

Santova is a non-asset-based logistics service provider that assembles and integrates the intellectual capital and technology of the Group, to design and develop comprehensive supply chain solutions for customers.

# Innovative Solutions, Endless Possibilities FINANCIAL RESULTS

for the six months ended 31 August 2014





VISION TO BE A RECOGNISED BRAND IN GLOBAL TRADE SOLUTIONS THROUGH STRATEGIC INTERNATIONAL OFFICES AND LEADING INTELLECTUAL CAPITAL

## FINANCIAL HIGHLIGHTS

		Six months			KEY DIFFERENTIATORS				
			ended 31 August	% change	EXTENSIVE NETWORK OF INTERNATIONAL OFFICES	INTELLIGENT INFORMATION TECHNOLOGY SYSTEMS	CLIENT CENTRIC DIFFERENTIATED LOGISTICS STRATEGY	SPECIALISED SUPPLY CHAIN INTELLECTUAL CAPACITY	ENTRENCHED GROUP CULTURES AND VALUES
Gross billings	(R'000)	1 650 849	1 463 155	12,8		offering			
Revenue	(R'000)	116 486	102 304	13,9	a global presence providing local	customers virtual supply chain management through in-house developed	a non-asset- based, intelligent and differentiated	a specialist in- house consulting team that adds	a strong culture driven by entrepreneurial spirit
Profit for the period	(R'000)	17 475	13 945	25,3	representation and end-to-end supply chain services across	information management systems that interface with customer systems to provide	logistics strategy that assumes responsibility for the entire supply chain	significant value to customers through supply chain optimisation and	but underpinned by high levels of corporate governance, with
Basic earnings per share	(cents)	12,65	10,17	24,4	customers' primary trade flow routes.	web based control, visibility and accurate, real time information.	from source to the consumer.	access to world-class supply chain solutions and systems.	clearly defined and entrenched values.
Headline earnings per share	(cents)	15,47	12,50	23,8					
	(001100)	,	,	20,0	O			0	FOR MORE INFORMATION
Net asset value per share	(cents)	154,31	125,85	22,6	COMMENTARY				This short-form announcement is the responsibility of the
Capital and reserves	(R'000)	210 565	171 734	22,6	The Group has achieved a 25,3% increase in profit for the period to R17,5 million (2013: R13,9 million), which in turn has translated into a 23,8% increase in headline earnings per share for the period to 15,47 cents (2013: 12,50 cents). This growth was achieved through a number of key factors, in particular:				directors. It is only a summary o the information contained in the full announcement and does no
Operating margin	(%)	23,6	22,8		• The continued weakening of the rand which has a positive effect on the underlying 'US dollar-based' calculation of revenue in South Africa and on the translation of profits from the Group's offshore investments; contain full or complete detail Any investment decision				



### • Strong growth in revenue from project shipments primarily into Africa; and

• The continued growth in the contribution of profit from the Group's offshore investments, particularly from the Netherlands operation which has matured over the past financial periods into a meaningful contributor to the Group's earnings.

Despite some economic uncertainty in the outlook for the next six months, the Group remains positive as this period cyclically is the Group's peak trading season. In addition the Group continues to drive long-term internal efficiencies together with its strategy of expanding its international footprint, which will ensure that it continues to deliver sustainable earnings growth and create long-term value for shareholders.

Any investment decision should be based on the full announcement published on SENS on 3 November 2014, and also available on our website at www.santova.co.za.

Copies of the full announcement may be requested via email to Santova Investor Relations at investor@santova.co.za.

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