investments to the board over R30 million</li> </ul>	John Macey (Chairman); Lionel Jacobs; Sithembiso Mthethwa; Ethan Dube; Mark Anderson; Andre Pieterse;
Executive team	<ul style="list-style-type: none"> <li>Approve investments up to R3m</li> </ul>	Executive team
Day-to-day management	<ul style="list-style-type: none"> <li>Responsibility for day-to-day management, board and shareholder reporting</li> </ul>	Mark Anderson (CEO); Pride Gwaze (CFO)
Investment services	<ul style="list-style-type: none"> <li>Responsibility for sourcing, closing and monitoring/growing investments</li> </ul>	Led by Mark Anderson, Ethan Dube, Johan Rossouw and Millicent Zvarayi with support from Vunani Capital executives and Vunani Corporate Finance



# FINANCIAL PERFORMANCE

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# FINANCIAL PERFORMANCE

Actual vs forecast to 31 August 2022

Figures in R'000s	Unaudited	Forecast *	% change
Period-ended	31 August 2022	31 August 2022	
Revenue	10 241	5 120	100%
Other income	225	-	
Dividend income	428	10 000	-96%
Net profit on disposal of assets	221	-	-
Equity accounted earnings (net of tax)	89 036	16 528	439%
Operating expenses	(17 204)	(9 009)	91%
Results from operating activities	83 248	22 639	268%
Taxation	(2 644)	-	
<b>Net profit</b>	<b>80 604</b>	<b>22 639</b>	<b>256%</b>

\* Pre-Listing Statement forecast was for the 12-month period to 28 February 2023 - adjusted for the half year to 31 August 2022



# FINANCIAL PERFORMANCE

Actual vs prior year

Figures in R'000s	31 August 2022	31 August 2021
<b>Revenue</b>	<b>10 241</b>	<b>9 627</b>
Other income	225	-
Dividend income	428	-
Net profit on disposal of assets	221	5 826
Equity accounted earnings (net of tax)	89 036	15 985
Operating expenses	(17 204)	(9 348)
<b>Results from operating activities</b>	<b>82 947</b>	<b>22 090</b>
Net finance income/(costs)	301	21
<b>Profit before tax</b>	<b>83 248</b>	<b>22 111</b>
Taxation	(2 644)	(512)
<b>Profit after tax</b>	<b>80 604</b>	<b>21 599</b>

# FINANCIAL PERFORMANCE

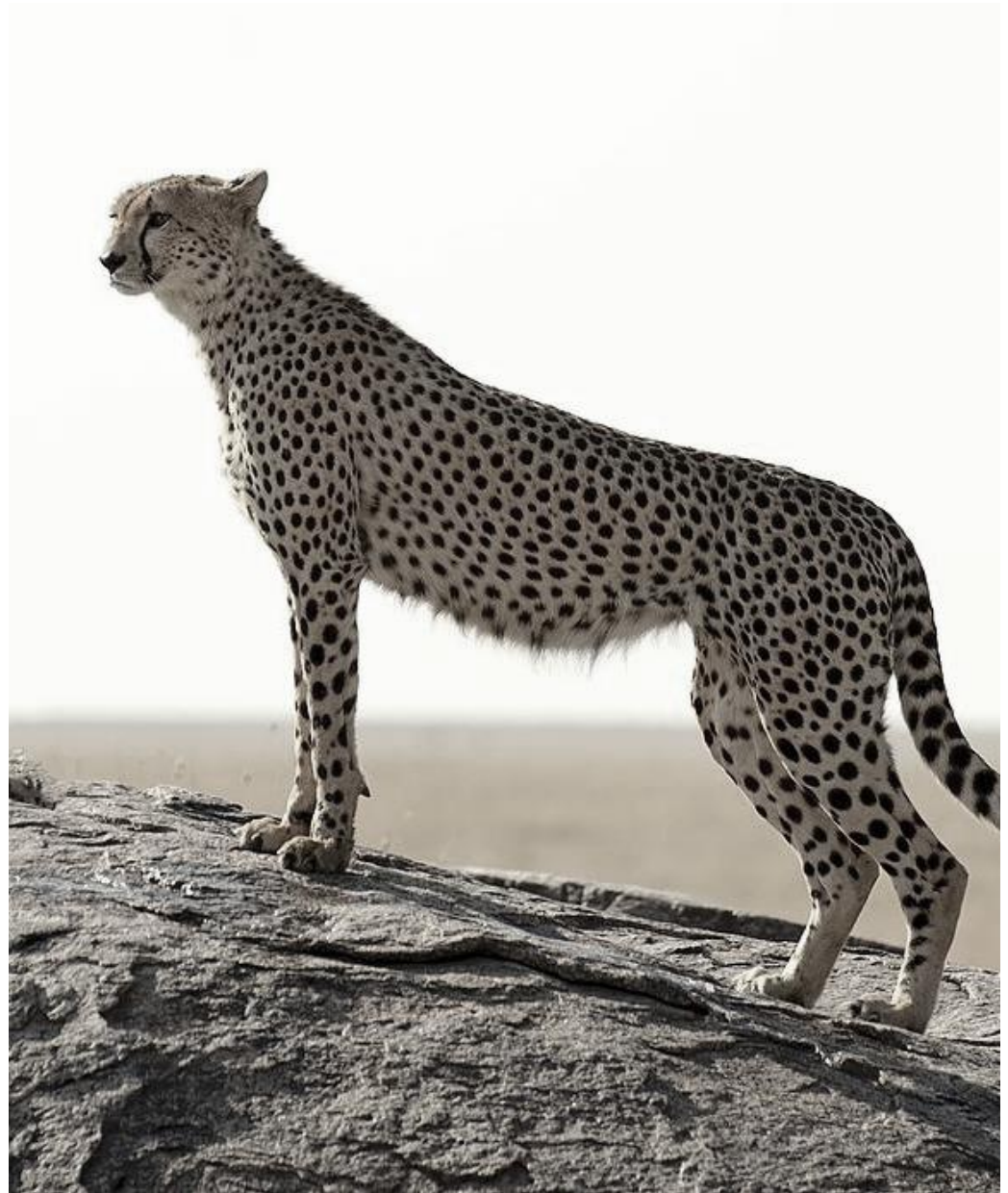
- **Group profit after tax of R80.6 million vs** prior year of R21.6 million
- **Revenue of R10.2 million vs 2021: R9.6 million**
- **Earnings from associates** has shown significant growth
- **Good operational performances** particularly from:
  - **Resources and Energy**      **R80.9 million (2021: R8.8 million)**
  - **Gaming**                      **R2.9 million (2021: R2.8 million)**
  - **Commodity trading**        **R2.6 million (2021: R1.2 million)**
  - Strong energy prices over the period resulted in better earnings from resources and energy, which underpins VCP's earnings

# STATEMENT OF FINANCIAL POSITION

- Majority of investments equity accounted ~ VCP's has significant influence over most of its investments.
  - *avoids mark-to-market volatility in VCP's earnings*
- **Net asset value up 35% from R225.1 million to R303.7 million**
- **Strong dividend in flows of R70.9 million** during the period has strengthened cash on the balance sheet

# INVESTMENT PRIORITIES

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# INVESTMENT PRIORITIES

SECTOR	INVESTMENT PRIORITIES
<b>Resources and energy</b>	Increase production of export quality coal Expand into renewable energy
<b>Gaming</b>	Continue to secure additional gaming licenses Generate positive cash flows from all licenses within next 12 months
<b>Financial Services</b>	Phakamani to consolidate its position in training and executive learning
<b>Fintech</b>	Support existing portfolio
<b>BEE Investments</b>	Identify potential acquisitions
<b>Commodity Trading</b>	Add additional products to the platform
<b>Property</b>	Launch Plett and Hout Bay res developments

**DIVIDEND**

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# DIVIDEND DECLARATION

- Strong cash generation has allowed the board to declare an interim dividend of 38 cents per share
- The dividend will be paid on 28 October 2022