

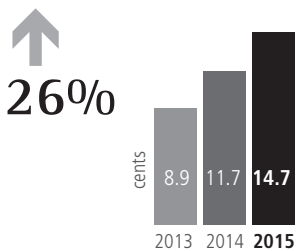
## Interim results

Unaudited results for the six months ended 31 August 2015

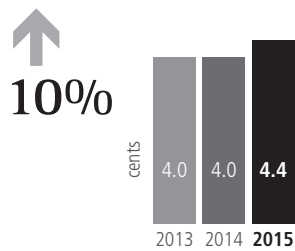


### Salient features

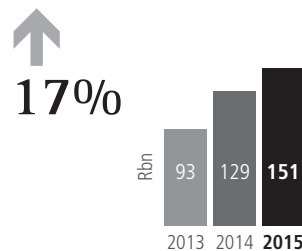
Recurring headline earnings per share



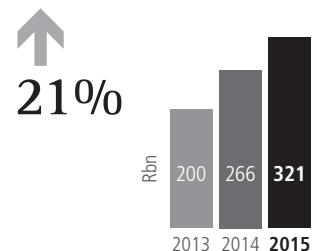
Dividend per share



Assets under management



Assets under administration



### Overview

PSG Konsult delivered a commendable 26% growth in recurring headline earnings per share for the six months ended 31 August 2015. A key highlight includes the strong top-line revenue growth achieved by all divisions relative to industry peers. The business continues gaining market share as a result of our continuous focus on our key strategic goals and initiatives despite the challenging economic and market conditions during the period under review.

The board approved and declared a gross interim dividend of 4.4 cents per share (2014: 4.0 cents per share) from income reserves for the six months ended 31 August 2015. This is in line with our dividend payout policy as approved by the board of directors at the time of listing.

PSG Konsult's key financial performance indicators for the six months ended 31 August 2015 are shown below:

	31 Aug 15 R000	Change %	31 Aug 14 R000
Earnings attributable to ordinary shareholders	189 752	30	145 494
Non-headline items	(2 952)	–	(97)
Headline earnings	186 800	28	145 397
Non-recurring headline earnings	–	(100)	1 914
Recurring headline earnings	186 800	27	147 311
Weighted average number of shares in issue (net of treasury shares) (million)	1 267.2	1	1 259.5
Earnings per share (cents)			
– Recurring headline	14.7	26	11.7
– Headline	14.7	28	11.5
– Attributable	15.0	29	11.6
Dividend per share (cents)	4.4	10	4.0
Assets under management (R billion)	151	17	129
Assets under administration (R billion)	321	21	266
<b>Divisional headline earnings</b>			
PSG Wealth	119 882	28	93 907
PSG Asset Management	46 322	37	33 758
PSG Insure	20 596	16	17 732
	186 800	28	145 397

**PSG Wealth** remains a key revenue driver for the group through its formidable financial adviser base and expanding product and platform business offering. Strengthening our competitive position by expanding our adviser networks through both organic and selected adviser acquisition growth has delivered continued positive client inflows.

**PSG Asset Management** remains a high-growth area and a key focus for the group. Its retail sales effort and marketing campaigns are proving effective in raising awareness of the PSG Asset Management brand, leading to strong retail client inflows. PSG Asset Management attracted net inflows of R2.6 billion during the period under review.

**PSG Insure** continues making inroads in the highly competitive short-term insurance market, having achieved revenue growth of 19% compared to the prior financial period, with a focus on the quality of new business to achieve profitable growth. Our insurance advisers, with an ongoing focus on growing the commercial lines' side of the business, have managed to gain market share without compromising their overall client loss claim ratios. Against the backdrop of a particularly difficult industry environment, this is an achievement that the group is especially pleased with.

### Looking forward

Our aim remains to service existing clients well and gain new clients for the firm. Current market circumstances are uncertain and volatility has returned to investment markets. We are however confident that we will continue to build our client franchise despite this market outlook. A number of initiatives are in place to ensure this happens. Focusing on products, platforms and client service excellence through the quality of our advice is proving to be a resilient strategy for PSG Konsult.

We advised investors, when we released our year-end results, that we planned to spend an additional incremental amount on marketing and advertising in the 2016 financial year. The majority of this additional expense is being incurred on our television advertisement campaign, which is currently in production phase.

### Events after the reporting date

We remain committed to enhance the value proposition to our existing client base. We are pleased to announce that we recently concluded negotiations to acquire a 70% shareholding in DMH Associates (DMH), the leading independent wealth advisory firm in Mauritius. DMH was established in 2003 as an investment advisory firm providing independent expert advice to entrepreneurs, high-net-worth individuals and their families. DMH is licensed and regulated by the Mauritius Financial Services Commission and also offers corporate finance, wealth management and family office services. We see the company – as well as the individuals involved in the company – as a good fit for PSG Konsult. Vincent Desvaux de Marigny and Philippe Hardy are the founding members. They will continue to operate and run the business going forward. We welcome them to the PSG Konsult Group.

### Unaudited interim financial results

This short-form announcement is the responsibility of the board of directors of the company. It contains only a summary of the information contained in the full announcement made on the Stock Exchange News Service (SENS) on Wednesday, 7 October 2015. Please refer to the full announcement for additional information. The full announcement is available for viewing on PSG Konsult's website at [www.psg.co.za](http://www.psg.co.za). It may also be requested and obtained in person, at no charge, at the registered office of the group and the offices of the sponsor during office hours. Any investment decisions by investors and/or shareholders should be based on consideration of the full announcement made on SENS and on the group's website as set out above.

The board would like to extend its gratitude to all stakeholders, including clients, business partners, management and employees for their efforts and contributions during the period.

On behalf of the board

**Willem Theron**  
Chairman

**Francois Gouws**  
Chief executive officer

Tyger Valley  
7 October 2015

**Non-executive directors:** W Theron (Chairman), JF Mouton, PJ Mouton,

J de V du Toit<sup>^</sup>, PE Burton\*, ZL Combi\* (<sup>^</sup> Lead independent; \* Independent)

**Executive directors:** FJ Gouws (Chief executive officer), MIF Smith (Chief financial officer)

**Company secretary:** PSG Management Services Proprietary Limited

**PSG Konsult head office and registered office:** 4th Floor, The Edge, 3 Howick Close, Tyger Waterfront, Tyger Valley, Bellville, 7530, PO Box 3335, Tyger Valley, Bellville, 7536

**Transfer secretary:** Computershare Investor Services Proprietary Limited, 70 Marshall Street, Johannesburg, 2001, PO Box 61051, Marshalltown, 2107

**Listing:** Johannesburg Stock Exchange (JSE), Namibian Stock Exchange (NSX)

**JSE sponsor:** PSG Capital Proprietary Limited **NSX sponsor:** PSG Wealth Management (Namibia)

Proprietary Limited **JSE share code:** KST **NSX share code:** KFS

**ISIN code:** ZAE000191417 **Auditor:** PricewaterhouseCoopers Inc., Cape Town