

Santova

Innovative Solutions. Endless Possibilities



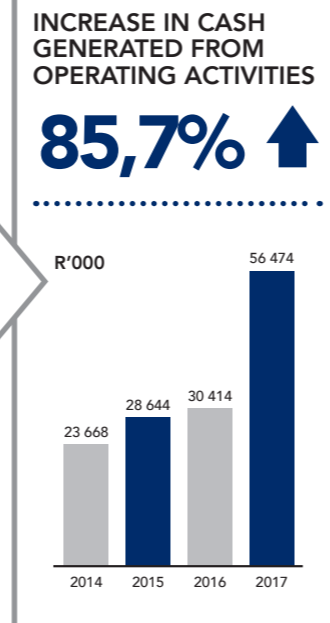
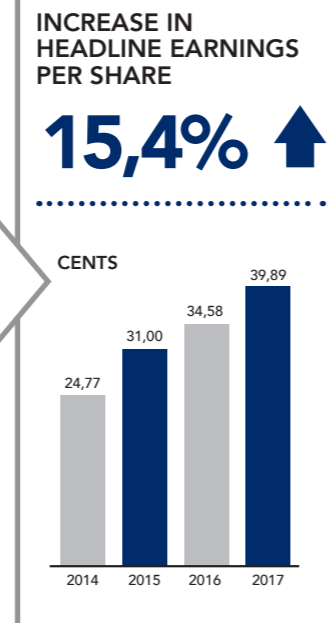
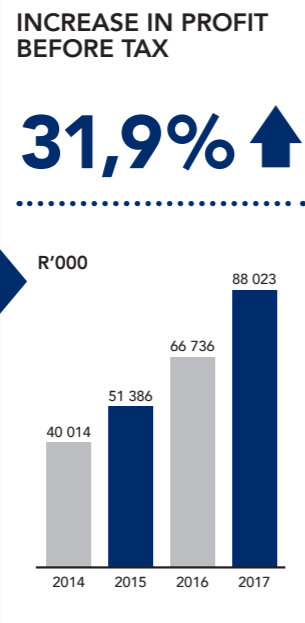
FINANCIAL RESULTS

for the year ended 28 February 2017



A SPECIALIST PROVIDER OF INNOVATIVE GLOBAL TRADE SOLUTIONS

2017 GROUP HIGHLIGHTS



▶ A MULTINATIONAL GROUP

The Santova Group is a specialist international trade solutions business listed on the main board of the Johannesburg Securities Exchange. The Group operates from 19 offices in 7 countries including South Africa, Hong Kong, Australia, Germany, the Netherlands, Mauritius and the United Kingdom.

▶ GROUP VISION AND STRATEGY

The Group's vision and strategy is to be a recognised brand in global trade solutions through strategic international offices and leading intellectual capital. This is achieved by offering select clients comprehensive supply chain solutions that enable them to achieve competitive advantage through multi-dimensional innovative global supply chain solutions and leading technology. Core to achieving this vision is the strategy to continually develop and invest in key differentiators that set Santova apart from its competitors.

Santova's strategic diversification in terms of geographies, currencies, industries, products and services enables it to hedge against unexpected 'regional risks' whilst at the same time allowing it to capitalise on opportunities that may present themselves globally.

▶ COMMENTARY

The impressive performance of the Group year to date certainly does not reflect the realities of the trading environment in which we find ourselves. However, it can be said that such an achievement is the result of a 'sound business model' whose performance has emanated out of a strong culture founded on sound business principles and values.

The year was one of the most challenging in the last seven years and notwithstanding a significantly strengthened Rand, a weak Pound (Brexit) and extremely challenging economic conditions in South Africa, the diversified nature of the earnings of the Group limited the impact of these challenges which have adversely affected so many companies in South Africa. Revenue of R315,4 million for the year is 13,2% up on the previous year's figure of R278,7 million and net profit

before tax has increased by 31,9% to R88,0 million from R66,7 million. The result of this being a 15,6% increase in basic earnings per share and a 15,4% increase in headline earnings per share, both diluted by the increased level of shares in issue following the capital raising in the prior period to fund the acquisition of Tradeway (Shipping).

Regionally, good progress was made in Hong Kong, Australia, Germany and the Netherlands and in particular South Africa, where a good recovery was made in the second half of the financial year, amidst local socio-eco-political challenges and declining trade volumes. Yet again, offshore earnings strengthened even further and now constitute 62,1% of total earnings, up 4,8% from 57,3% in 2016.

In short, focused 'hands-on' leadership, the Group's strategic direction and our business model have once again served the Group well.

▶ KEY DIFFERENTIATORS

GLOBAL
International infrastructure that provides local representation in key trade centres

SOLUTIONS
Specialist in-house supply chain intellectual capacity

SERVICES
Competitive international logistics products and services

TECHNOLOGY
Intelligent technology and management information systems

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 Wednesday, 17 May 2017, and also available on our website at www.santova.com. Copies of the full announcement may be requested by contacting Santova Investor Relations at investor@santova.com.