Highlights

South African Distribution

International Distribution

Technology, Mobile and Solutions

Prospects

Financial Review

BLUE LABEL TELECOMS

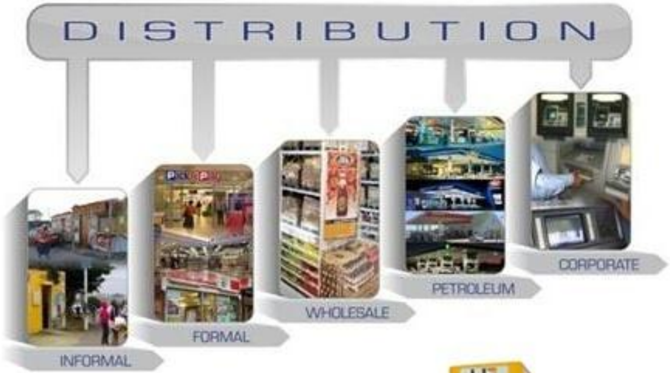
Unaudited Results

for the half year ended 30 November 2012

Highlights for the half year ended 30 November 2012

- Revenue increased to R9.5 billion
- Gross profit up to R644 million
- HEPS up 26% to 34.78 cents*
- R566 million cash generated from operations:
  - before bulk inventory purchases of R1.5 billion
- Partnerships key in delivering growth:
  - SA mobile networks, State Bank of India, Grupo Bimbo in Mexico
- Raised stake in Blue Label Mexico to 45% and acquired strategic stakes in Panacea Mobile and Blue Label Engage

* on exclusion of the comparative once off income receipt of R79.4 million



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South African Distribution

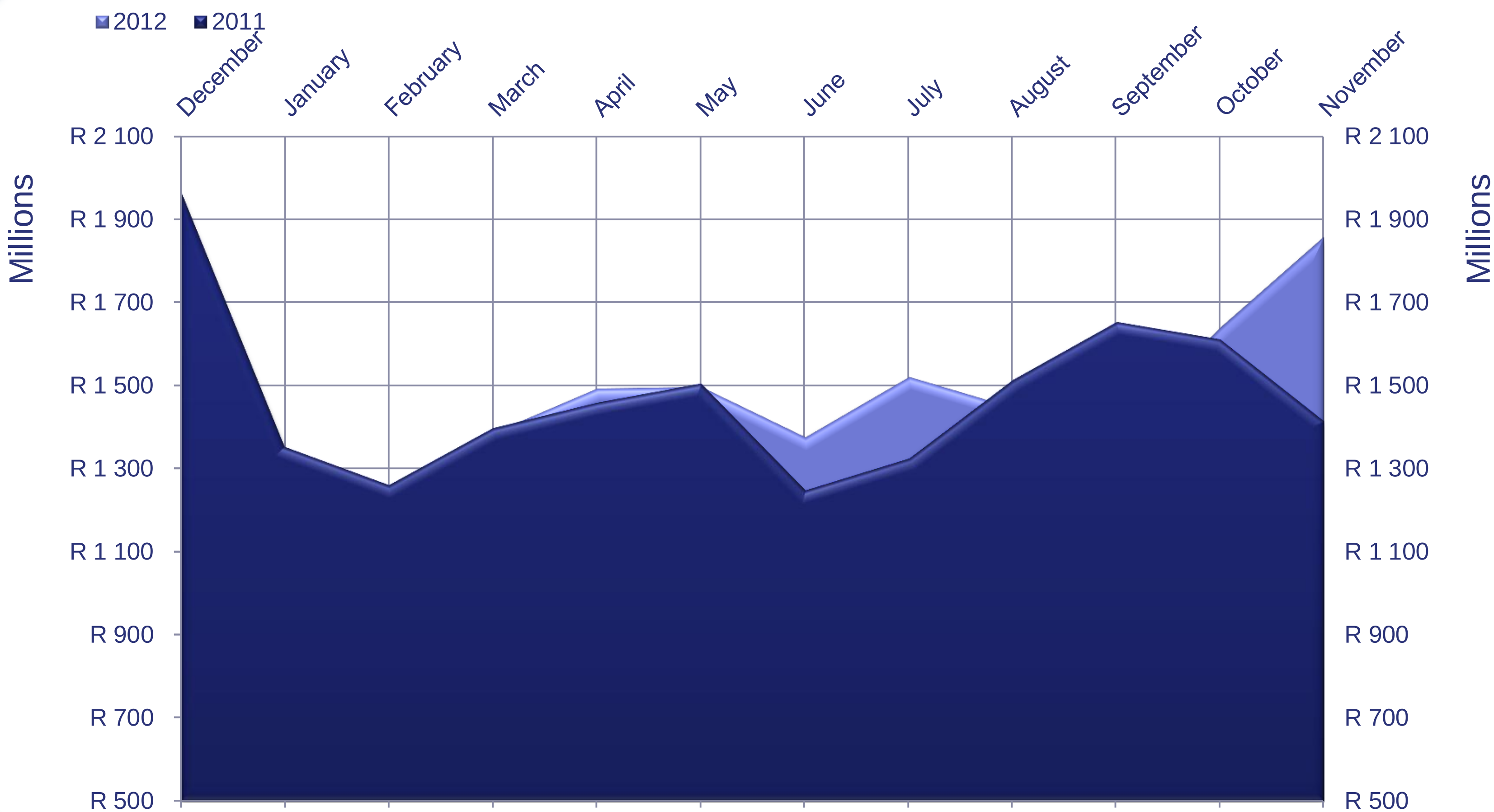
Brett Levy – Joint CEO

Operational and Financial Highlights

- Revenue up 2% to R9.3 billion
- Increasing trend to act as agent on airtime sales
- PINless sales of R411 million
- Electricity commissions received up 29% to R53 million
- GP Margins increase:
  - trend to PINless purchases for airtime and electricity
  - starter pack activations steady
  - securing higher margin business
  - organic growth in electricity commissions earned
- 3 income pillars:

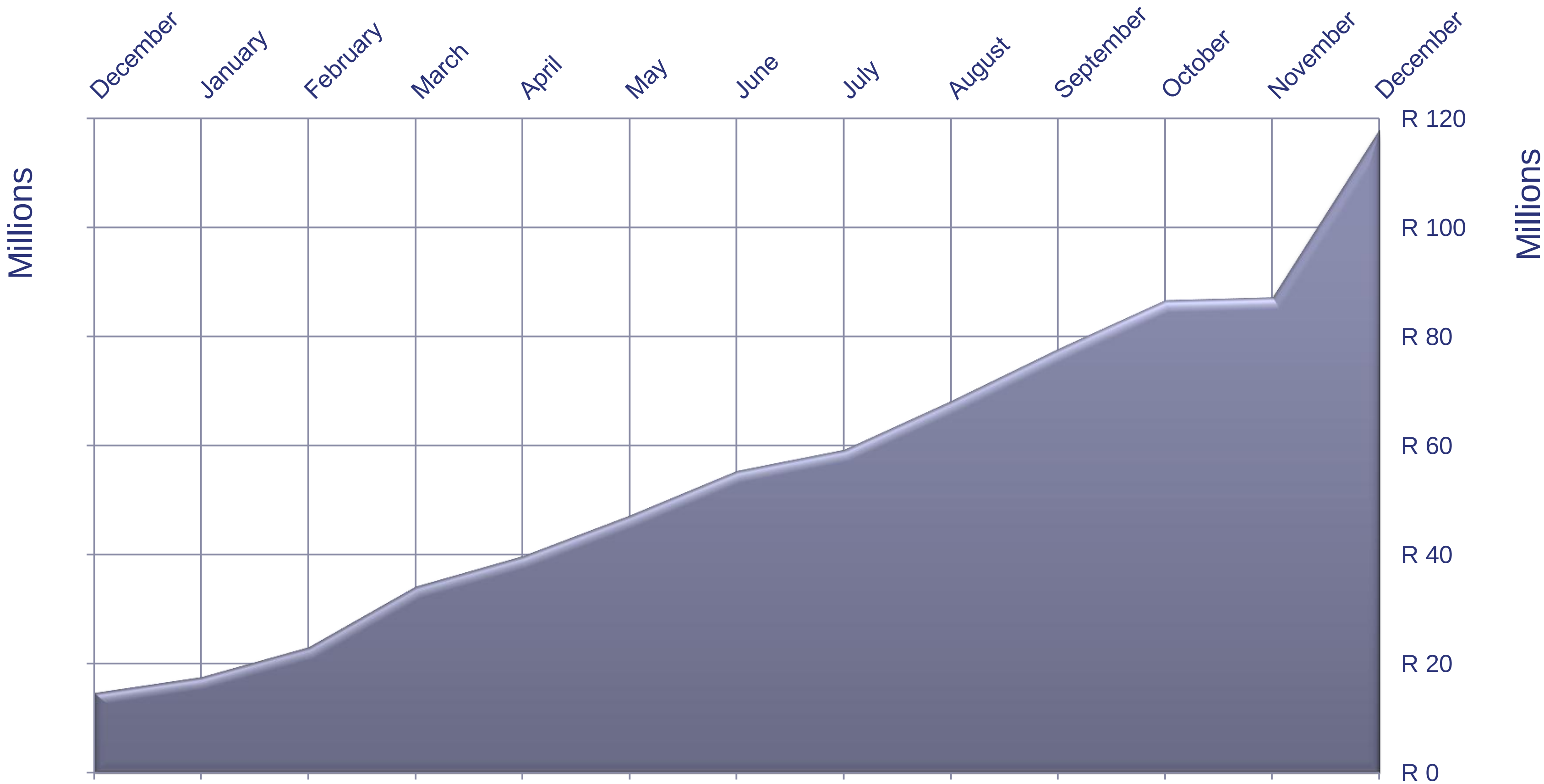
- commodity sales	45% (47%)
- annuity income	47% (43%)
- interest earned	8% (10%)

Airtime Revenue Growth



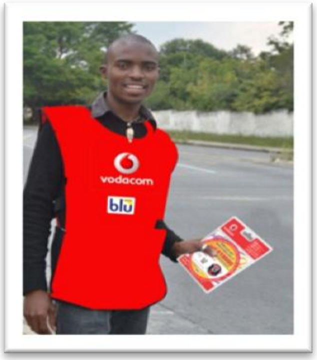
PINless Airtime Growth 2012

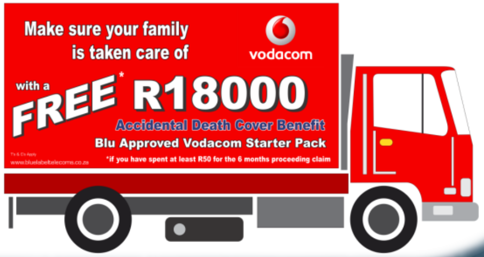
HIGHLIGH | S A DISTRIBUTION | RNATIONAL | TECHNOLOGY, MOBILE & SOLUTIONS | PROSPECTS | FINANCIAL



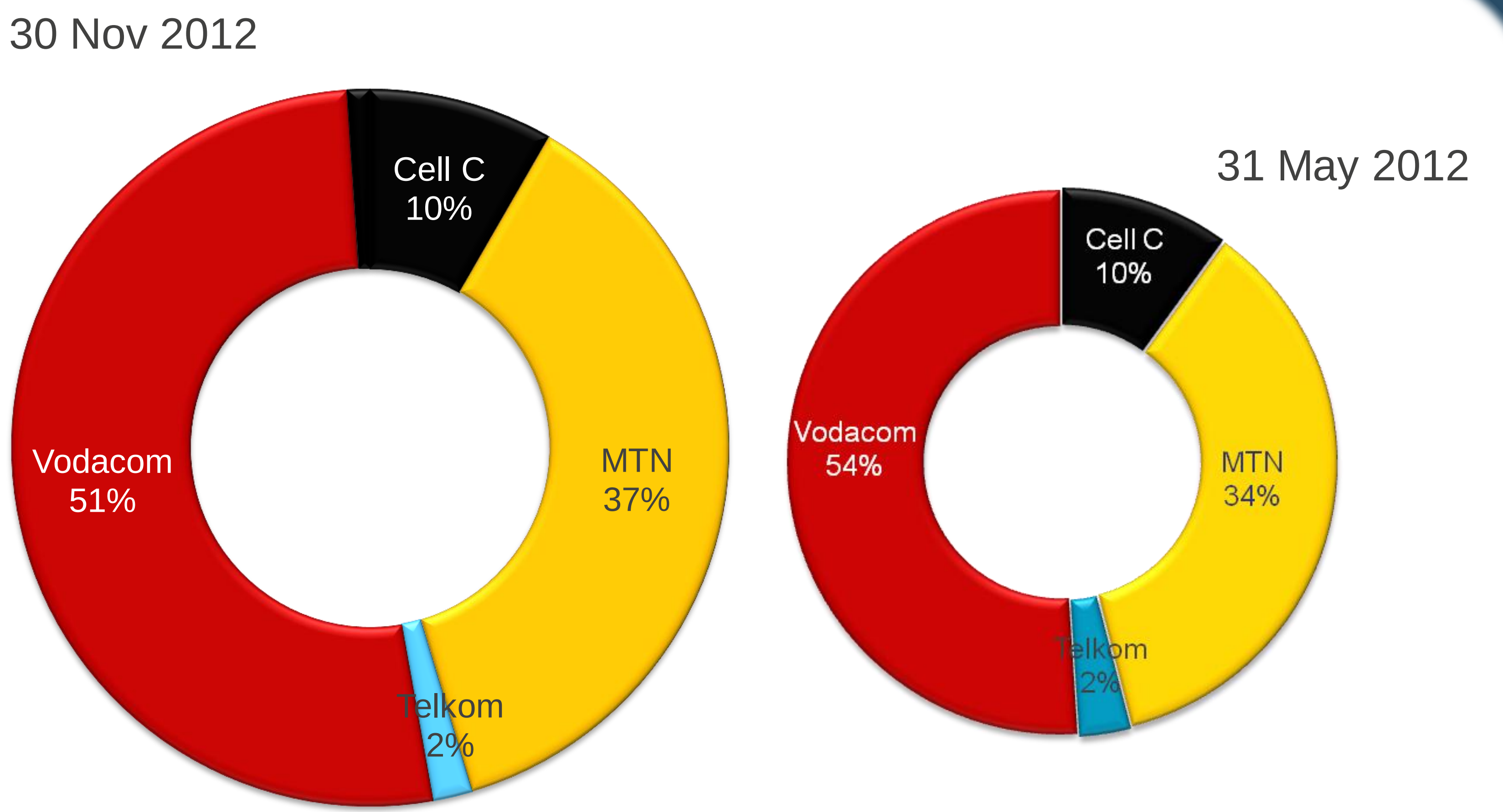
Prepaid Airtime and Starter Packs

- Revenue growth organic and volume related
- New connections at ~450 000/month
- Blu Approved footprint expands
- Formal urban blue-chip channel augmented
- Informal ‘spaza’ channel reaches deeper into rural areas:
  - community based starter packs and own brand SIM packs
- Reach out virtually everyday and everywhere





Prepaid Airtime - Revenue Growth Per Network



Prepaid Electricity

- Commissions earned up 29% from R41 million to R53 million
- Equates to R3.5 billion in utility sales up from R2.7 billion
- Act as agent not principle:– only commission earned included in revenue and not face value of sales
- Drivers are widespread endorsement from:
  - electricity utilities, municipalities and customers
- Market is currently ~9 million prepaid meters growing to ~11 million in 2014, with value estimated to increase from R12 billion to R14 billion

Prepaid Electricity – Revenue Growth

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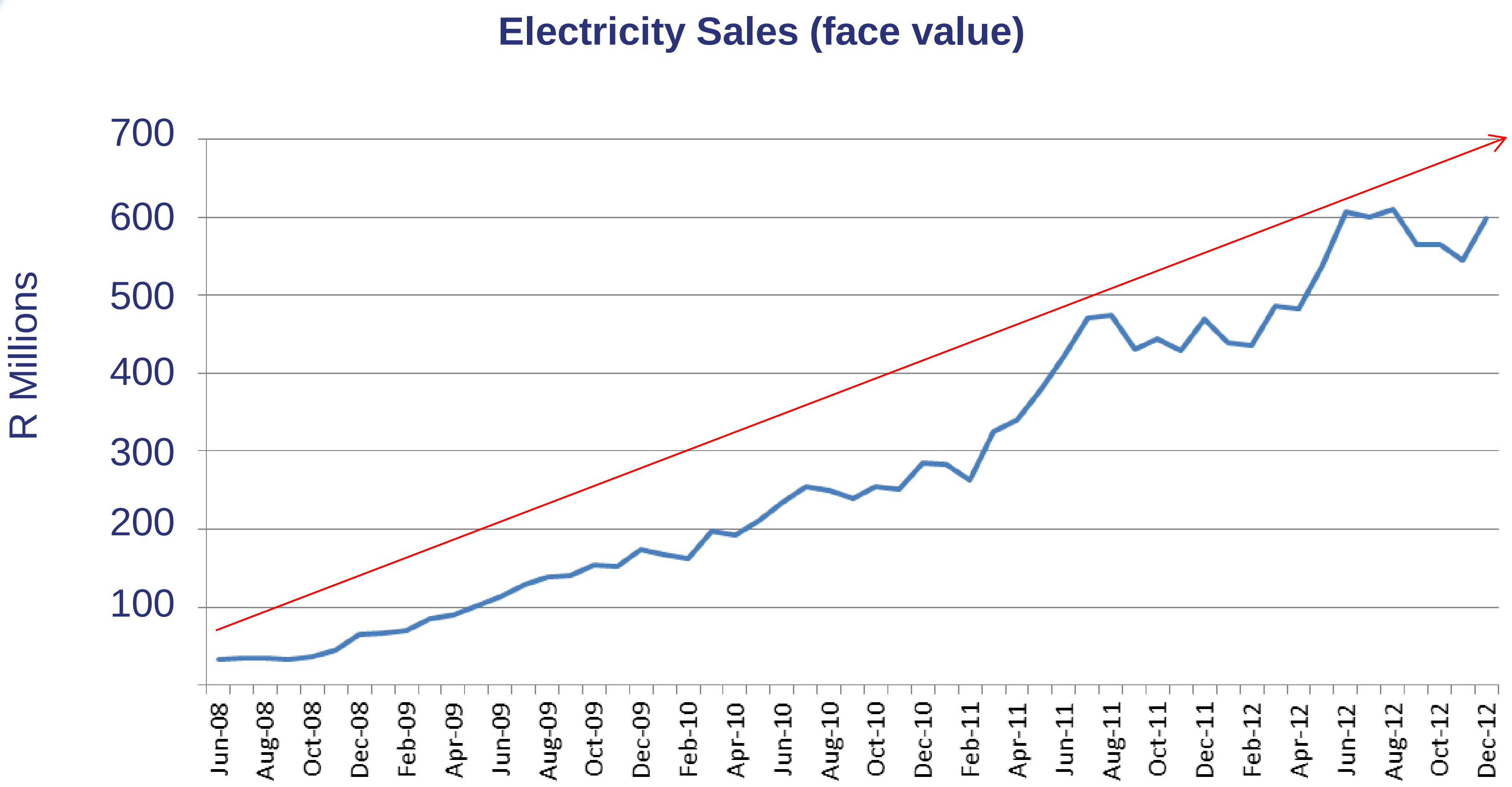

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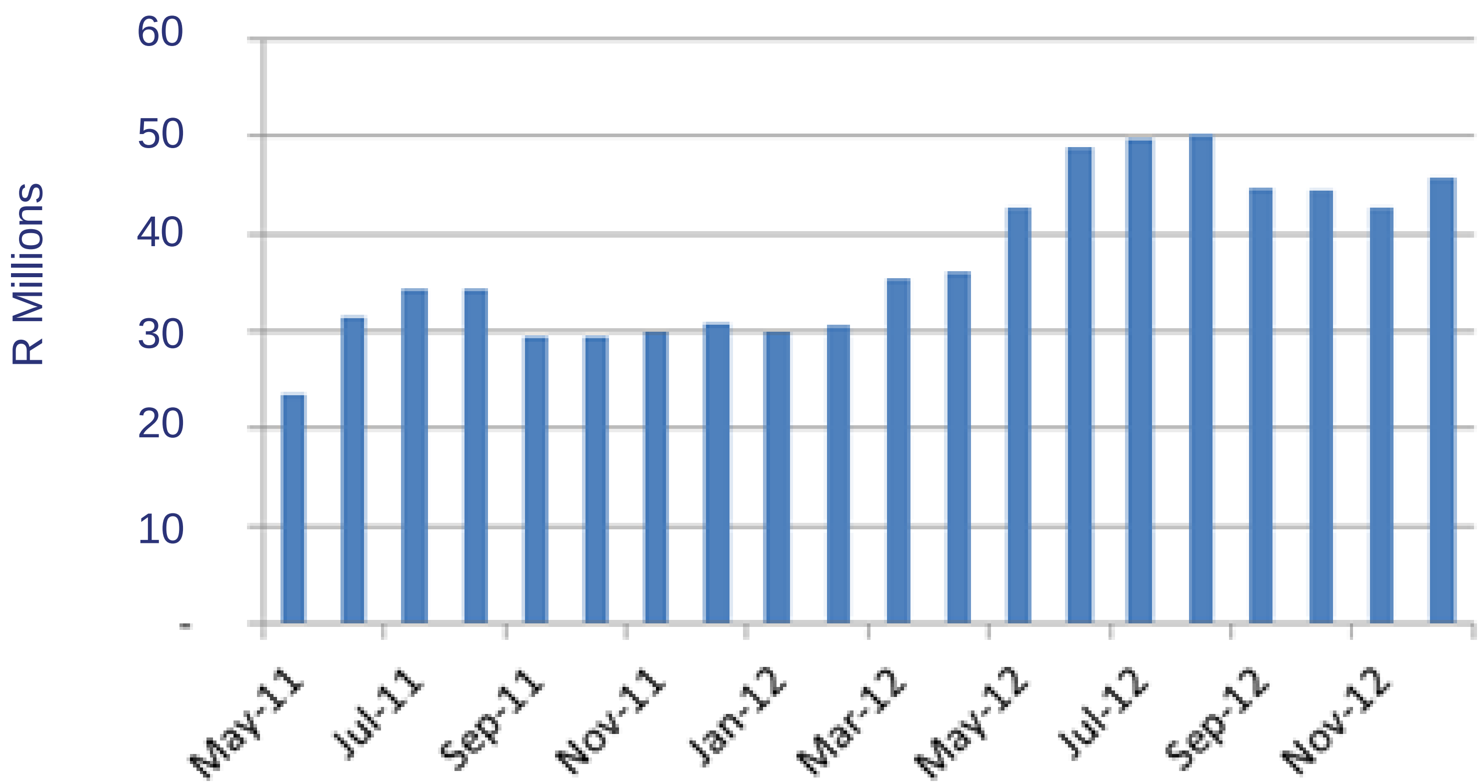
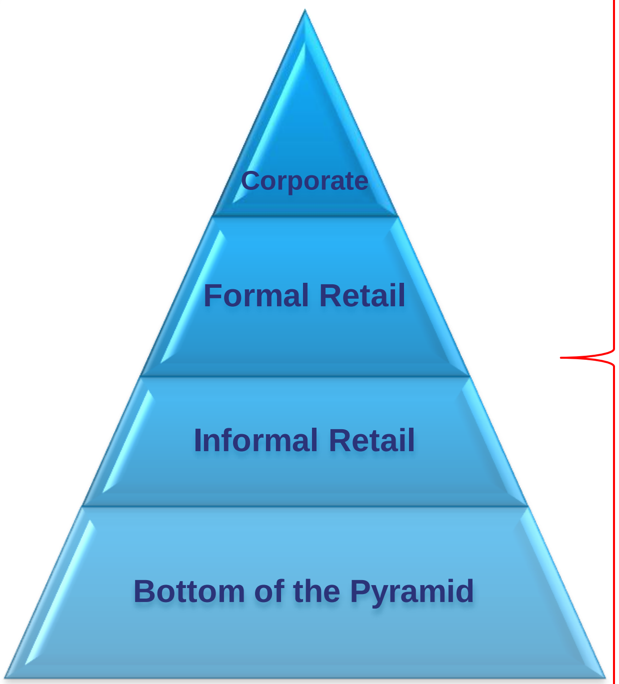
Prepaid Electricity - UniPIN Redemptions



Market and Footprint

Enablement of products and services within distribution footprint.



>150 000 Points of Presence

Core Products	Airtime	Electricity	Starter Packs	Data
Ticketing	Events	Transport	Sports	Travel
Financial Services	Bill Payments	Money Transfer	FICA Registra-tions	Prepaid Debit Cards
Other VAS/ Voucher Products	Gaming	E-Tolling		
	Prepaid TV			

Size and Multiple Distribution Segments attracts key products / service suppliers.

New Products and Services

HIGHLIGH | S A DISTRIBUTION | RNATIONAL | TECHNOLOGY, MOBILE & SOLUTIONS | PROSPECTS | FINANCIAL

- Multitude of products and services in pipeline

- Financial Services:

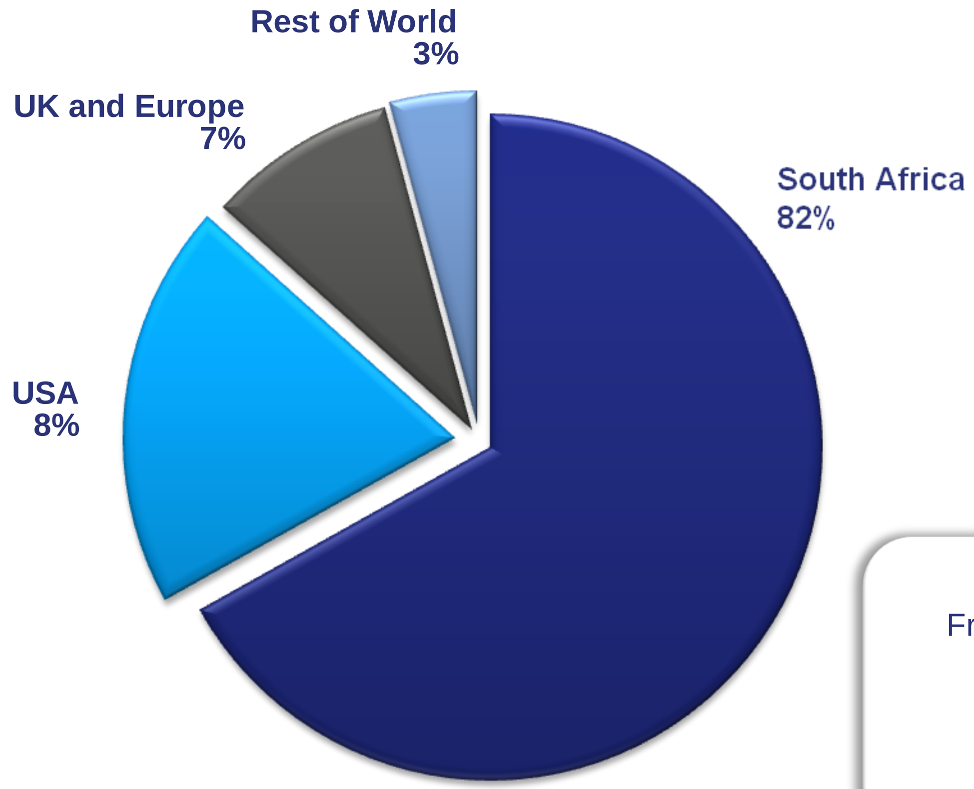
  - wallets, mobile banking, money transfers, remittances, bill payments, EFT, NFC, Senda Mobile Merchant

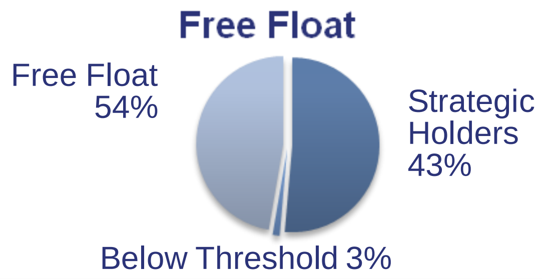
- Digital Couponing:

  - reward cards and loyalty programmes

BLUE LABEL ENGAGE

Shareholder Profile





International Distribution

Mark Levy – Joint CEO

Operational and Financial Highlights

- POS roll-out in Mexico progresses
- Stake in Blue Label Mexico increased from 40% to 45%
- Strategy of versatile payment solutions provider in India gaining momentum through partnerships and rural reach
- Arbitration proceedings in Multi-Links case postponed
- Ukash:
  - redemption values up 20%
  - share of profit up 92% to R4.4 million

Oxigen Services India

LIVE LIFE NON-STOP

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Oxigen Services India

- Rural reach as versatile payment solutions accelerate

- Currently ~130 000 in total market of 400 000 POP devices

- Share of loss R2.5 million:
  - revenue increases 16%
  - recruitment and training of 200 foot soldiers
  - replace 10 500 terminals
  - migrated to OxiSecure transactional platform
  - introduced KYC system for ICICI
  - launch of OxiShaan ATM cum mini-POS
  - launch of Mobicash Easy wallet

- Products and services include prepaid airtime and recharges, prepaid TV, ticketing, cellphone vending, insurance, bill payments, kiosk/correspondent banking, mobile wallets, domestic and international remittances, government subsidy payments and prepaid cards.

Blue Label Mexico

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Blue Label Mexico

BLUE LABEL TELECOMS

HIGHLIGHTS | S A DISTRIB | INTERNATIONAL | , MOBILE & SOLUTIONS | PROSPECTS | FINANCIAL

- Rapid roll-out delivering ~6000 POS/month
- Currently >50 000 in total market of 450 000 POS devices
- Sophisticated terminals – NFC, EMV, smart and magnetic strip enabled
- Share of loss R23 million while building strong distribution capability:
  - recruiting for rapid roll-out
  - training of and back office support for merchants

- Additional products and services include financial services, mobile wallets, lottery, social grants, reward and loyalty programmes, domestic and international remittances, and distribution agreements with bank card issuers.

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Technology, Mobile and Solutions Segments

Mark Levy – Joint CEO

Technology Segment

- Proprietary AEON, AMS and banking grade Postilion platforms ensure neutral aggregator capability

- Increasing volumes:
  - 2.5 million to 3 million online transactions/day
  - rising to 6 million transactions/day when including PINless
  - 400 million transactions/month
  - 80 million bulk print vouchers/month
  - developing product pipeline

- Optimising group systems and platforms to enhance capacity and capability

- Deploying platforms into cloud environments

- Reconciliation and transactional monitoring by INETCO

Mobile Segment

- Provides a complete Ecosystem for mobile phone users

- **Mobile Services Company:**
  - Mobile services business, media advertising, mobile banking platform and mobile merchant services

- **Blue Label One and Blue Label Engage:**
  - reward cards and loyalty programmes, supporter cards, ticketing engine, cricket and rugby and motorEngage

- **Cellfind, including Panacea:**
  - WASP, aggregator and intelligent distributor of SMS's and LBS provider
  - SMS strategy gaining momentum
  - partnership with TeleCommunication Systems on LBS in Africa

- Core net profit R14.4 million

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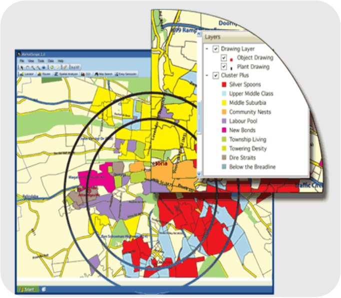
Solutions Segment

- **Blue Label Data Solutions**

  - entrenching direct- and tele-marketing strategies with data and analytical support services
  - excellent growth rate continues
  - diversifying product range
  - POPI bill



- **Velociti Call Centre**

  - difficult market conditions
  - call centre expertise right-sized
  - plan to increase inbound activity

- Core net profit R8 million

Prospects

- Innovative financial services products to be launched
- Loyalty programme initiatives generating revenue
- Intelligent SMS aggregation and distribution to gain further momentum
- Increased consumer awareness of the benefits of prepaid electricity to impact favourably on commissions earned
- Oxigen Services India continues its drive into banking services
- Financial position remains robust and liquid, boding well for growth, acquisitions and distributions to shareholders.

Financial Overview

David Rivkind – Financial Director

Income Statement

BLUE LABEL TELECOMS

HIGHLIGHTS | S A DISTRIBUTION | INTERNATIONAL | TECHNOLOGY, MOBILE & SOLUTIONS | PROS | FINANCIAL

Headline EPS
Increased by 26% to 34.78 cents*

Revenue
Increased to R9.5 billion

Gross Profit
Increased by 9% to R644 million

GP Margins
Increased from 6.38% to 6.80%

Cash flows from operations	**R566m**
Movement in inventories	**(R1 289m)**
Cash flows from operating activities	**(R723m)**

Capital and reserves
R3 billion

** Excludes a once off income receipt of R79.4 million in the comparative period*

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Income Statement

BLUE LABEL TELECOMS

HIGHLIGHTS | S A DISTRIBUTION | INTERNATIONAL | TECHNOLOGY, MOBILE & SOLUTIONS | PROS | FINANCIAL

	Nov 2012 R'000	Nov 2011 R'000	Growth R'000	% Growth
Revenue	9,466,174	9,249,177	216,997	2%
Gross profit	643,738	589,732	54,006	9%
GP margins	**6.80%**	**6.38%**	**0.42%**	
Other income	4,498	10,387	(5,889)	(57%)
Overheads	(274,003)	(241,192)	(32,811)	(14%)
EBITDA	374,233	358,927	15,306	4%
Depreciation and amortisation	(33,557)	(38,410)	4,853	13%
EBIT	340,676	320,517	20,159	6%
Net finance (expense)/income	(311)	10,652	(10,963)	(103%)
Net profit before taxation	340,365	331,169	9,196	3%
Taxation	(98,664)	(108,874)	10,210	9%
Net profit after tax	241,701	222,295	19,406	9%
Minorities interest	11,378	1,206	10,172	843%
Share of profit/(losses) from associates	1,907	(2,125)	4,032	190%
Share of losses from joint ventures	(24,892)	(9,183)	(15,709)	(171%)
Headline earnings from continuing operations	**230,094**	**212,193**	**17,901**	**8%**

South African Distribution

HIGHLIGHTS | S A DISTRIBUTION | INTERNATIONAL | TECHNOLOGY, MOBILE & SOLUTIONS | PROS | FINANCIAL

	Nov 2012 R'000 Total group	Nov 2012 R'000 SA Distribution	Nov 2011 R'000 SA Distribution	Growth R'000 SA Distribution	% Growth
Revenue	9,466,174	9,313,904	9,088,819	225,085	2%
Gross profit	643,738	558,344	503,402	54,942	11%
Gross profit margins	6.80%	5.99%	5.54%		
EBITDA	374,233	436,248	394,356	41,892	11%
EBITDA Margins	3.95%	4.68%	4.34%		

	6 months ended 30 Nov 2012	6 months ended 31 May 2012	6 months ended 30 Nov 2011	6 months ended 30 May 2011
Gross Profit Margins	5.99%	5.84%	5.54%	5.19%

- Volume increases in prepaid airtime, annuity revenue and electricity commissions accounted for the growth in revenue
- Growth of R404 million in sales of pinless top ups
- Commissions recognised on electricity increased by 29% to R53m. Gross revenue – R3.5bn (2011:R2.7bn)

Income Statement

HIGHLIGHTS | S A DISTRIBUTION | INTERNATIONAL | TECHNOLOGY, MOBILE & SOLUTIONS | PROS | FINANCIAL

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Associates

	Nov 2012 R'000	Nov 2011 R'000	Growth R'000	% Growth
Share of profit/(losses) from associates	**1,907**	**(2,125)**	**4,032**	**190%**
- Ukash	4,362	2,274	2,088	92%
- Oxigen Services India	(2,455)	(4,399)	1,944	44%

- Ukash *
  - Revenues increased by 28%
  - Gross profit increased by 35%
  - EBITDA increased by 33%
- India *
  - Revenue increased by 16%, resulting in positive EBITDA

** As reported in their local currency*

Income Statement

	Nov 2012 R'000	Nov 2011 R'000	Growth R'000	% Growth
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Headline earnings from continuing operations	**230,094**	**212,193**	**17,901**	**8%**

Joint Ventures

	Nov 2012 R'000	Nov 2011 R'000	Growth R'000
Share of losses from joint ventures	**(24,892)**	**(9,183)**	**(15,709)**
- Blue Label Mexico	(22,894)	(8,464)	(14,430)
- Other	(1,998)	(719)	(1,279)

- Blue Label Mexico
  - Increased shareholding from 40% to 45%
  - Increase in overheads due to an aggressive roll out of point of sale devices
  - Point of sale devices increased to 42,000, net of churn

Income Statement

HIGHLIGHTS | S A DISTRIBUTION | INTERNATIONAL | TECHNOLOGY, MOBILE & SOLUTIONS | PROS | FINANCIAL

	FY 2012 R'000	FY 2011 R'000	Growth R'000	% Growth
Headline earnings from continuing operations	**230,094**	**212,193**	**17,901**	**8%**
Discontinued operation – APS Nigeria	-	(3,102)	3,102	100%
Headline earnings before comparative once-off other income	**230,094**	**209,091**	**21,003**	**10%**
Once-off other income, net of tax	-	68,284	(68,284)	(100%)
Headline earnings	**230,094**	**277,375**	**(47,281)**	**(17%)**
Net headline earnings adjustments	(1,154)	(5,472)	4,318	79%
Net profit attributable to equity holders of parent	**228,940**	**271,903**	**(42,963)**	**(16%)**
Core intangible adjustment	6,913	10,237	(3,324)	(32%)
Core net profit	**235,853**	**282,140**	**(46,287)**	**(16%)**
Earnings per share (cents)	34.61	36.02		(4%)
Headline earnings per share (cents)	34.78	36.74		(5%)
Core earnings per share (cents)	35.65	37.38		(5%)
Headline earnings per share excluding comparative once-off other income (cents)	34.78	27.70		26%

Balance Sheet

BLUE LABEL TELECOMS

HIGHLIGHTS | S A DISTRIBUTION | INTERNATIONAL | TECHNOLOGY, MOBILE & SOLUTIONS | PROS | FINANCIAL

Summarised Group Statement of Financial Position as at	30 Nov 2012	31 May 2012
Non- current assets	**1,060,927**	**993,076**
Property, plant and equipment	99,094	112,188
Intangible assets and goodwill	483,604	505,698
Investment in associates and joint ventures	462,185	357,471
Other non-current assets	16,044	17,719
Current assets	**4,220,089**	**3,942,456**
Inventories	1,828,208	539,221
Trade and other receivables	1,363,322	1,387,650
Other current assets	58,271	40,343
Cash and cash equivalents	970,288	1,975,242
Total assets	**5,281,016**	**4,935,532**
Capital and reserves	**3,004,144**	**2,914,386**
Share capital, share premium and treasury shares	3,939,892	3,941,316
Other reserves	(2,680,929)	(2,698,308)
Retained earnings	1,745,181	1,671,378
Non-current liabilities	**20,084**	**50,624**
Current liabilities	**2,256,788**	**1,970,522**
Trade and other payables	2,227,830	1,931,204
Other current liabilities	28,958	39,318
Total equity and liabilities	**5,281,016**	**4,935,532**

- Additional investment in Blue Label Mexico – R86m
- Inventories increased due to bulk purchases.
- Inventory days up to 38 in the short term.
- Debtors Collections – 26 days
- Creditors collections – 46 days

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Cash Flow

HIGHLIGHTS | S A DISTRIBUTION | INTERNATIONAL | TECHNOLOGY, MOBILE & SOLUTIONS | PROS | FINANCIAL

Summarised Group Statement of Cash Flows

as at	30 Nov 2012	30 Nov 2011
Cash generated by operations	**(629,245)**	**879,393**
Interest received	26,286	31,946
Interest paid	(8,108)	(2,939)
Taxation paid	(112,051)	(113,756)
Cash flows from operating activities *	**(723,118)**	**794,644**
Cash flows from investing activities **	**(107,418)**	**(204,684)**
Cash flows from financing activities ***	**(174,304)**	**(517,629)**
(Decrease)/ increase in cash and cash equivalents	**(1,004,840)**	**72,331**
Cash and cash equivalents at the beginning of the year	1,975,242	2,226,170
Translation difference	(114)	7,400
Cash and cash equivalents at the end of the year	**970,288**	**2,305,901**

* Inventory increased by R1.3bn due to bulk purchases

** R86m additional investment into Blue Label Mexico, R12m capex and R7m acquisition of subsidiaries

*** Treasury shares acquired – R17m and dividend payment of R157m

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Thank you

Questions and Answers