

EQOSTRA

HOLDINGS LIMITED



Liquidity Management

Investor day presentation
29 November 2011

Refinancing strategy

Objective	Debt maturing in 2013 FY	Action plan
If a bond with a longer duration than existing debt can be issued at similar margins, then the debt should be refinanced with a bond issue.		Continually monitor credit spreads in capital market
At least 50% of the debt must be refinanced within 18 to 12 months of the debt maturing	R477m of bank debt maturing on 30 April 2013 must be refinanced before 30 April 2012	R300m to R400m to be refinanced through a bond issue in March 2012. The balance will be funded through new ECA debt
The remaining 50% must be refinanced between 12 to 6 months of the debt maturing	R400m of bank debt must be refinanced between May 2012 and Oct 2012	This debt will be refinanced with banks or through a bond issue during May 2012 and Oct 2012
The amount of the debt that will be refinanced between 12 to 6 months of the debt maturing may not exceed R400m		

South African Debt Facilities

Funding position as at 30 June 2011

Banking facilities (Rm)		Facility size	Utilised	Unutilised
RSA bank debt	General banking facility	850		850
	Liquidity facility ¹	1 000		1 000
	Long-term facility	3 525	3 507	18
		5 375	3 507	1 868
RSA non-bank debt	Capital markets		1 383	
	EQS01		270	
	EQS02		50	
	EQS04		411	
	Commercial paper		652	
ECA backed debt	Export-Import Bank of the USA	38	38	
	Coface	180	33	147
Rest of World		1 083	570	513
Total		6 676	5 531	

1. Standby liquidity facility with 13-month rolling notice period to support commercial paper

General banking facilities and Liquidity facilities

General Banking Facilities

Bank	Facility size
A	R150m
B	R100m
C	R150m
D	R450m
Total	R850m

- The facilities have a 90 day notice period
- Used to fund short working capital **only**
- These facilities are with the 4 large South African banks

Liquidity Facilities

Bank	Facility size
A	R256m
B	R347m
C	R294m
D	R103m
Total	R1 000m

- The facilities have a 13 month rolling notice period
- Used primarily to support commercial paper
- Will not issue more CP than what is available under the liquidity facilities
- These facilities are with the 4 large South African banks

Bank long-term debt

Bank	Existing facility	Maturity date	Facility A	Maturity date	Facility B	Maturity date	Facility C	Maturity date	Total
A	R180m	30 Apr 13	R180m	9 May 14					R360m
B	R144.5m	30 Apr 13	R100m	3 May 14	R150m R150m	3 Mar 15 3 Jul 15			R544.5m
C	R138m	30 Apr 13	R222.5m	22 Mar 14	R250m	22 Mar 15	R150m	22 Mar 16	R760.5m
D	R365m	30 Apr 13	R250m	8 Mar 14	R278m	8 Mar 15	R192m	8 Mar 16	R1,085m
E	R50m	30 Apr 13	R125m	30 Apr 14	R85m	30 Apr 15	R40m	30 Apr 16	R300m
F			R400m	21 Feb 14					R400m
G							R75m	21 Feb 16	R75m
Total	R877.5m		R1,277.5m		R913m		R457m		R3,525m

Bond Code	Amount in issue	Type	Maturity Date	Coupon rate
EQS01	R270m	Inflation linked	18 Nov 2014	7% real
EQS02	R50m	Fixed rate	1 July 2015	12.92%
EQS04	R411m	Floating rate note	22 September 2015	3m Jibar plus 5%
Total	R731m			

- The inflation linked bond has been hedge with an inflation linked swap (Eqstra pays a spread above Jibar)
- The mark to market of this swap may cause volatility to the income statement
- The fixed rate note has not been hedged

Export Credit Agencies (ECA's)

- An export credit agency (known in trade finance as ECA) is a private or quasi-governmental institution that act as an intermediary between national governments and exporters to issue export financing
- The financing can take the form of credits (financial support) or credit insurance and guarantees (pure cover) or both, depending on the mandate the ECA has been given by its government
- Eqstra currently has debt guaranteed by US Ex-Im (American ECA) for Cat equipment and Coface (French ECA) for Liebherr equipment

ECA	Facility size	Utilised	Maturity Date	Amortising profile
US ExIm	R38m	R38m	15 June 2015	Quarterly repayments
Coface	€18.3m	€3.3m	16 March 2017	Semi annual repayments

- The Coface loan has been 100% hedged with a cross currency swap

Rest of World Debt Facilities

Debt profile – Rest of Africa and UK

- Funding for the Rest of Africa and UK falls out of the South African Banking package
- Secured with underlying assets or with a guarantee from Eqstra Holdings Limited
- Current funding includes:

Country	Amount	Maturity Date
Mozambique	USD110m	Mar 2016 (amortising)
UK	GBP 10m	Sep 2012
UK	GBP 1.5m	Overdraft
UK	GBP 23m	Aug 2014
Botswana	P 20m	Overdraft
Nigeria	P450m	Oct 2013