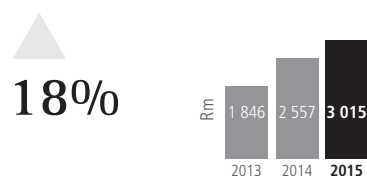
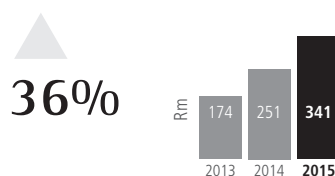


SALIENT FEATURES

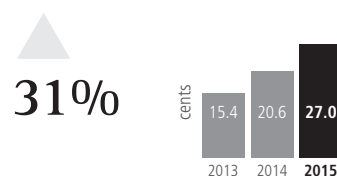
Revenue



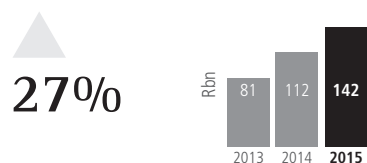
Recurring headline earnings



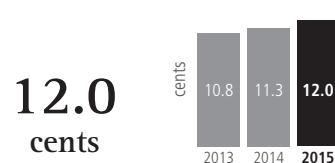
Recurring headline earnings per share



Assets under management



Dividend



Long-term credit rating upgrade by Global Credit Rating Company to **BBB+** with Stable outlook

Overview

PSG Konsult produced commendable results for the financial year ended 28 February 2015, building on the positive growth momentum of recent years. Despite challenges in the economic environment, the group achieved positive revenue growth across each of its divisions. This resulted in a combined revenue increase of 18% compared to last year.

The board approved and declared a final gross dividend of 8.0 cents per share (2014: 7.3 cents per share). This follows the interim dividend of 4.0 cents per share (2014: 4.0 cents per share) declared in October 2014, which brings the total gross dividend declared for the 2015 financial year to 12.0 cents per share (2014: 11.3 cents per share) in line with the revised dividend policy as approved by the board at the time of listing.

PSG Konsult's key financial performance indicators for the financial year ended 28 February 2015 are shown below:

	28 Feb 15 R000	Change %	28 Feb 14 R000
Earnings attributable to ordinary shareholders	340 401	37	249 258
Non-headline items	(1 140)	(76)	(4 773)
Headline earnings	339 261	39	244 485
Non-recurring headline earnings	1 914	(71)	6 660
Recurring headline earnings	341 175	36	251 145
Weighted average number of shares in issue (net of treasury shares) (million)	1 261.4	3	1 220.5
Earnings per share (cents)			
– Recurring headline*	27.0	31	20.6
– Headline*	26.9	35	20.0
– Attributable*	27.0	32	20.4
Dividend per share (cents)	12.0	6	11.3
Assets under management (Rbn)	141.9	27	112.1
Assets under administration (Rbn)	308.1	31	234.5
Divisional headline earnings			
PSG Wealth	227 478	40	162 279
PSG Asset Management	81 915	51	54 334
PSG Insure	29 868	7	27 872
	339 261	39	244 485

* Dilution is a function of the 35.8 million shares issued on 1 March 2014 for the adviser buy-back transaction.

PSG Wealth continued its upward trajectory and benefited from positive client inflows and favourable equity market conditions. Brokerage income increased by 23% and management fee income by 30% compared to last year. Managed assets increased by 30% to R110.2 billion (2014: R84.7 billion) and assets under administration by 39% to R162.7 billion (2014: R117.0 billion).

PSG Asset Management remains a high-growth area. A focused marketing campaign has proven effective in raising awareness of the brand in both retail and institutional markets.

Non-executive directors: W Theron (Chairman), JF Mouton, PJ Mouton, J de V du Toit[^], PE Burton^{*}, ZL Combi^{*} ([^] 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: Building A, Pro Sano Park South Gate, Carl Cronje Drive, Tyger Waterfront, Tyger Valley, Bellville, 7530, PO Box 3335, Tyger Valley, Bellville, 7536

This led to net inflows of R5.9 billion for the year, including a new R1.1 billion institutional asset management mandate. Total assets under management increased by 51% to R23.8 billion (2014: R15.8 billion) and assets under administration by 32% to R64.7 billion (2014: R49.0 billion).

PSG Insure continues to make inroads in the highly competitive short-term insurance market and achieved revenue growth of 22% compared to last year. Headline earnings prior to minorities increased by 23%. However, due to the corporate transaction concluded with Santam Limited effective 19 September 2013, PSG Konsult's shareholding in Western Group Holdings Limited diluted from 90% to 60%. This had an adverse impact of R5.6 million on the overall headline earnings contribution of PSG Insure.

Looking forward

Focusing on client service excellence through the quality of its advice, products and platforms is proving a resilient strategy for PSG Konsult.

The group is cautious about investment markets and, in particular, world bond markets. Rates across these markets – and around the world – are at historic lows, and have the potential to quickly revert to more normalised levels. Given how low rates are, the size of these moves are likely to be profound, and ultimately disruptive. It is for this reason that PSG Konsult has repaid all its debt (excluding finance leases) and invested most of its assets in short-duration assets. The group has also adopted a more conservative stance on behalf of clients.

Over the past three years, PSG Konsult has re-engineered and refocused its business. Unprofitable or non-core activities were closed, integrated or sold. At the same time, the group invested – and continues to invest – in streamlining and automating processes. This is all with the aim of creating scalable capacity throughout the business. Now that these efforts are at an advanced stage, the group feels sufficiently confident to make enhanced brand promises. To that end, it informs investors that it may spend an additional and incremental amount of up to 5% of current after tax earnings on marketing and advertising in the 2016 financial year.

Reviewed 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 Thursday, 9 April 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. 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 past year.

On behalf of the board

Willem Theron
Chairman

Francois Gouws
Chief executive officer

Tyger Valley
9 April 2015

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