# enX Group Limited

- Moulding enX into a Focused Industrial Titan
- Creating an Exciting Future for Extract



#### Disclaimer



This Confidential Presentation (this "**Presentation**") is being delivered to shareholders of enX (the "**Recipient**"). The sole purpose of this Presentation is to provide the Recipient with pertinent information relating to the repositioning of eXtract Group Limited ("**EXG**") and conversion and unbundling of enX Group Limited's ("**enX**") investment in EXG. This Presentation does not purport to contain all of the information that may be required to evaluate all of the factors which would be relevant to the Recipient. As a result, the Recipient should conduct its own investigation and analysis.

Certain information contained herein has not been independently verified. Where figures have been audited, disclosure has been made, enX or any of its affiliates or representatives, does not make any representation or warranty, express or implied, as to the accuracy or completeness of the information contained herein or any other written or oral communication transmitted or made available to the Recipient. enX and their respective affiliates and representatives expressly disclaim any and all liability based, in whole or in part, on such information, errors therein or omissions therefrom. Only those representations and warranties that may be made in a definitive written agreement relating to an investment, when and if executed, and subject to any limitations and restrictions as may be specified in such definitive agreement, shall have any legal effect.

In addition, this Presentation includes certain projections and forward-looking statements provided by enX with respect to the anticipated future performance of enX. Such projections and forward-looking statements reflect various assumptions of management concerning the future performance of enX, which assumptions may or may not prove to be correct. The actual results will vary from the anticipated results and such variations may be material. No representations or warranties are made as to the accuracy or reasonableness of such assumptions or the projections or forward-looking statements based thereon.

### Recap: enX's R2,3bn Investment into eXtract

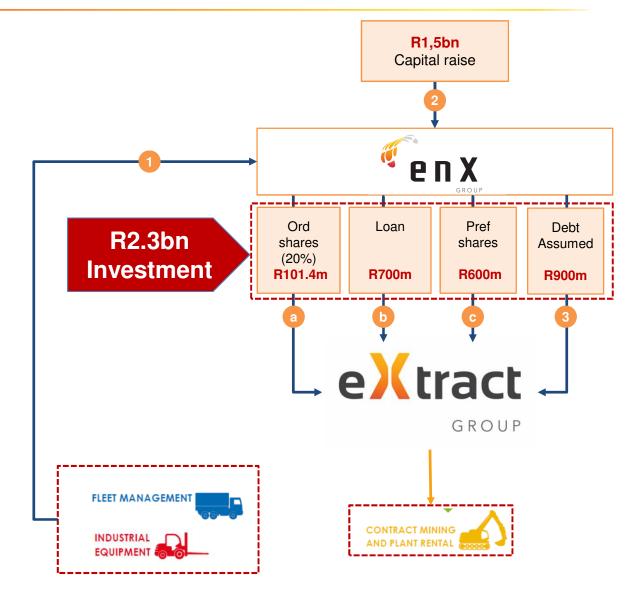


#### November 2016:

- enX acquires Industrial Equipment (IE) and Fleet Management and Leasing (FML) in exchange for 52.7m<sup>(1)</sup> enX shares. enX shares unbundled by Eqstra
- enX raises R1,5bn<sup>(2)</sup> in fresh equity. enX injects R1,4bn into eXtract as follows:
  - (a) R101.4m for ordinary shares in eXtract (20%)
  - (b) R700m subordinated loan
  - (c) R600m preference shares

Capital used to repay senior lenders

 enX assumes ~R900m of eXtract senior debt. Becomes part of R1,6bn subordinated loan due to enX



1. Excluding treasury shares

2. The balance of R100m held as cash to settle transaction costs and debt

## Our Original Investment Thesis



### Why did we invest in eXtract?

 Holistic plan required by EQS board ....not willing to dispose of IE and FML businesses unless solution presented for Contract Mining

### Why was the majority of the eXtract investment structured as a loan?

- Did not want to consolidate Contract Mining
- Surplus assets available for sale. Proceeds would be utilised to repay enX loans
- Remaining business would generate sufficient profits and cash to sustain operations and service declining debt

# Did we expect the full investment to be repaid?

- o No
- Part repayment in cash. Equity value grows as company de-gears

Assets Held for Sale (R'million)	30 June 2016
Contract Mining - SA	135
Contract Mining - Benga	511
Plant Rental	163
Total	809
Less: Tax Liabilities	(74)
Net	735

# Repay enX Loans

Funding Source (R'million)	Utilised
SA Term Funding	465
SA GBF (R200m facility)	-
Offshore Funding (Botswana)	155
Day 1 Debt Balances	620
Subordinated Loans due to enX	1 600
Preference Shares due to enX	600
Total Debt	2 820



## The following key events materialised and observations made since the transaction closed:

<b>Event / Observation</b>		Notes
Client developments		Boteti: During December 2016, a dispute at a major contract in Botswana resulted in the customer withholding payment. EXG's Botswana company was then placed in liquidation early in January 2017. This negatively impacted cash flows and overhead recovery in SA. Required assets from SA to settle secured exposure to banks  PPM: Despite new profit sharing model, contract still suboptimal. Mutual cancellation of contract.  Assets to be sold and employees retrenched.  Tharisa: Notified the company of its intention to pursue an owner-operator model
Summer Rains		A season of <b>heavy summer rains</b> (Dec-Feb) hampered mining production on Tharisa and PPM, which resulted in lost revenues
Backlog Capex		The current and future capital expenditure required to maintain the fleet on key contracts exceeded the cash being generated from those contracts resulting in <b>net cash outflows</b>
Excessive Overhead		Following the Boteti, PMM and Tharisa developments, the levels of business make it financially impractical to support the engineering and group support infrastructure that had been built to manage a larger client base
No "Big Brother"		The separation of the IE and FML businesses and stand-alone listing of EXG highlighted the extent of the dependency on cash flows generated from the IE and FML businesses and that on a stand-alone status quo basis it could not fund itself
Poor Outlook for Contract Miners		Despite the recent improvement in commodity prices, the long term outlook for the contract mining sector remains poor. The new board do not believe that the pricing power of contractors will improve sufficiently in the medium term to provide an acceptable return on invested capital



# Addressing Current Operations

- Transitioning certain counterparties to an owner/operator model
- Termination of non-profitable contracts
- **Disposal** of excess assets
- Significant reduction in EXG's overhead costs, including a reduction in headcount
- Significant impairment of assets to reflect realisable value
- Restructuring bank debt to allow time for repositioning

# Creating an Exciting Future

- Introduction of new executive leadership
- Repay all debt via asset sales
- Introduction of significant black owned and controlled investment company to partner on funding

# Moulding enX into a Focused Industrial Titan



enX's Contribution	✓ Conversion and Unbundling of enX's investment into EXG
Benefits to enX Shareholders	<ul> <li>✓ Moulds enX into a pure play industrial company with high quality industrial assets</li> <li>✓ Unlocks value in enX by removing uncertainty for investors created by investment in EXG</li> <li>✓ Improve enX's return on equity</li> <li>✓ Simplifies the analysis of enX's performance</li> <li>✓ Enables easier future access to debt and equity capital markets</li> <li>✓ Improves enX's ability to use its shares as acquisition currency</li> <li>✓ Focuses management time and attention on industrial growth opportunities</li> </ul>
Benefits to eXtract Shareholders	<ul> <li>✓ See-through value to heavily impaired EXG NAV</li> <li>✓ Equity upside in exciting future for EXG</li> <li>✓ New credible and experienced EXG leadership to deliver plan of transitioning to mining investment fund</li> <li>✓ Liquidity option</li> </ul>

### Experienced, Mining-Focused Board





Bernard Swanepoel (55) BCom (Hons), BSc (Min Eng)



Sipho Nkosi (63)
BCom (Hons)(Econ), MBA(Boston
University)



Octavia Matloa (40) BCom (Hons), CTA, CA(SA)



Clinton Halsey (40) CA(SA), BAcc, Bcom

#### **Executive Chairman**

- Former CEO of Harmony Gold
- Former CEO and Chairman Village Main Reef Limited
- Chairman and Managing Partner of MMC
- Partner at To-the-Point Growth Specialists
- Chairman of the Junior Indaba and Joburg Indaba

#### **Independent Non Executive**

- Former CEO at Exxaro Resources
- Former President of Chamber of Mines of SA
- CEO and Founder Eyesizwe Coal (Pty) Ltd
- independent non-executive director Sanlam Ltd

#### **Independent Non Executive**

- Completed articles at PWC.
- Group CEO of Mukundi Mining Resources and trustee Funanani Trust
- Served/s on number of audit committees in the public sector
- Served on the boards of Village Main Reef and Petra Diamonds

#### **Interim CEO and CIO**

- Completed articles at PWC
- Over 15 years' experience in mining and related industries
- Held senior financial roles at DRDGold and Harmony Gold and was the CFO of Village Main Reef Limited
- Partner at To-The-Point Growth Specialists
- Serves as a non-executive director and Audit Committee Chairman on the board of MMC





**1-87** FY2017 HEPS



**EXG** 

**5-75**NAV PS



# enX shareholders receive R5,75 of impaired NAV in EXG for every enX share held

Conversion of enX debt into equity			
Mezzanine 1	695		
Mezzanine 2	832	ſ	Termination
Preference Shares	600		payment expected
Total debt	2 127		in Q4 2017 or
Debt to remain in MCC	(22)	4	Q1 2018
Debt to be converted into shares	2 105		
			Conversion price
Subscription price per EXG share (cents)	40	4	of 40.38 cps.
EXG shares issued to enX (millions)	5 213		40% premium to
% of EXG owned by enX after conversion	93%1		60 day VWAP
Value of enX ownership in EXG			
EXG NAV as at 31 December 2016 (pre conversion)	(991)		
Debt converted into shares	2 105		
EXG NAV post conversion	1 114	_	
Value of enX ownership in EXG	1 035		93% of NAV
Number of enX shares in issue (millions)	180		
EXG NAV per enX share (cents)	575		

### enX Industrial Businesses on a Stand-Alone Basis → Key Valuation Metrics



- enX Trading Update for interim period to be released on 18 April 2017
- Adjusted HEPS<sup>1</sup> to be between 91,5 and 100,1 cents per share (2016: 43,6<sup>(2)</sup>)

### Pro-Forma FY2017 Full Year Earning Contribution Excluding Income from Investments in Mining<sup>3,4</sup>



### Pro-Forma FY2018 Full Year Earning Contribution Excluding Income from Investments in Mining<sup>3</sup>



Adjusted for transaction costs, amortisation of intangibles, equity accounted losses in eXtract, IFRS2 charges. Includes full interest on EXG loans for ~ 4 months
 After adjusting for the share consolidation

Source of Earnings Contributions: Eqstra Capital Raise Presentation - "Building the JSE's Next Industrial Titan" - October 2016. Available at <a href="https://www.enxgroup.co.za">www.enxgroup.co.za</a>
 Earnings Contribution based on Run-Rate Contribution from Eqstra IE and FML to 31 August 2017



- Current enX debt levels are marginally lower than previously reported
  - Debt paid down and note redemption through operating cash generation and capital repayments from EXG
  - ZAR strength iro GBP borrowings
- Proposed conversion and unbundling does not impact planned debt capital market activity to refinance existing borrowings
- Industrial businesses present a good quality credit story through a strong asset underpin, many blue chip counter parties and predictable cash flows
- enX businesses able to service debt
- R544m liquidity facility in place to address upcoming note maturities





18 Apr 2017	Detailed Cautionary and Trading Update
15 May 2017	Interim Results Announcement
16 May 2017	Pro Forma impact of Transaction (vs Interim Results) – Cautionary Withdrawn
16 – 19 May 2017	Results Roadshow
On or About 30 Jun 2017	Circular Posted
On or About 31 Jul 2017	enX Shareholder meeting to approve transaction
End Aug – End Sept 2017	Unbundling takes place

Shareholder Approvals/Support Required		
Conversion of eXtract Debt to Equity	Category 1 Transaction	Ordinary resolution -> 50% approval
Unbundling of shares to enX shareholders	Category 1 Transaction	Ordinary resolution -> 50% approval

### In Summary



- Status quo EXG business not sustainable....poor outlook for contract mining
- Exciting new future being created for EXG....new EXG leadership to drive execution of repositioning plan
- Conversion to equity and unbundling of enX investments in EXG enables repositioning of EXG
- Transaction unlocks value for enX shareholders, moulding enX into a focused industrial titan and removing uncertainty relating to EXG investments
  - R1-87<sup>(1)</sup> HEPS for enX standalone industrial businesses in FY2017 (excluding mining earnings from FY2017 profit forecast)
- enX shareholders receive R5-75<sup>(2)</sup> per enX share see through impaired NAV for EXG + exciting future as a mining fund
  - Liquidity option by holding EXG directly
- No change in enX planned debt capital market activity. Industrial businesses present a strong credit story

