



2018 RESULTS PRESENTATION

28 September 2018



Contents



OVERVIEW



FUND OVERVIEW



PORTFOLIO



OUTLOOK

Highlights of the results

Key performance metrics

of Portfolio Companies

16

NAV per Share

R11.00

Growth in NAV per share

▲ 5.7%

Average EV / EBITDA

7.2x

Capital Invested
(as at June 2018)

R716m

Capital Invested*
(post year end)

▲ R700m

** Including deals signed but not yet completed*

Net Debt / EBITDA

2.0x

Total Assets

R1.9bn

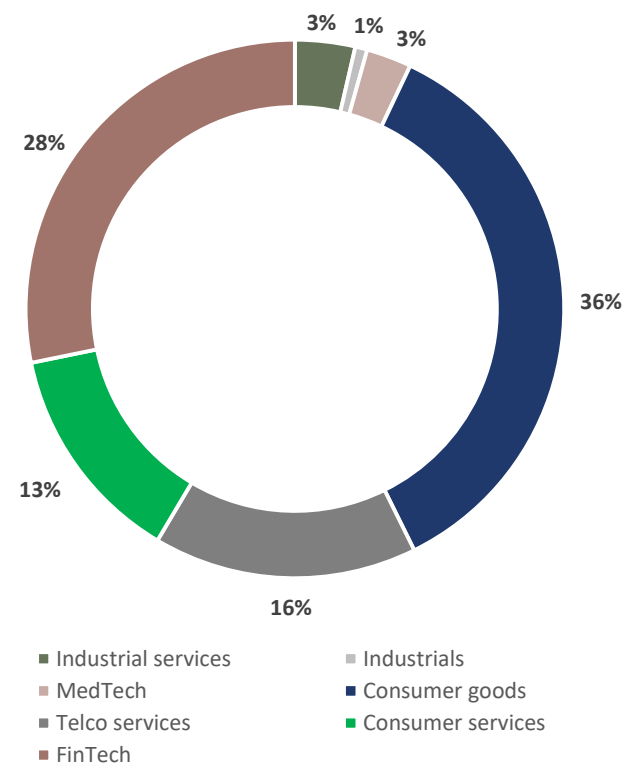
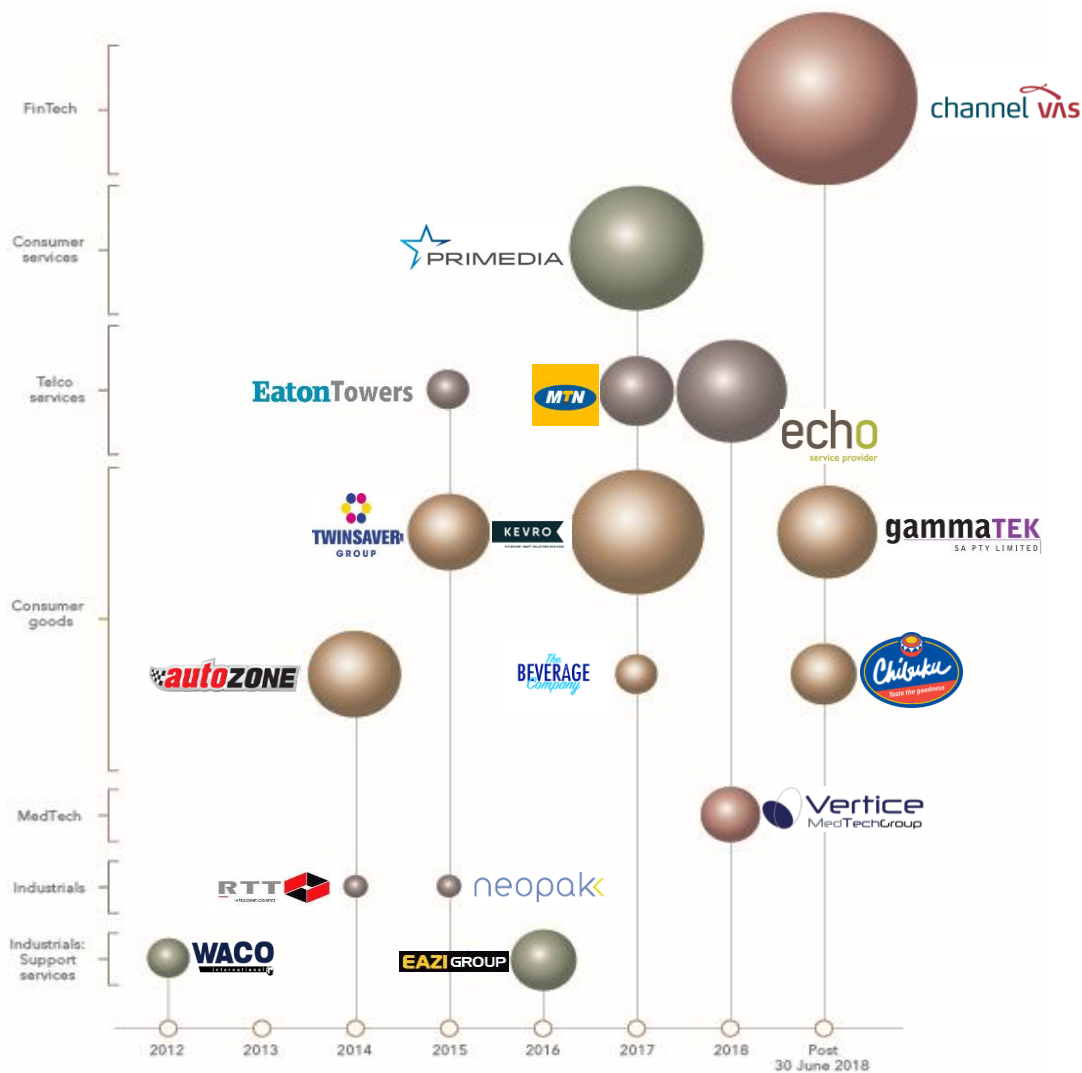
Proforma invested capital*
(as % of Total Assets)

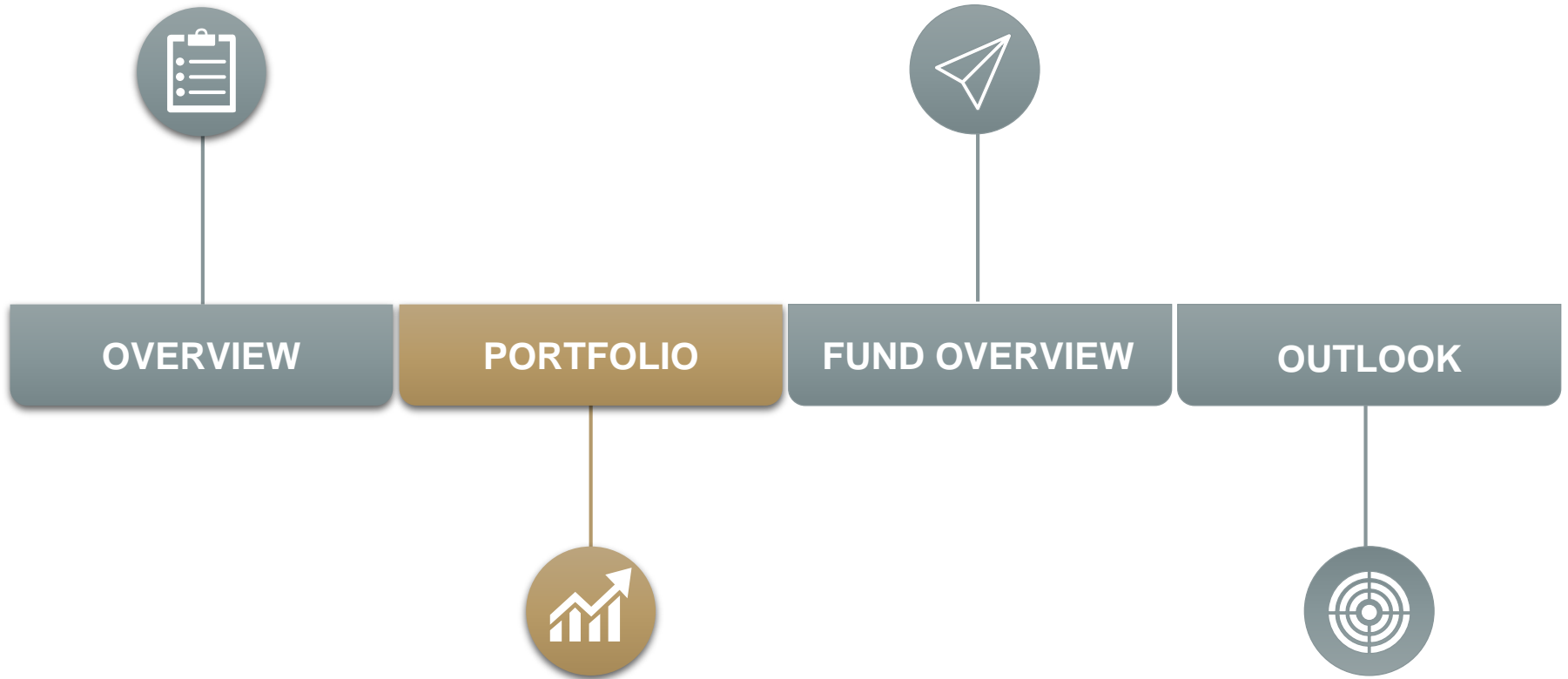
74%

Portfolio overview and value contribution

Exposure to 16 portfolio companies across various sectors and vintages

Invested Capital contribution by sector

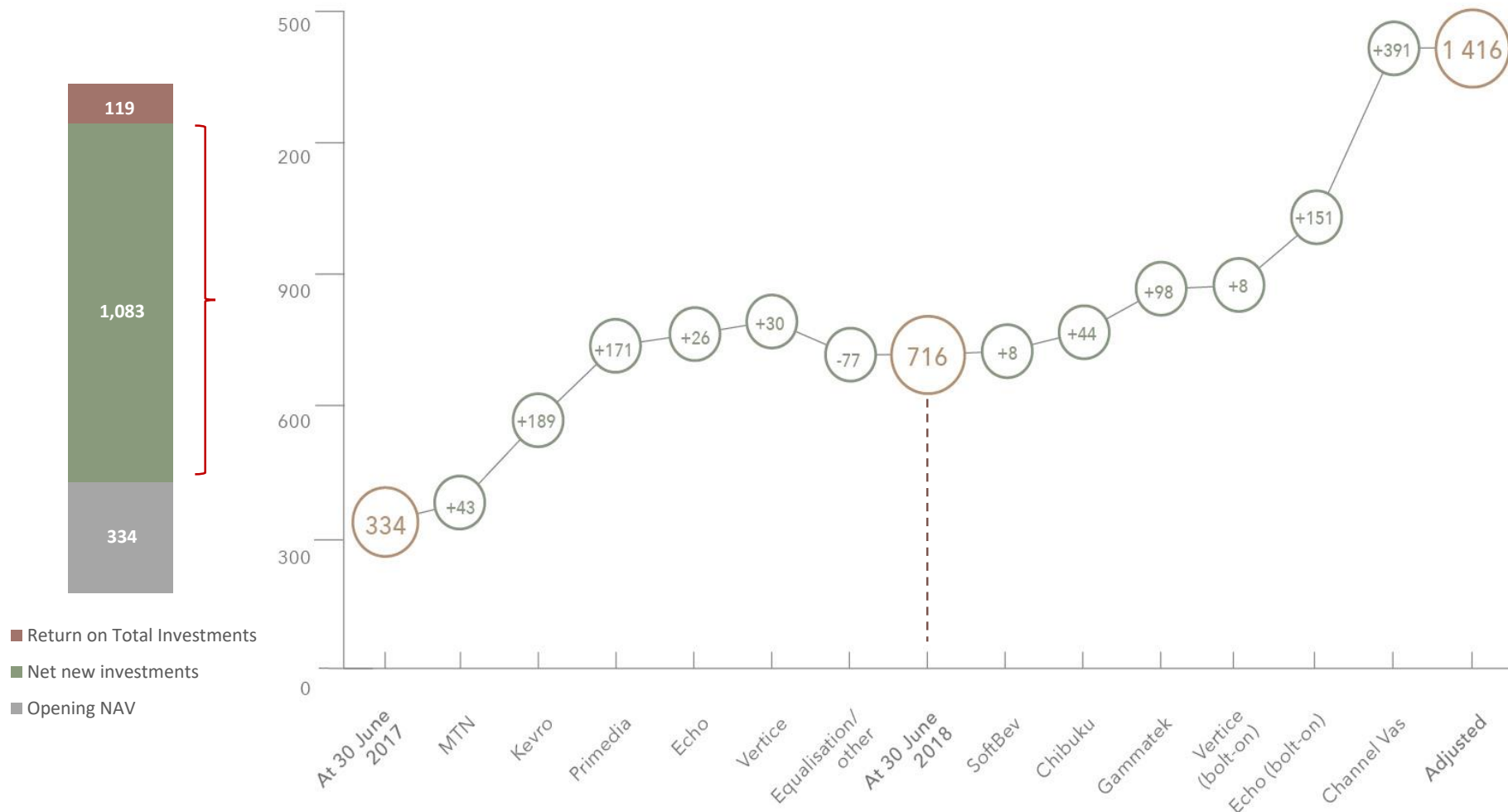



















Year on year investments completed or signed


Significant increase in Invested Capital since 30 June 2017

Movement in invested capital - R'million



New investments in 2018

	Company	Status	Sector	Company overview
FUND VI	 (follow-on deal)	 	MedTech	Supplier of highly sophisticated medical technology and equipment in South Africa (first follow-on deal signed in September 2018)
			FMCG	Bolt-on acquisition of SoftBev, a national Carbonated Soft Drinks manufacturer
MMF & FUND VII			Telco Services	Corporate ISP servicing SME and large corporates providing holistic telecommunications services
	 (follow-on deal)		Telco Services	Bolt-on for Echo of a pan SSA telecommunications services provider and ISP, licences to operate in 9 countries
FUND VII & Ai			FinTech	Credit airtime service provider to MNOs in 25 counties across Africa, Asia and Europe
Mezzanine			FMCG	Largest producer of non-clear beer in Malawi, previously owned by SAB Miller
MMF			Consumer Goods	Largest distributor of branded mobile device accessories and low technology consumer products

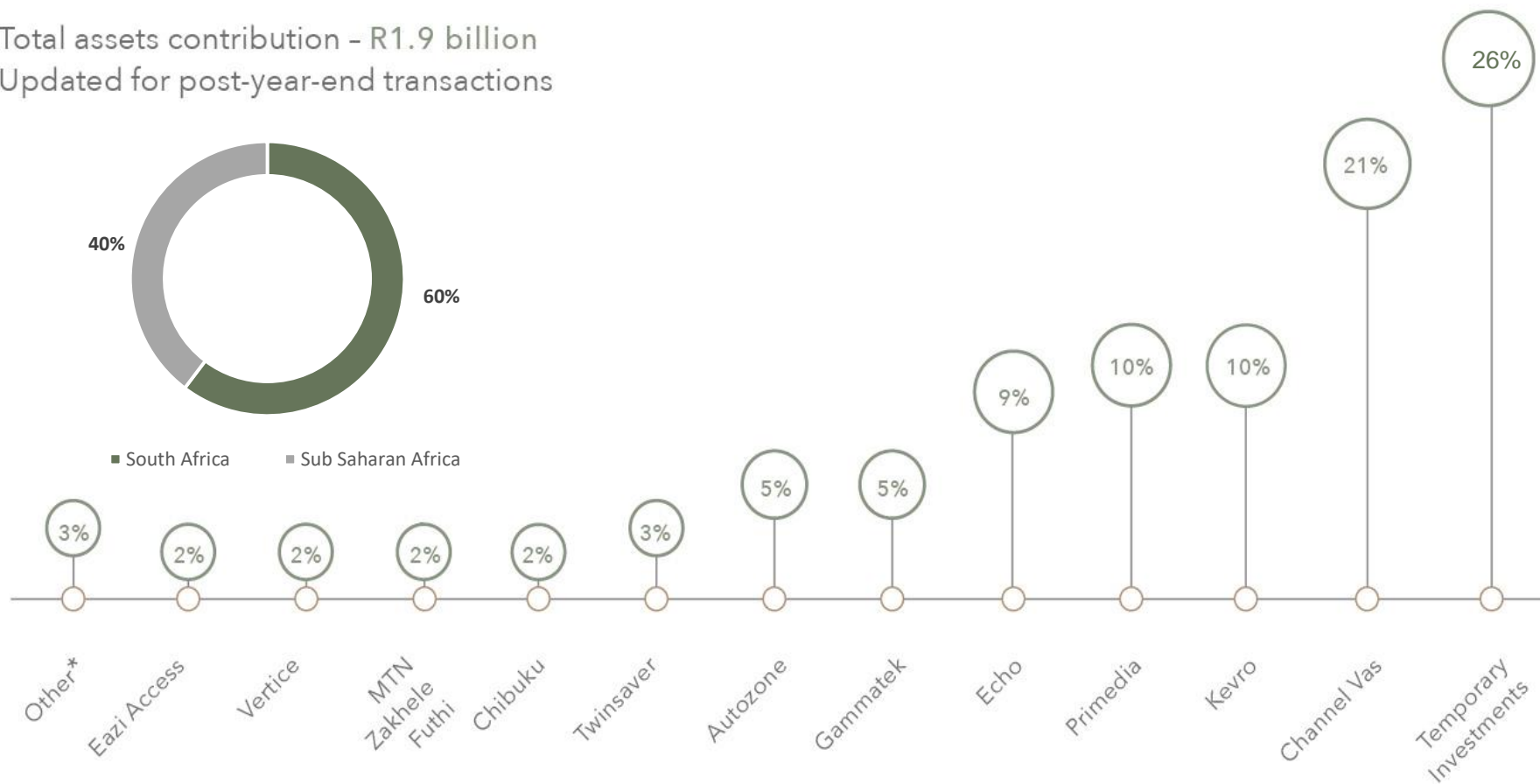
 Transaction completed

 Transaction signed but not yet completed

Net Asset Value contribution











Contribution by portfolio company to Ethos Capital NAV

Total assets contribution - R1.9 billion
 Updated for post-year-end transactions









* Representing exposure to five smaller Portfolio Companies in EF VI.

Portfolio contribution

Company	Ethos % stake	Invested Capital	% of total Invested Capital	EBITDA contribution*
 PRIMEDIA	25%	187	13%	20%
 Eaton Towers	5%	13	1%	1%
 WACO	44%	12	1%	2%
 RTT	54%	5	0.5%	1%
 neopak	75%	5	0.5%	1%
 Vertice MedTechGroup	70%	39	3%	4%
 The BEVERAGE Company	66%	14	1%	1%
 TWINSAVER GROUP	90%	62	4%	4%
 autoZONE	80%	85	6%	5%
 EAZI GROUP	65%	38	3%	6%

* Excluding MTN Zakhele Futhi

Portfolio contribution

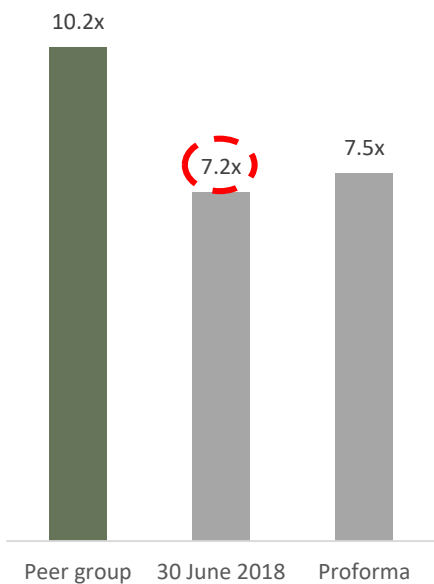
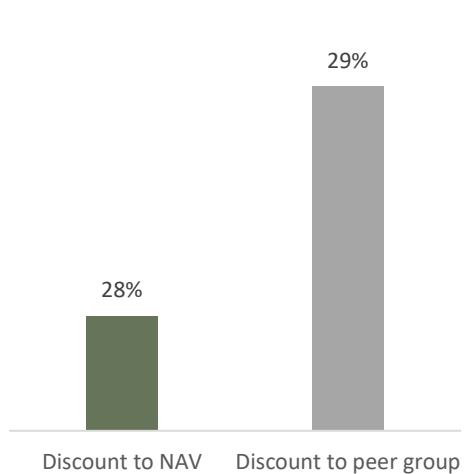
	Company	Ethos % stake	Invested Capital	% of total Invested Capital	EBITDA contribution*
Mid Market Fund		<i>na</i>	42	3%	<i>na</i>
		25%	199	14%	18%
		62%	177	12%	<i>na</i>
		51%	98	7%	11%
FUND VII		18%	391	28%	25%
Mezzanine		<i>na</i>	44	3%	<i>na</i>

* Excluding MTN Zakhele Futhi

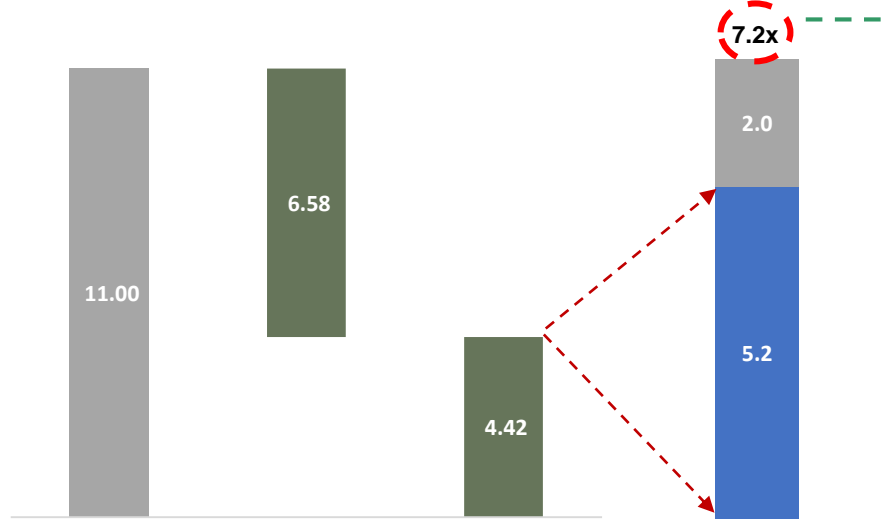
Valuation overview

Portfolio valued at a 29% discount to the peer group.....

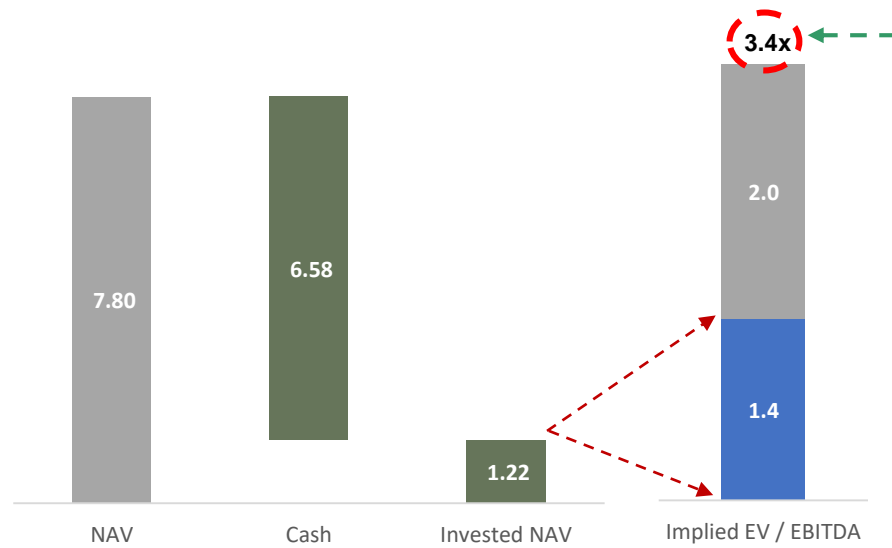
.....market look-through values portfolio at 3.4x EV / EBITDA

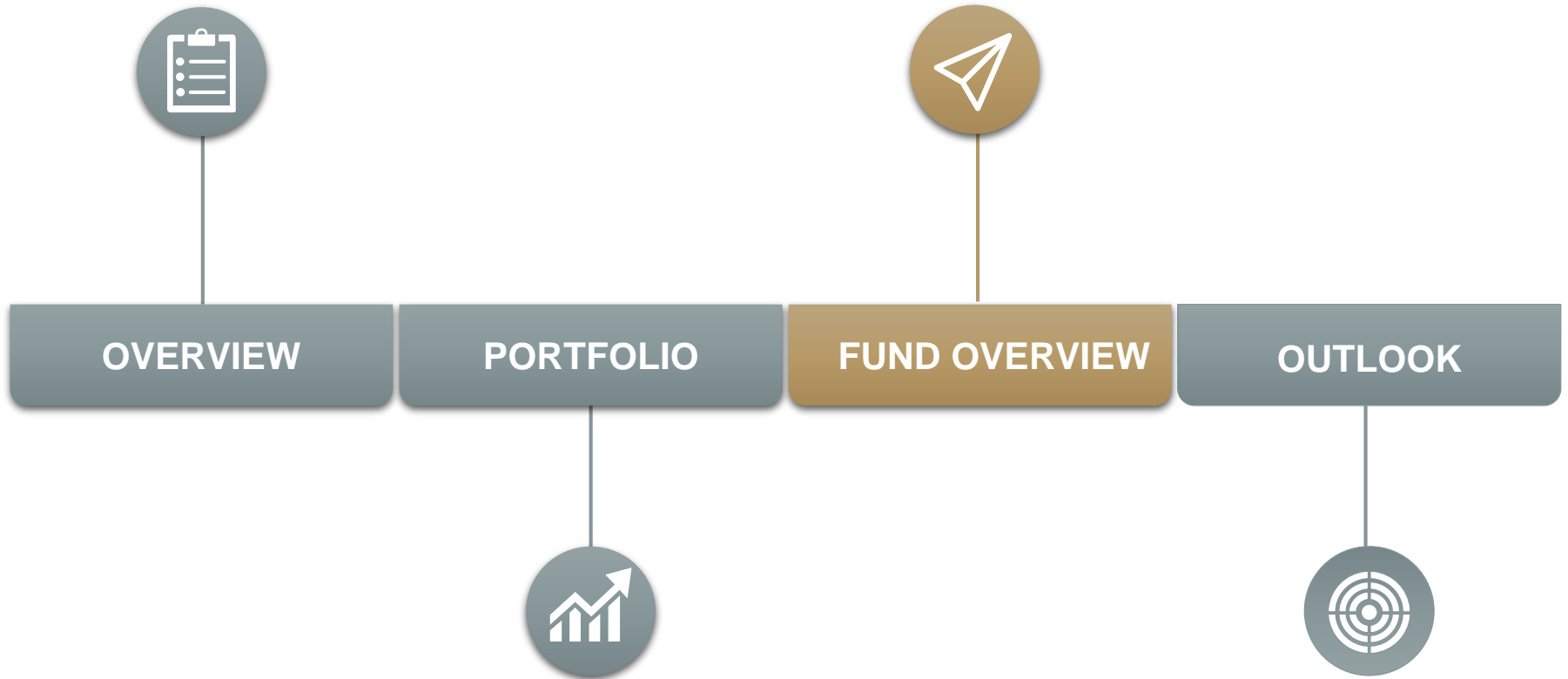


NAV BASED VALUATION



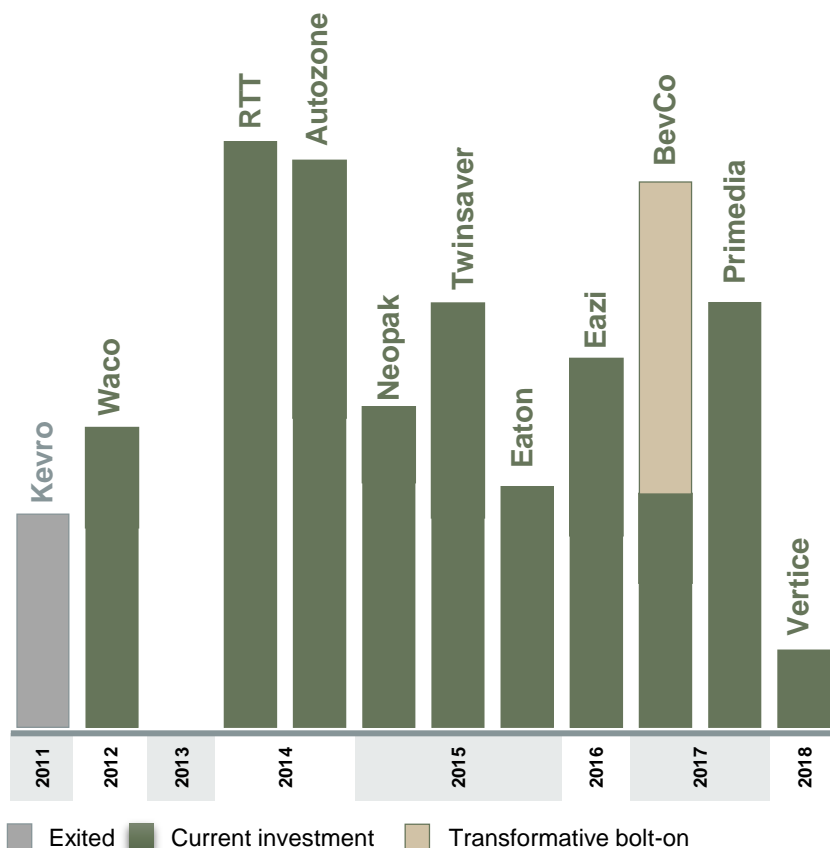
SHARE BASED VALUATION





Fund VI is fully invested across a diversified portfolio of assets

Fund VI Contribution as at June 2018



Fund size	R8 590m
Invested	R6 840m
Follow-on provision	R1 438m

# Companies	10 current investments (1 exited)
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Average age	2.4 years
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Average in-price multiple	7.0x
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Average gearing on entry	2.5x
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Current IRR based on valuation	10.0%
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Capital returned	R1 389m (16%)
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EMMF I is c.50% deployed in seven investments

Ethos Mid Market Fund I as at 30 June 2018*

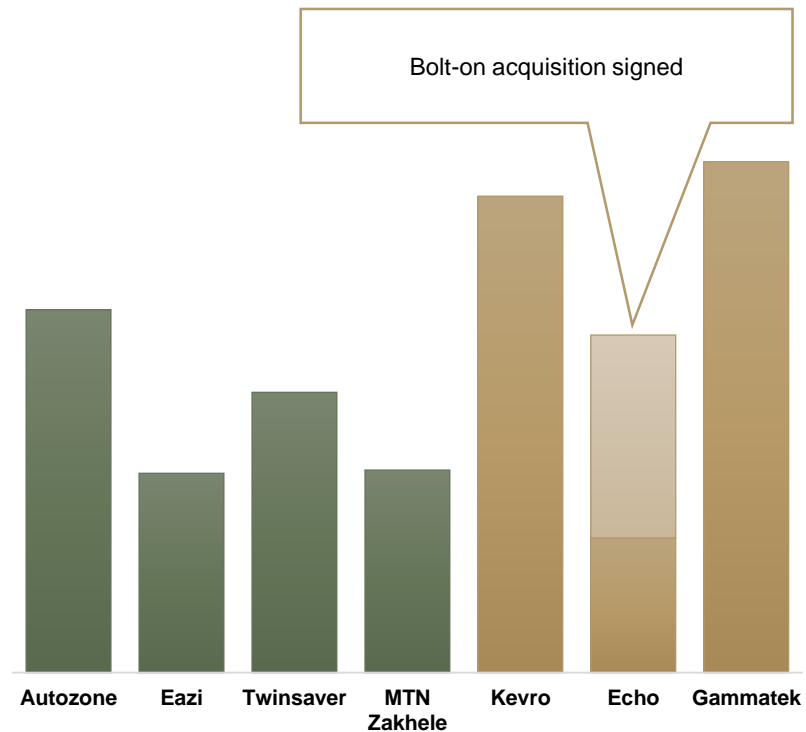
Vintage	2016
Capital raised	R2 505m
Drawn down (and committed)	R1 242m
Total # of investments	7
% Capital committed	49.6%
Average age	c.1.0 year
Gross TMB	1.02x
Use of Funds	

Available for investment, 50.4%



Commitments drawn, 49.6%

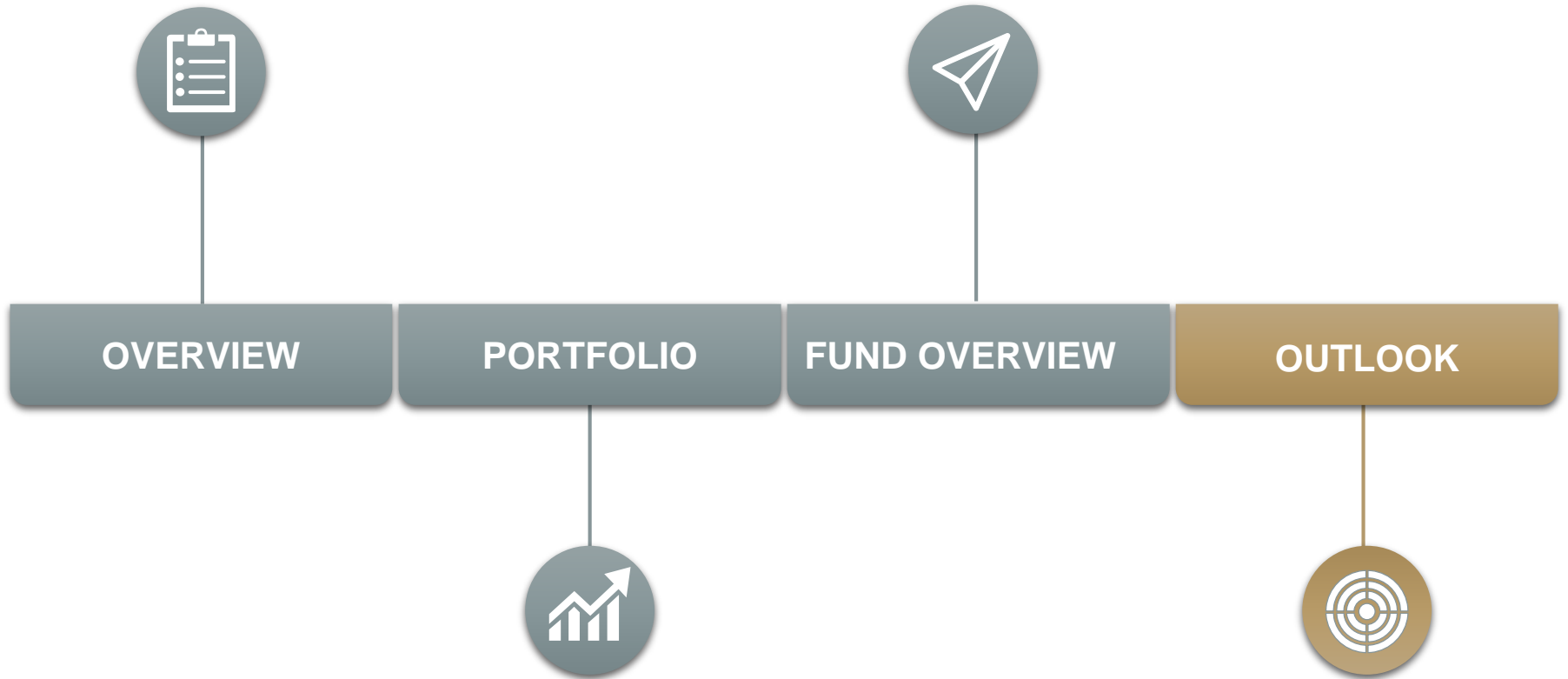
Total exposure per investment R'm



Concluded in the past 12 months



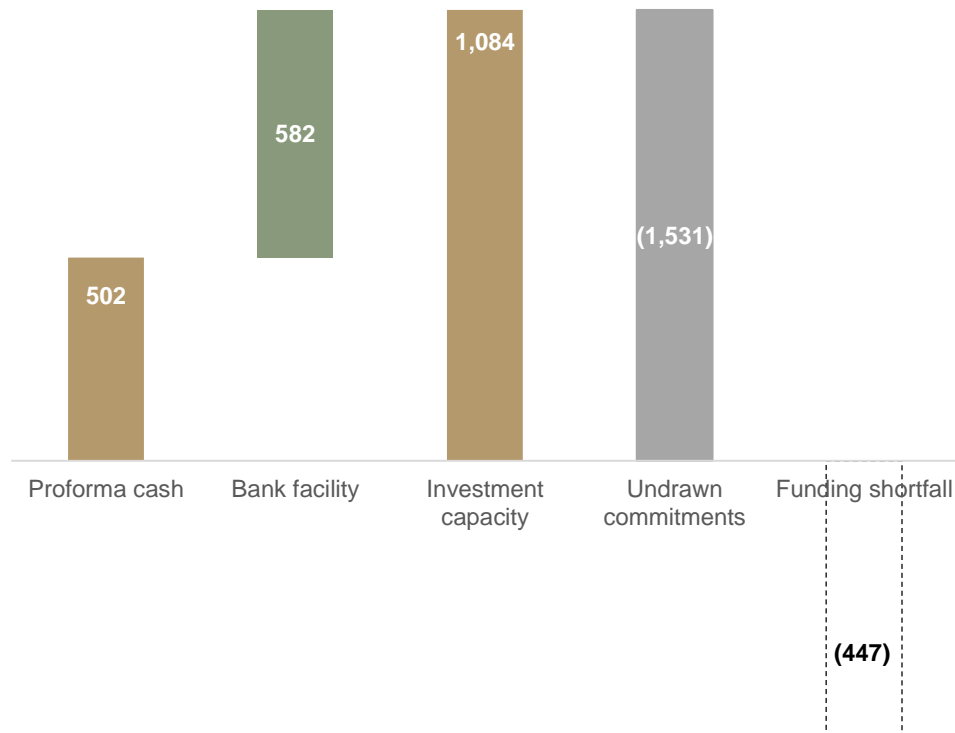
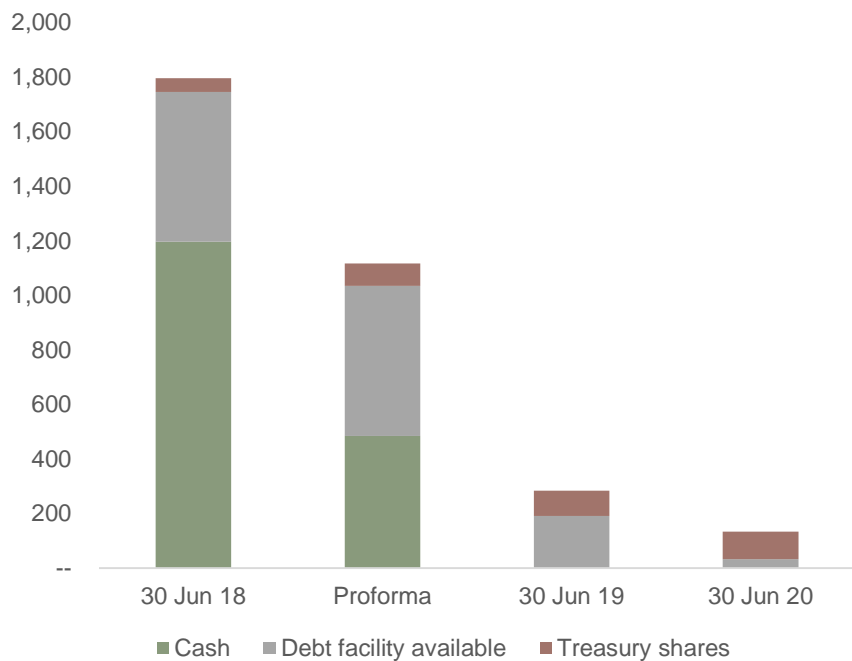
*including Gammatek acquisition (September 2018)



Liquidity overview

Available capital (Rm)

Commitments (Rm)



Company estimate based on latest fund investment profiles

Net new commitments estimated at 85% of commitments (Fund VII, Healthcare platform, Ai Fund)



Market outlook



LTM revenue across the portfolio grew at +3% and EBITDA was largely flat

Macroeconomic uncertainty is impacting business confidence and growth outlook

Focus on portfolio company operational efficiency and strategy implementation

Significant deal flow and strong execution pipelines across the funds

Pricing considerations are key given the limited outlook visibility

Key origination focus on value drivers and geographic diversification



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