

Financial Results

for the year ended 28 February 2015

Santova

Innovative Solutions. Endless Possibilities.

GROUP HIGHLIGHTS

INCREASE IN PROFIT BEFORE TAX

28,4%

INCREASE IN BASIC EARNINGS PER SHARE

25,9%

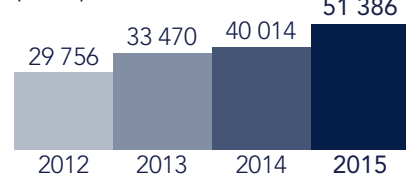
INCREASE IN ORDINARY DIVIDEND

30,8%

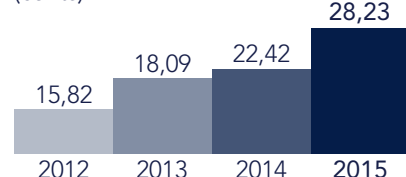
INCREASE IN TANGIBLE NET ASSET VALUE

44,8%

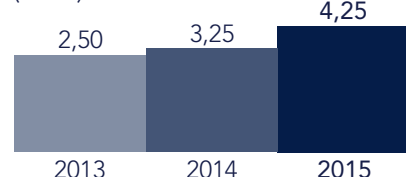
Profit before taxation (R'000)



Basic earnings per share (cents)



Dividend per share (cents)



FINANCIAL HIGHLIGHTS

		2015	2014	% change
Revenue	(R'000)	237 033	214 357	10,6
Operating margin	(%)	26,0	24,2	
Profit before tax	(R'000)	51 386	40 014	28,4
Basic earnings per share	(cents)	28,23	22,42	25,9
Headline earnings per share	(cents)	31,00	24,77	25,2
Net asset value per share	(cents)	168,8	145,5	16,0
Tangible net asset value per share	(cents)	79,2	54,7	44,8
Ordinary dividend per share	(cents)	4,25	3,25	30,8

COMMENTARY

The 2015 financial period was a successful year for Santova which resulted in the Group producing a credible 28,4% increase in profit before tax to R51,4 million in 2015 (2014: R40,0 million), which in turn translated into a 25,9% increase in basic earnings per share attributable to ordinary shareholders to 28,23 cents (2014: 22,42 cents). This has been achieved 100% through organic growth, primarily by:

- Our South African logistics operations which, despite a 'soft' economy and reduced trade volumes, has managed to retain their stronghold in the domestic market and produced positive revenue growth; and

- Continued year-on-year growth in earnings of 35% from the Group's offshore investments, primarily the Netherlands and Australian regions which saw significant growth in profitability during the current period.

As companies continue to expand and diversify worldwide they will require sophisticated technology-based logistics solutions across multiple geographies. Santova is well placed to capitalise on this demand through our international network of offices, information technology systems and supply chain consulting capabilities, by integrating and managing key supply chain processes on behalf of clients from source to destination.

FOR MORE INFORMATION

This short-form announcement is the responsibility of the directors. It is only a summary of the information contained in the full announcement and does not contain full or complete details. Any investment decision should be based on the full announcement published on SENS on 14 May 2015, and available for inspection on our website at www.santova.com and at the registered office of the Company. Copies of the full announcement may be requested via email to Santova Investor Relations at investor@santova.com.

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

BUSINESS MODEL

Santova is a specialist non-asset-based supply chain management service provider of innovative end-to-end global trade solutions.

Santova is an integrator that assembles the intellectual capital and technology of the Group, together with the logistics resources and capabilities of specialised external logistics providers, to design, develop and execute comprehensive supply chain solutions for customers.

KEY DIFFERENTIATORS

EXTENSIVE NETWORK OF INTERNATIONAL OFFICES

a global presence providing local representation and end-to-end supply chain services across customers' primary trade flow routes.

INTELLIGENT INFORMATION TECHNOLOGY SYSTEMS

offering customers virtual supply chain management through in-house developed information management systems that interface with customer systems to provide web-based control, visibility and accurate, real time information.

CLIENT CENTRIC DIFFERENTIATED LOGISTICS STRATEGY

a non-asset-based, intelligent and differentiated logistics strategy that assumes responsibility for the entire supply chain from source to the consumer.

SPECIALISED SUPPLY CHAIN INTELLECTUAL CAPACITY

a specialist in-house consulting team that adds significant value to customers through supply chain optimisation and access to world-class supply chain solutions and systems.

ENTRENCHED GROUP CULTURES AND VALUES

a strong culture driven by entrepreneurial spirit but underpinned by high levels of corporate governance, with clearly defined and entrenched values.

GLOBAL OFFICES: SOUTH AFRICA • GERMANY • UNITED KINGDOM • NETHERLANDS • AUSTRALIA • HONG KONG