



Conference Presentation

August 2016

Raubex Group Limited
(Incorporated in the Republic of South Africa)
Registration number 2006/023666/06
JSE share code: RBX
ISIN: ZAE000093183 ("Raubex" or the "Group")



Company overview



- Raubex was founded in 1974
- Started as a road construction and bridge building company
- Listed on the JSE in March 2007 under Construction and Materials sector
- Substantial growth through strategic acquisitions post listing
- Operates a vertically integrated model through a number of subsidiaries
 - Specialist in all road construction disciplines
 - Full road construction cycle
- Growth in the materials supply and mining sector including;
 - Commercial quarries, contract crushing and material handling and processing for the mining industry
- Recently diversified into infrastructure disciplines including;
 - Electricity and renewable energy (solar and wind) , water, rail and housing infrastructure
- Operates throughout Southern Africa
 - Botswana, Mozambique, Namibia, South Africa and Zambia
- Raubex employs over 10 500 people



Material handling and processing activities

Diamond



Gold



Iron ore



Copper



Coal



Sand



Aggregates



Gypsum



Commercial quarries



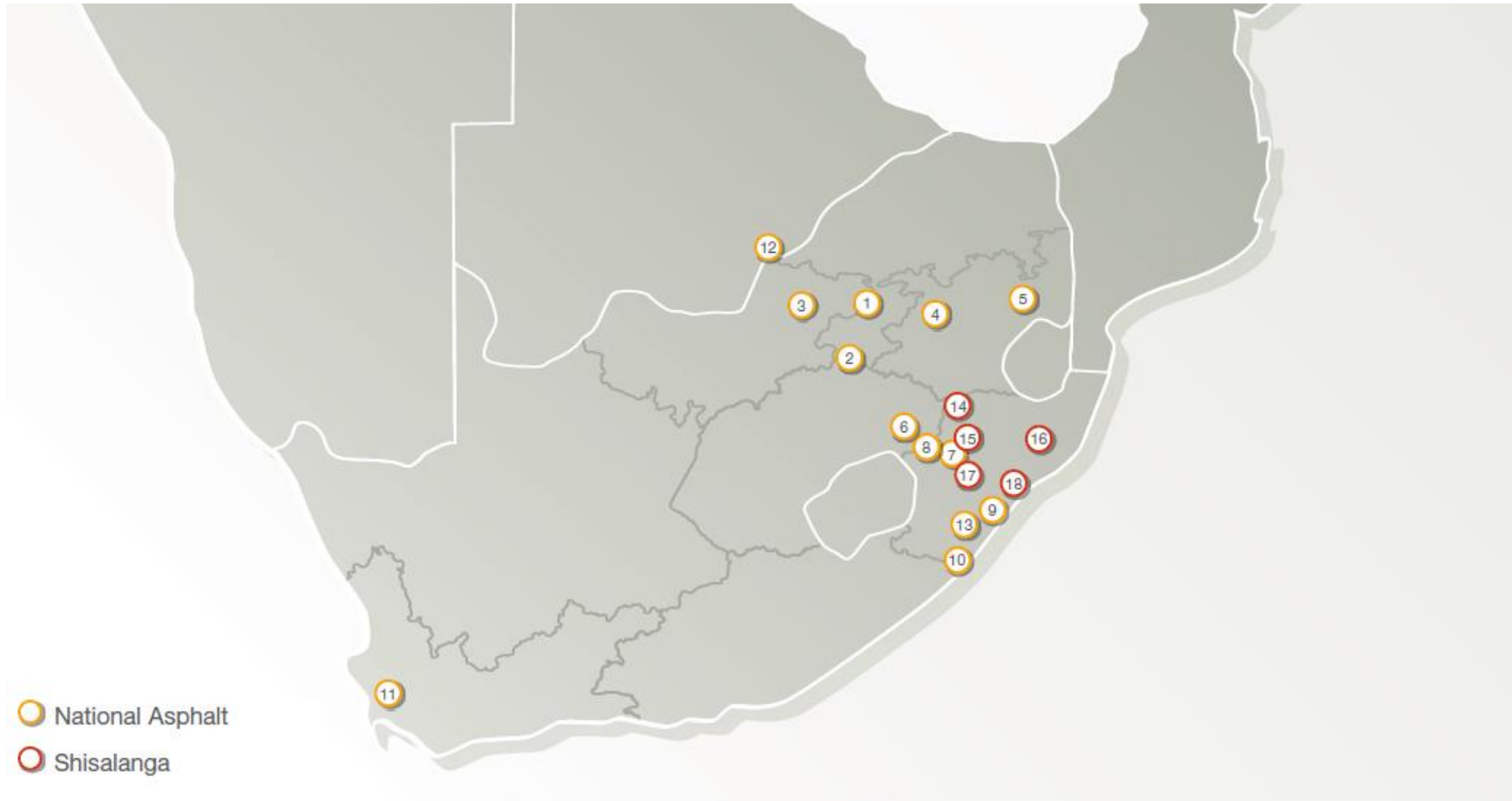
Materials

- Commercial quarries
- Contract crushing
- Material handling and processing for mines

Geographical footprint

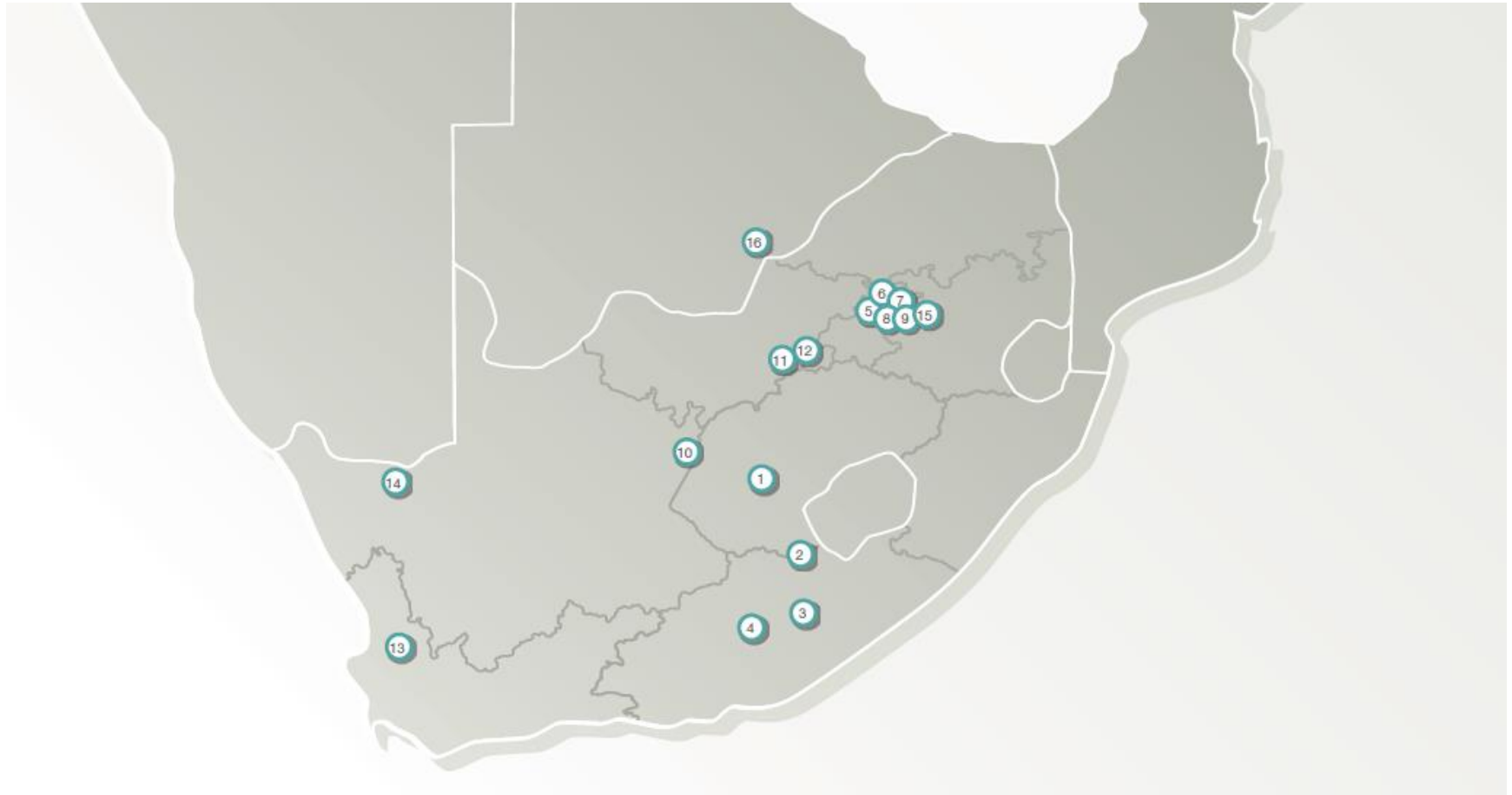


Asphalt plant locations



Number of asphalt plants									
1	2	1	2	0	0	1	10	1	18
Free State	Gauteng	North West Province	Mpumalanga	Eastern Cape	Northern Cape	Western Cape	KwaZulu-Natal	Botswana	Total

Commercial quarry locations



Number of quarries

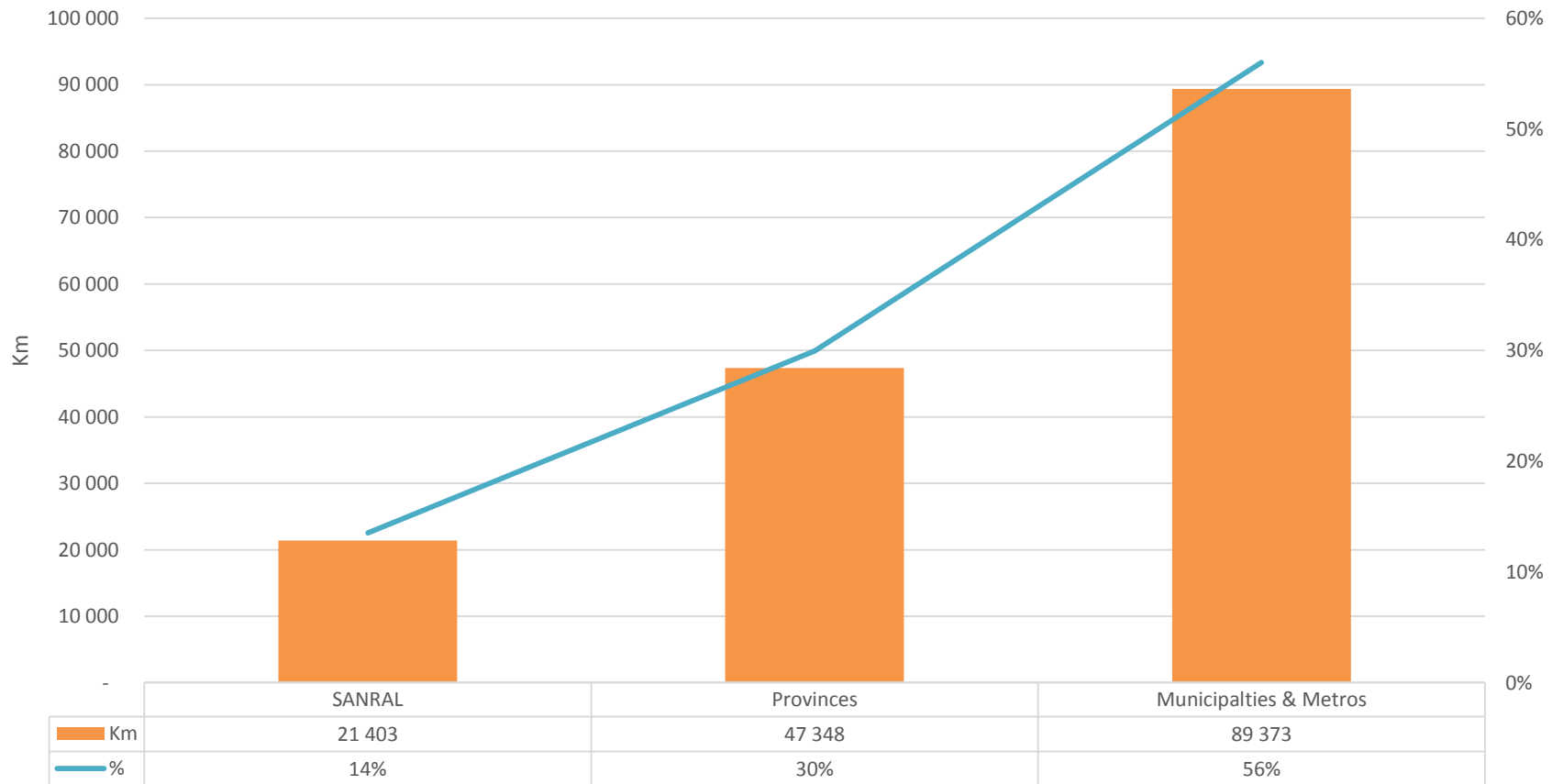
1	5	2	1	3	2	1	0	1	16
Free State	Gauteng	North West Province	Mpumalanga	Eastern Cape	Northern Cape	Western Cape	KwaZulu-Natal	Botswana	Total

Road network

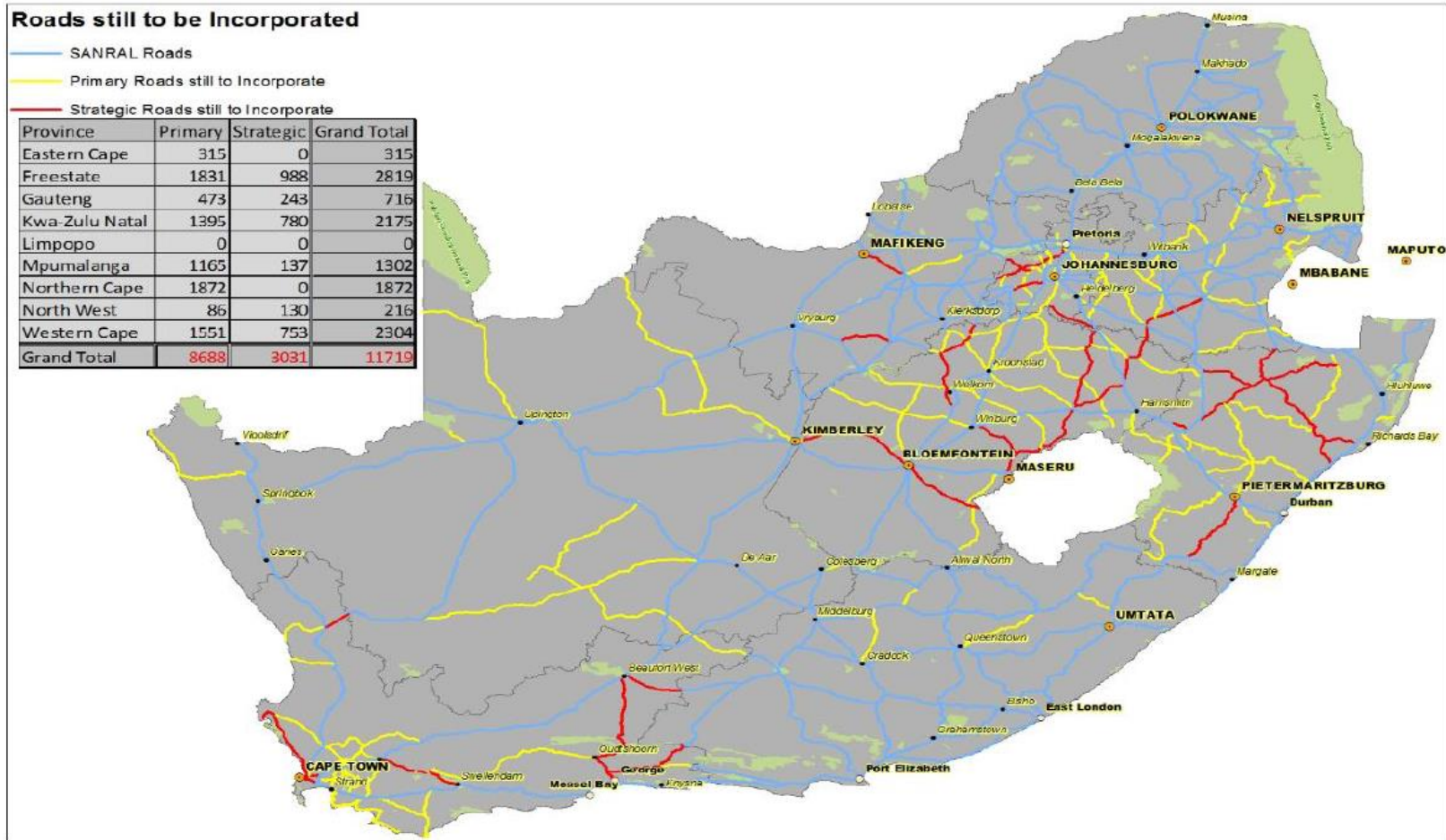


Road network

South African Paved Road Network

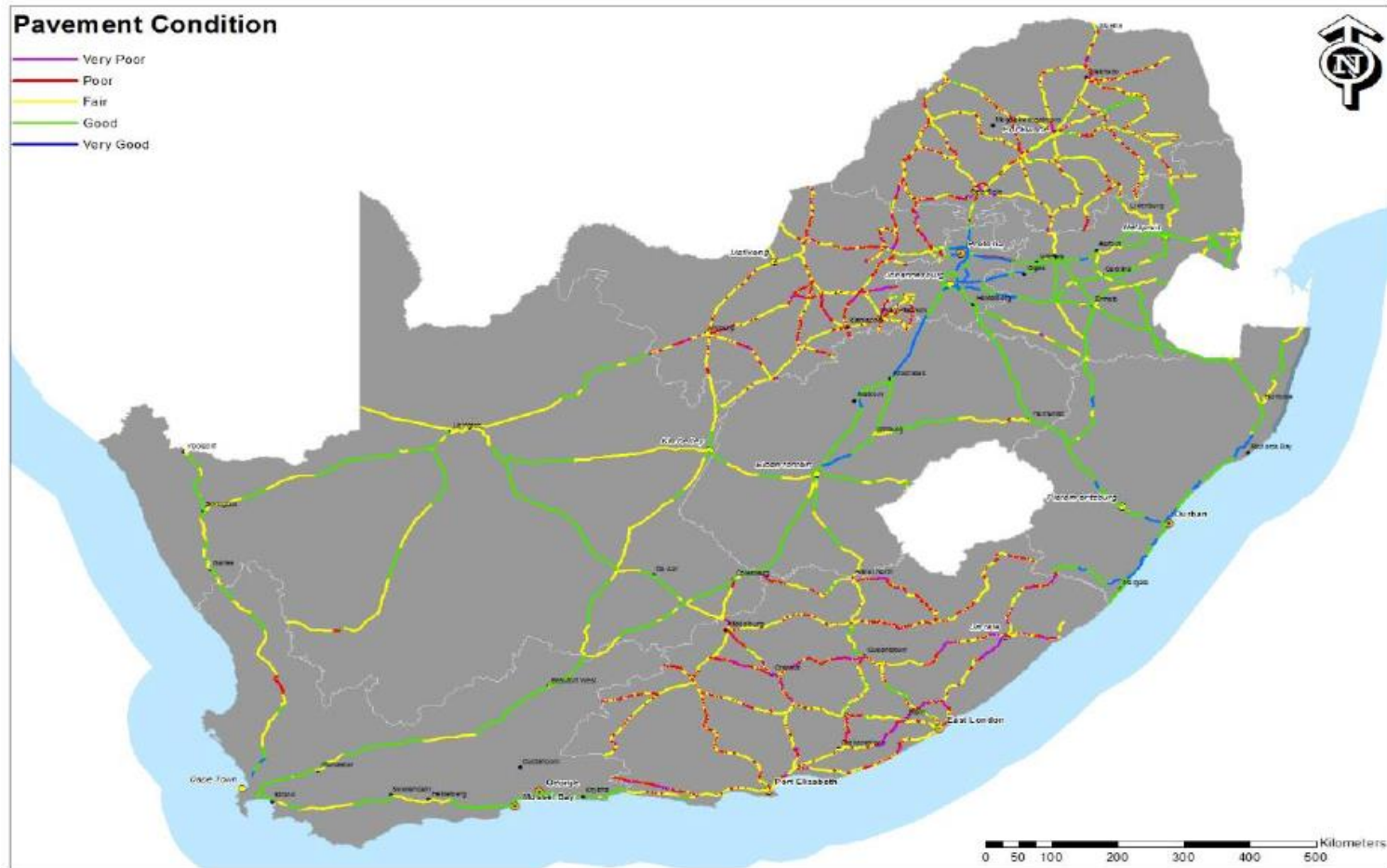


Road network



Source: SANRAL strategic plan

Road network



Source: SANRAL 2013

Financial review



Financial review

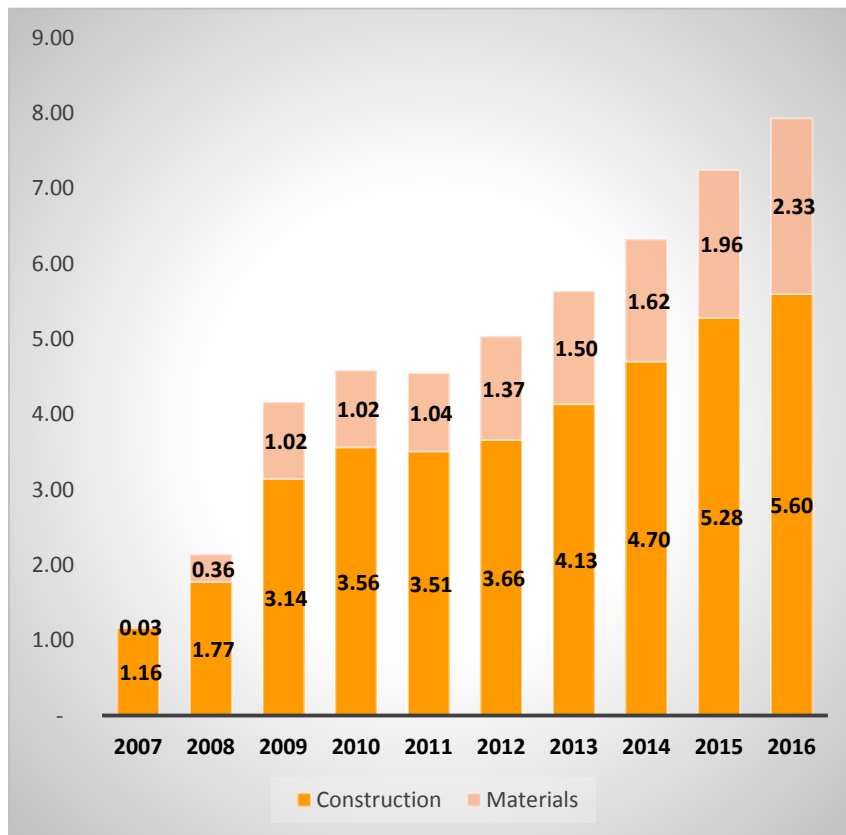


	% Change	Annual results 2016 (R'000)	Annual results 2015 (R'000)
Revenue	9,4%	7 925 754	7 245 259
Operating profit (EBIT)	14,2%	710 563	622 171
Operating profit margin		9,0%	8,6%
Effective tax rate		29,1%	29,4%
Earnings Per Share (cents)	11,0%	236,9	213,4
Dividend Per Share (cents)		78,0	71,0
Dividend Cover ratio		3,0	3,0
Return on Capital Employed		13,3%	12,3%
Cash generated from operations	33,8%	1 050 461	785 053
Capital expenditure		549 535	510 599
Cash and cash equivalents		969 736	937 275
Interest bearing borrowings		1 093 438	1 099 940
Net debt		123 702	162 665
Net Gearing (Net Debt/Equity)		3,2%	4,6%

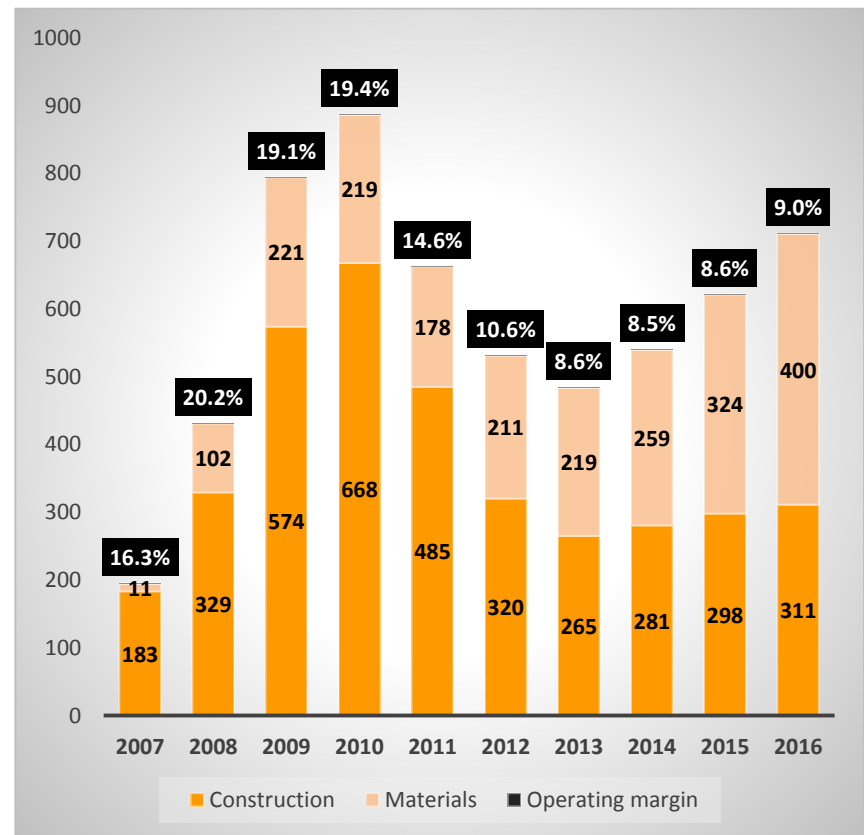
10 Year Financial Review



Revenue (Rbn)



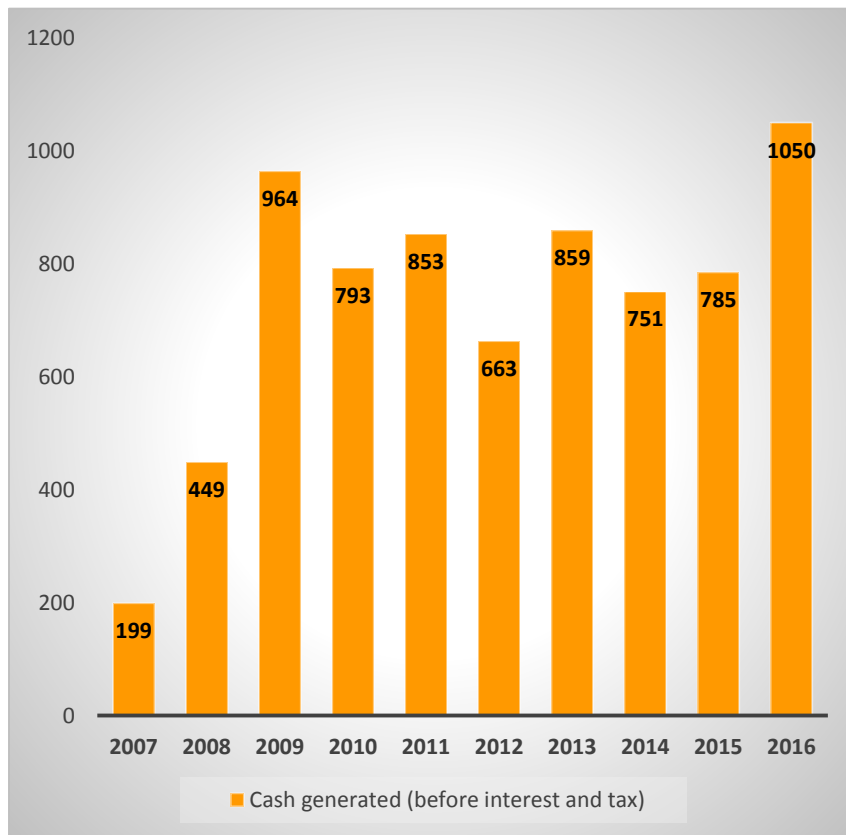
Operating Profit (Rm)



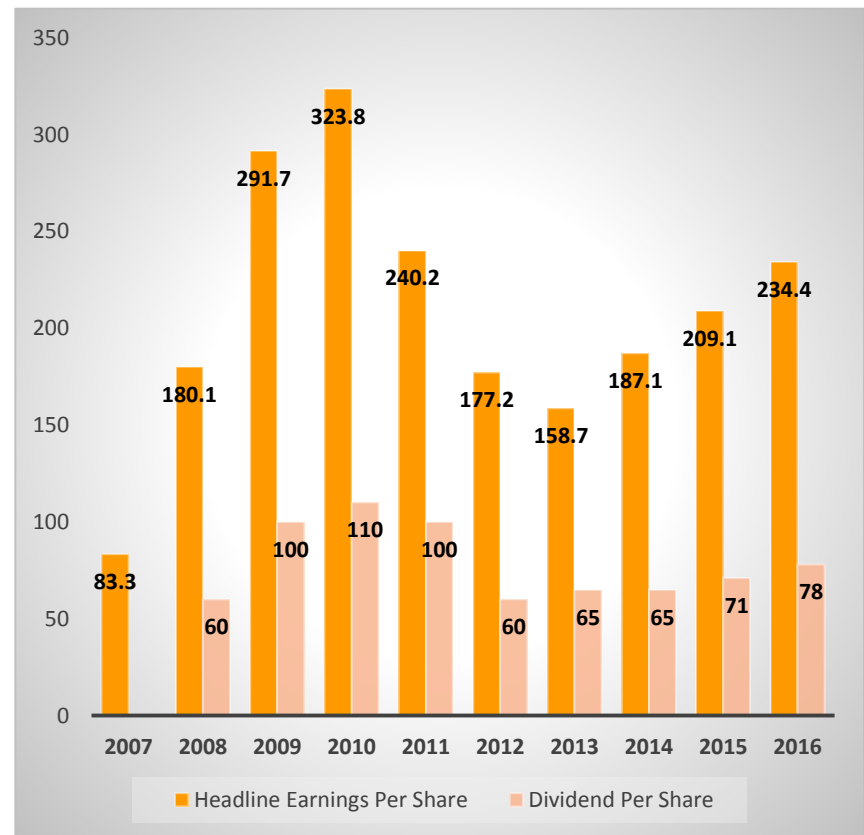
10 Year Financial Review



Cash Generated from Operations (Rm)

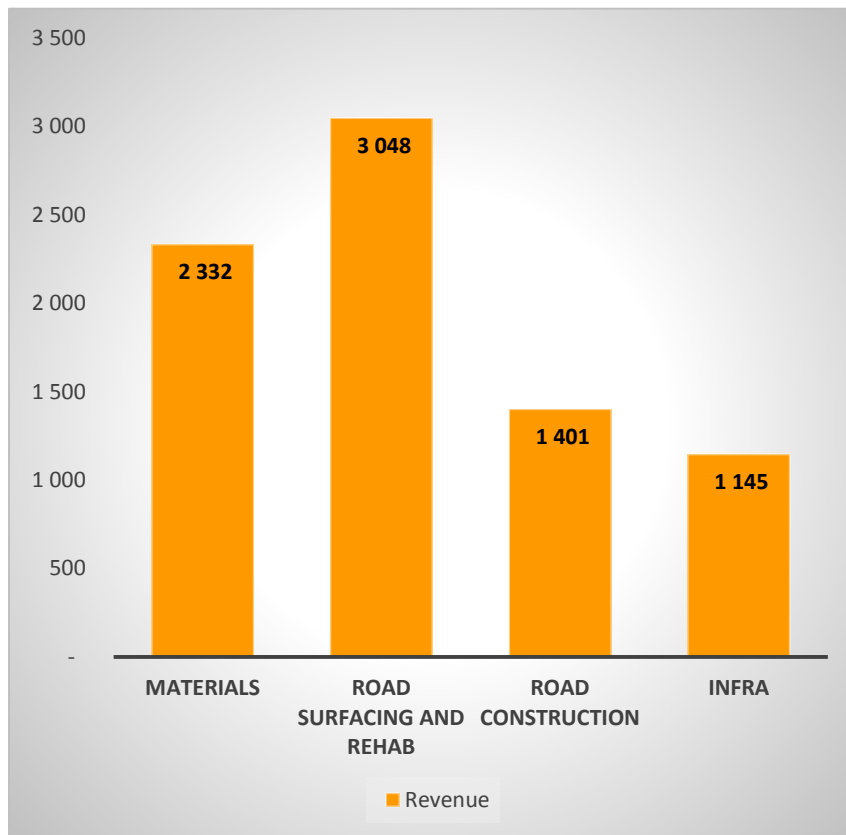


Headline Earnings Per Share (cents)

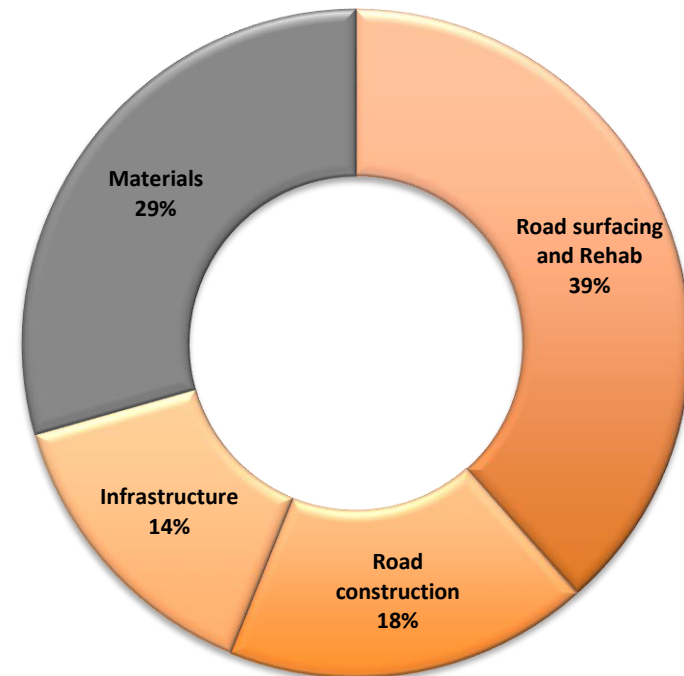


Financial review

2016 Divisional Revenue (Rm)

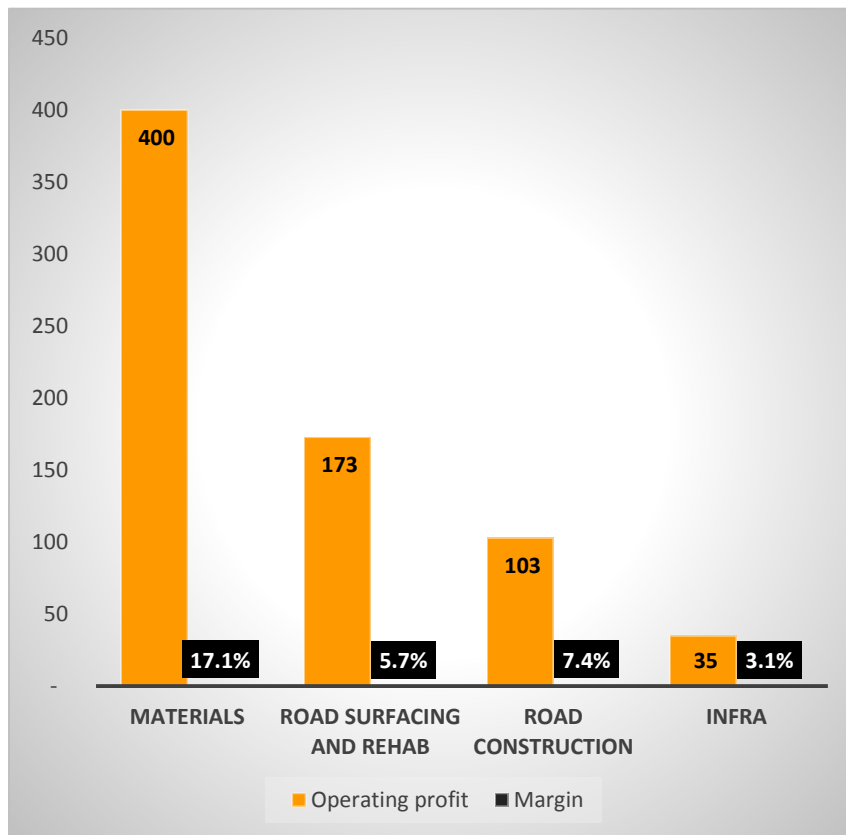


2016 Revenue %

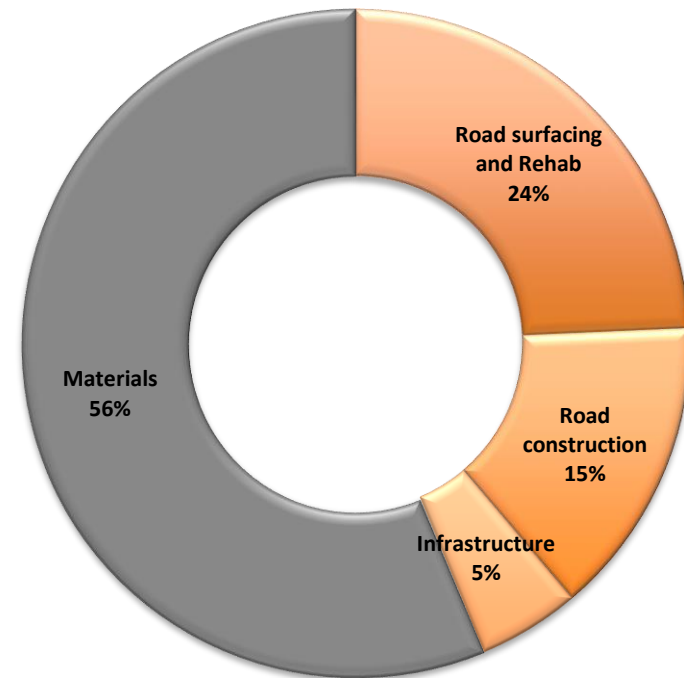


Financial review

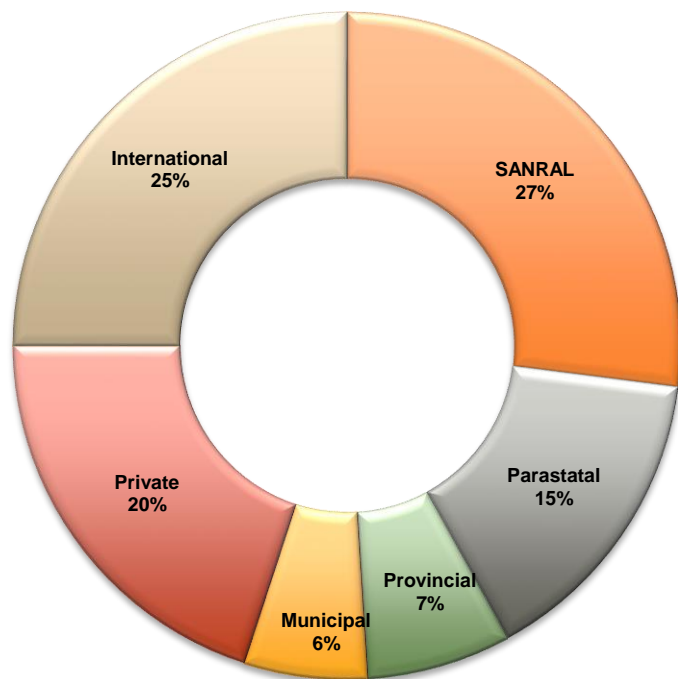
2016 Divisional Operating Profit (Rm)



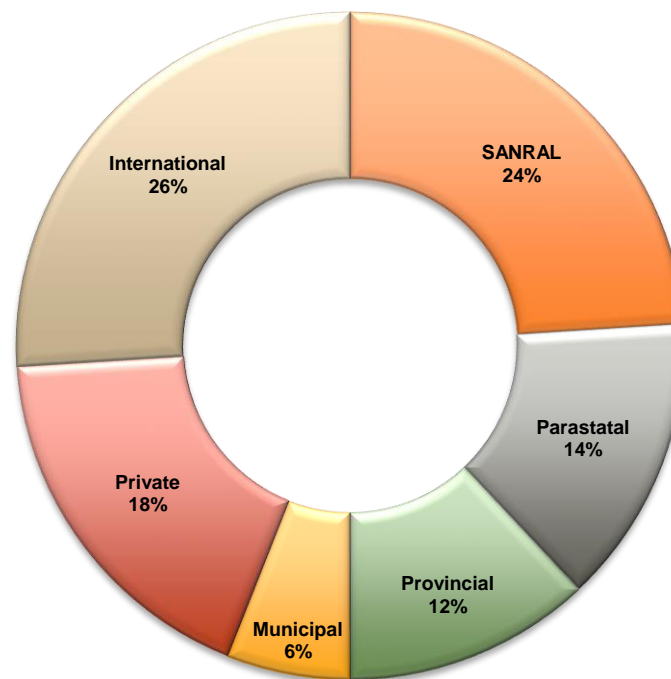
2016 Operating Profit %



FY 2015



FY 2016



Timing	R8,679bn
FY 2016	R5,966bn
FY 2017	R2,190bn
FY 2018	R0,523bn
Beyond	-

Timing	R8,266bn
FY 2017	R6,901bn
FY 2018	R1,238bn
FY 2019	R0,099bn
Beyond	R0,028bn

- Over 40 years in the construction industry
 - Tenth year as a listed company on the JSE
 - Experience in managing the cycle
- Quality short term order book secured
 - Focus now on order book replacement to secure medium term
- SANRAL budget encouraging; some large projects in the pipeline
 - N2 Wild Coast bridges
 - N3 Upgrade
 - Extensive reseal works programme
- Provincial work flow increasing
 - Move towards a performance measured budget allocation
- Successful revenue stream diversification
 - Materials Division; favourable conditions expected to continue
 - Infrastructure Division; solar prospects encouraging
- Continue to pursue long term work flow in Africa at high margin
 - Cautious approach; currency and payment risk to be managed
- Strong balance sheet and positive cash generation to be maintained

Questions

