

RisCura South African Private Equity Performance Report.

Quarter ended: 31 March 2014



An independent point of view.

RisCura South African Private Equity Performance Report.

	Table of Contents	Page
1	Foreword	1
2	Market Commentary	2
3	Private equity in South Africa	3
4	Methodology	4
5	Performance in South African Rands	5
	a) Returns over different time periods	6
	b) Returns by vintage year	7
	c) Returns by fund size	8
	d) Returns compared to Listed Equity	9
	e) Historical returns over different time periods	10
6	Performance in US Dollars	11
	a) Returns over different time periods	12
	b) Returns by vintage year	13
	c) Returns by fund size	14
7	How to use this Report	15
8	Definitions	15
9	About RisCura Fundamentals	16

I Foreword

We are pleased to release the March 2014 edition of the SAVCA RisCura South African Private Equity Performance Report. This Report tracks the performance of a representative basket of South African private equity funds and is released quarterly on an ongoing basis. The purpose of the Report is to provide stakeholders in SA private equity with more transparency into historic returns, and a way to benchmark private equity funds' performances.

Please note that all private equity returns shown in the Report are net of all fees and expenses, and have been computed in South African Rands (ZAR) as well as US Dollars (USD).

We would like to thank all participants who make their data available to us to facilitate this Report. Particular thanks must also go to the SAVCA board for encouraging member participation.

Special thanks also go out to Thierry Dalais for contributing to our market commentary section. We are hoping to obtain similar commentary from other market participants in the future, in order to highlight key trends and investor experiences.

Rory Ord
Head of RisCura Fundamentals



Erika van der Merwe
CEO, SAVCA



2 Market Commentary

RisCura SAVCA South African Private Equity Q1 Performance Report

The first quarter of 2014 has seen continued focus on African private equity with SAVCA and AVCA attracting numerous international investors to their annual conferences in Cape Town and Lagos, and the release of local and international industry data. Investors approaching the African continent show particular interest in the higher GDP growth rates in certain African countries. The diversity and broad base of the South African economy and its investment expansion into the sub-continent is however often underestimated. Investors will be pleased to find experienced teams with track records of returning capital outperforming the listed markets over many fund cycles in South Africa. South African corporates are also accounting for large amounts of FDI into the subcontinent transferring skills, capacity and generally increasing the size of their addressable market, a trend equally evident in the activity of private equity managers.

In South Africa and Sub-Saharan Africa the data points to increases in the capital being raised and deal flow activity and while many funds in the region are nascent, many reports show more exit activity. Private equity investment in Southern Africa has demonstrated a positive impact on the local economy and business landscape. The industry has been instrumental in seeing to high ESG standards and this has been good for business as can be seen in this report's performance data, although the JSE performance over the last few years has been stellar. Locally, domestic institutions are looking to increase their private equity allocations for investment diversification and impact investments in sectors and geographic regions that look attractive.

Internationally, 2013 saw the highest aggregate amount of capital raised by private equity firms since 2008. Over 870 funds reached a final close, raising an aggregate of US\$ 454 billion. A record number, over 1345, of private equity-backed buyout exits valued in excess of US\$ 300 billion; almost double the US\$ 152 billion in 2012 demonstrated a resurgence in activity. Today, we hear of high priced deals in developed economies with equally high levels of debt being raised and hope that this is not leading to another "déjà vu" situation. Certainly a far cry from the concerns on the state of the private equity industry a few years ago.

I am not of the view that we avoid the amplitudes of sentiment and reality in our market in the African sub-continent. But I am of the conviction that we should expect to continue to return good investment performances through the ups and downs to come. We have done so for a long time and believe we have a lot to go for in our region and ought to be proud of the resilience of our industry and the support that it has attained from local and international investors.

With more and more focus on the broader African region it is important to promote the vibrancy of our industry, its returns to investors, and the role that it has and should continue to play in improving the lives and prospects of people that are touched by this often misunderstood investment class.

Thierry Dalais
Chairman Metier

3 Private equity in South Africa

Private equity is a long-term asset class that differs in nature from most other assets, including listed equity. Typically, private equity fund investments show low correlation to quoted equity markets and are relatively illiquid, particularly in the early years. Private equity will normally show a drop in net asset value before showing any significant gains. This is often the effect of management fees and start-up costs on the relatively small capital base of a new fund.

Private equity funds in South Africa typically follow a commitment and draw down model, which means that investors commit a certain total of capital at the start of a fund, but are only requested to transfer cash to the private equity manager as investments are identified or costs are incurred. These funds typically return capital during the course of the fund's life as investments are realised.

South African private equity offers institutional investors the opportunity to invest in an asset class that has historically outperformed listed equity over the long-term. It does, however, have a different nature from quoted equity and it is crucial that an institutional investor considers the appropriateness of private equity to its particular objectives.

4 Methodology

Methods of measuring performance

The most widely accepted method for calculating returns of private equity funds is the annualised internal rate of return (IRR) achieved over a period of time. As a sense check to the IRR measure, we also use the Times Money performance measure. This Report measures performance in two ways: by 'since inception' and 'end-to-end' (over three, five and ten years).

IRR since inception

This is the most widely used IRR measure of private equity performance. It measures the return of PE funds based on all cash flows in and out of the fund, as well as the remaining net asset value of the fund. This, therefore, most closely reflects the return an investor would achieve if they invested at the start of the fund. This is the most likely scenario in South Africa where investors in private equity funds are locked in for the life of the fund, and must catch up initial fees when joining a fund after the initial investors.

End-to-end IRR

End-to-end IRRs allow the computation of the return of groups of private equity funds which do not necessarily have the same inception date. This calculation also allows a better comparison of private equity returns to those of other asset classes over similar periods.

While this method has advantages, it must be noted that it allows the returns of funds at different life cycle stages to be combined. Where the period selected contains more new funds than older funds, the return will likely include a higher balance of fees than a time period with more older funds.

The longer term IRRs are considered to be the most indicative of private equity performance across different stages of the economic cycle, and are considered to be the headline measures. Shorter term returns should be viewed with caution as private equity is a long-term investment. However, shorter period returns may be indicative of the general performance of private equity over this short period.

Times Money

Times Money is the ratio of total capital invested to total capital returned and remaining value. This is a useful cross-check of IRR measures, and is easily understandable. While IRR calculations are heavily dependent on the length of time that capital has been invested, Times Money does not take time into account. A Times Money in excess of one means that value has been created for the investor.

Public Market Equivalent (PME)

This measure seeks to equate the heavily timing dependent returns of private equity funds with the returns of public market indices. The measure is a ratio of the net outflows from PE funds re-invested into the public index to the end of the fund's life, divided by the inflows into a PE fund invested in the public index until the end of the fund's life. A ratio of above one reflects outperformance of private equity, while a ratio under one reflects underperformance.

Performance in South African Rands (ZAR)

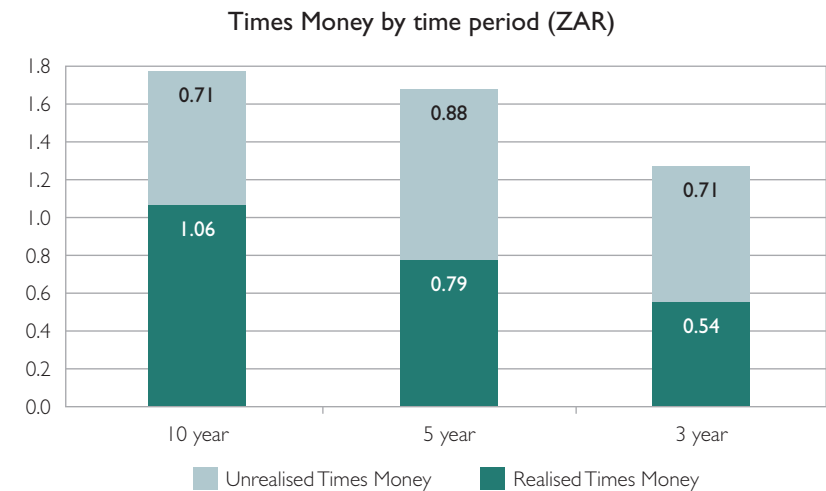
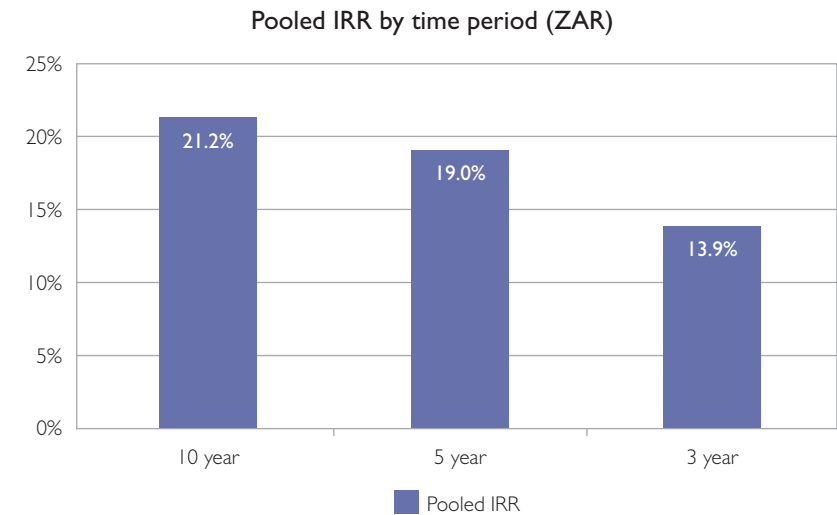
5a Returns over different time periods (ZAR)

We regard the ten year return as the headline measure of private equity returns. This is because of the long-term nature of private equity investments, and the locked-in nature of typical fund structures.

The lower returns over the five year period reflect the downturn in South African growth brought on by the global financial crisis. This has also affected the ten year returns, but to a lesser extent than the shorter periods.

In the private equity context, one year returns are not a reliable measure of performance and have not been presented.

Time period	Pooled IRR	Times Money		
		Realised	Unrealised	Total
10 year	21.2%	1.06	0.71	1.77
5 year	19.0%	0.79	0.88	1.67
3 year	13.9%	0.54	0.71	1.25

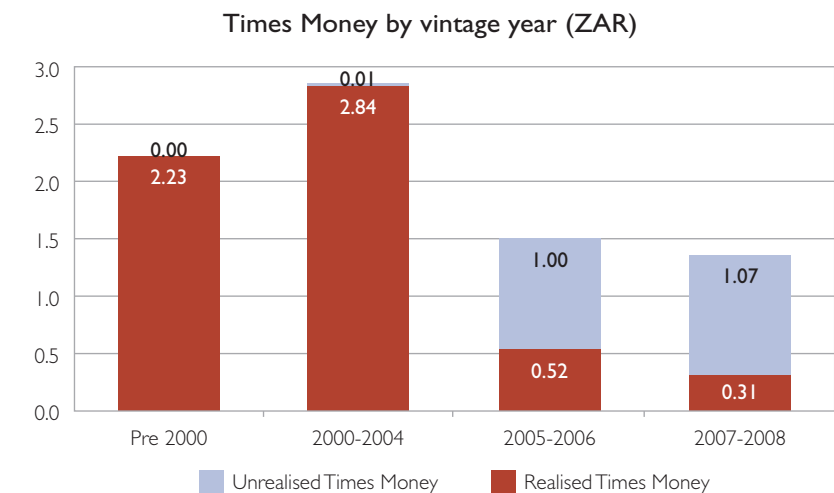
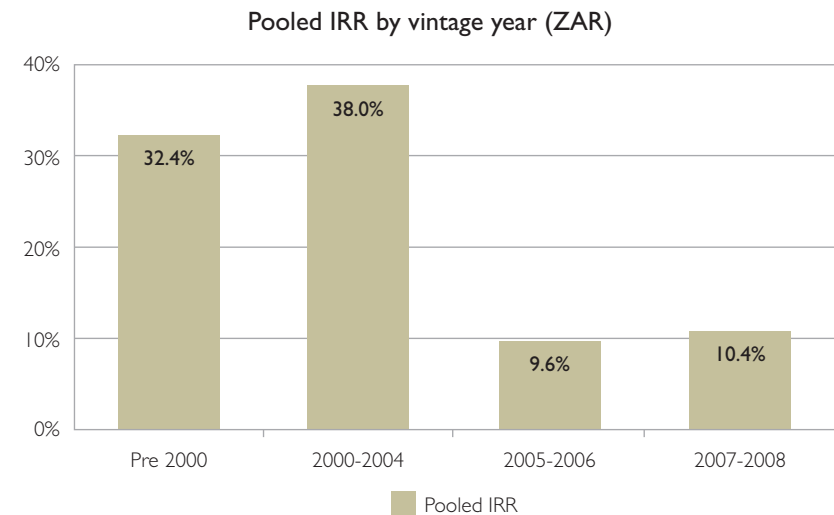


5b Returns by vintage year (ZAR)

Previous studies have shown fund vintage year to be an important determinant of private equity returns. Our findings are consistent with these studies and show a dramatic difference in returns by vintage grouping.

Funds starting in or after 2005 have been negatively impacted by the downturn in the economy. Part of the reason for the poor current results of the most recent vintage grouping is that these funds are still mid-cycle, where management fees still play a significant part in determining fund returns and the investments made by these funds still need to be enhanced by the private equity fund manager.

Vintage Year	Pooled IRR	Times Money		
		Realised	Unrealised	Total
Pre 2000	32.4%	2.23	0.00	2.23
2000-2004	38.0%	2.84	0.01	2.84
2005-2006	9.6%	0.52	1.00	1.51
2007-2008	10.4%	0.31	1.07	1.38



5c Returns by fund size (ZAR)

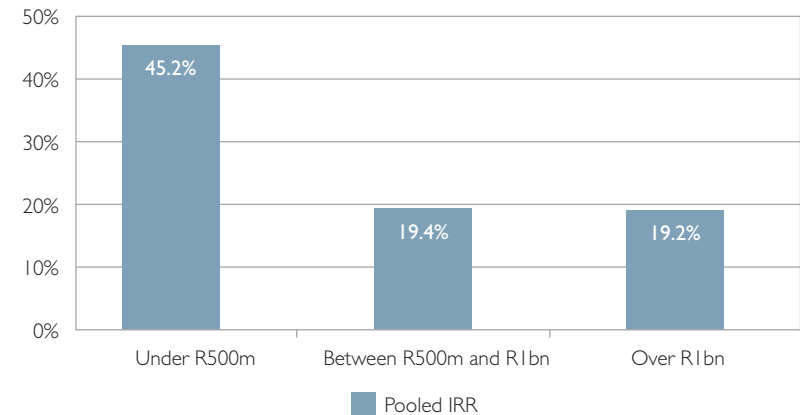
The analysis shows that historically, smaller funds have performed very well. This strong performance may be due to smaller funds investing in the high growth mid-market sized companies that have performed well under generally good economic conditions.

However, it is important to note that the larger funds were more likely to have been in existence more recently, and therefore be part of the poorer vintage year groupings. It is likely that vintage year is a bigger determinant of performance than size.

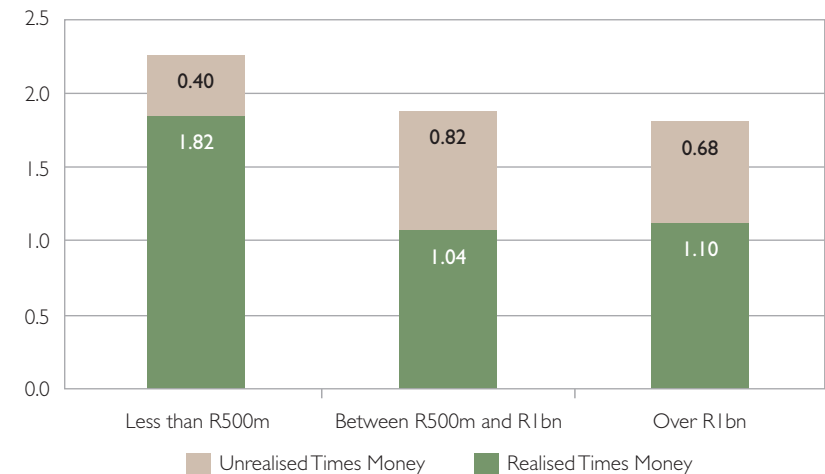
Fund Size*	Pooled IRR	Times Money		
		Realised	Unrealised	Total
Under R500m	45.2%	1.82	0.40	2.22
Between R500m and R1bn	19.4%	1.04	0.82	1.86
Over R1bn	19.2%	1.10	0.68	1.78

* Fund size is reflected as committed capital in South African Rands.

Pooled IRR by fund size (ZAR)



Times Money by fund size (ZAR)



5d Returns compared to listed equity (ZAR)

IRR returns have been compared to CAGRs of listed indices on a direct basis, and on the more comparable Public Market Equivalent (PME) basis.

Private equity returns compare favourably to the returns of the FTSE/JSE indices over the longer term. Private Equity outperformed the ALSI Total Return Index (ALSI TRI) and FTSE/JSE Shareholder Weighted Total Return Index (SWIX TRI) over the ten year period, but has underperformed in the shorter periods as equity markets have grown strongly.

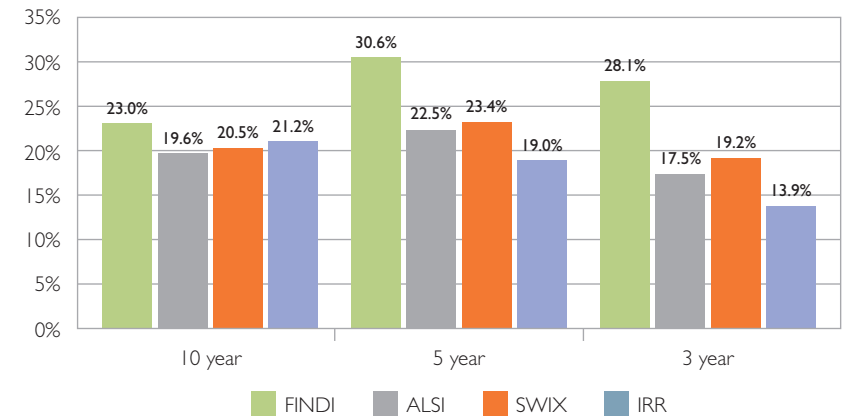
Year	CAGR			
	Pooled IRR	ALSI TRI*	FINDI TRI*	SWIX TRI*
10 year	21.2%	19.6%	23.0%	20.5%
5 year	19.0%	22.5%	30.6%	23.4%
3 year	13.9%	17.5%	28.1%	19.2%

Year Period	Public Market Equivalent**		
	PME FINDI	PME ALSI	PME SWIX
10 year	1.07	1.17	1.14
5 year	0.77	0.91	0.89
3 year	0.84	0.96	0.94

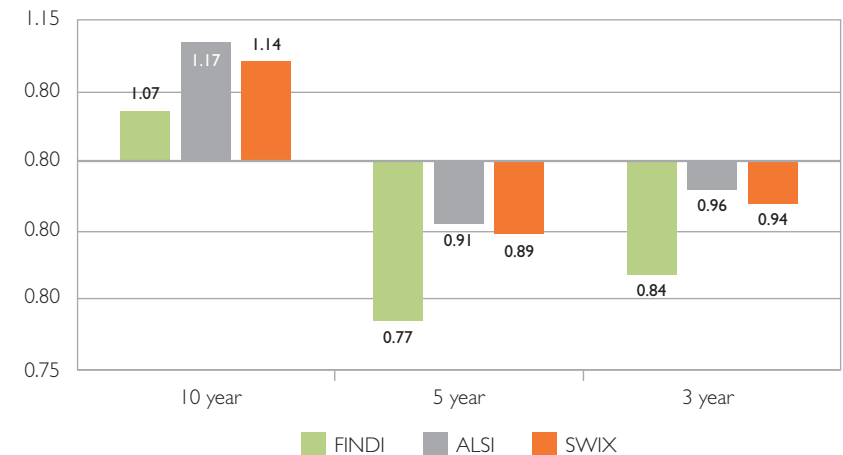
* Listed index returns are before fees

** Listed indices used in the computations are total return indices before fees

Pooled IRR compared to listed indices (ZAR)



Public market equivalent results



5e Historical returns over different time periods

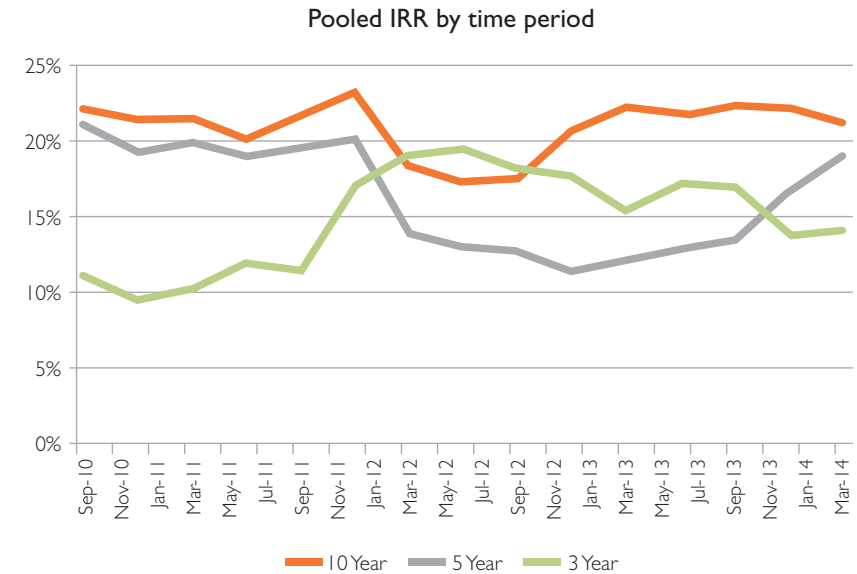
The table below presents the three, five and ten year returns reported in each quarterly release of the RisCura SAVCA South African Private Equity Performance Report. This shows how the performance of each term has changed over time.

We regard the ten year return as the headline measure of private equity returns. This is because of the long-term nature of private equity investments, as well as the typical investment cycle of funds which takes some time to realise returns.

	Sep-10	Dec-10	Mar-11	Jun-11	Sep-11	Dec-11
10 year	22%	21%	21%	20%	22%	23%
5 year	21%	19%	20%	19%	20%	20%
3 year	11%	9%	10%	12%	11%	17%

	Mar-12	Jun-12	Sep-12	Dec-12	Mar-13	Jun-13
10 year	18%	17%	17%	21%	22%	22%
5 year	14%	13%	13%	11%	12%	13%
3 year	19%	19%	18%	18%	15%	17%

	Sep-13	Dec-13	Mar-14
10 year	22%	22%	21%
5 year	13%	17%	19%
3 year	17%	14%	14%



Performance in US Dollars (USD)

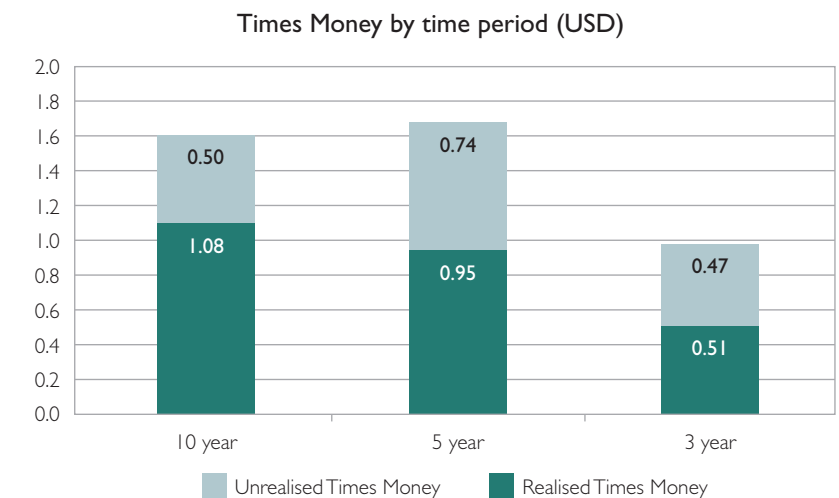
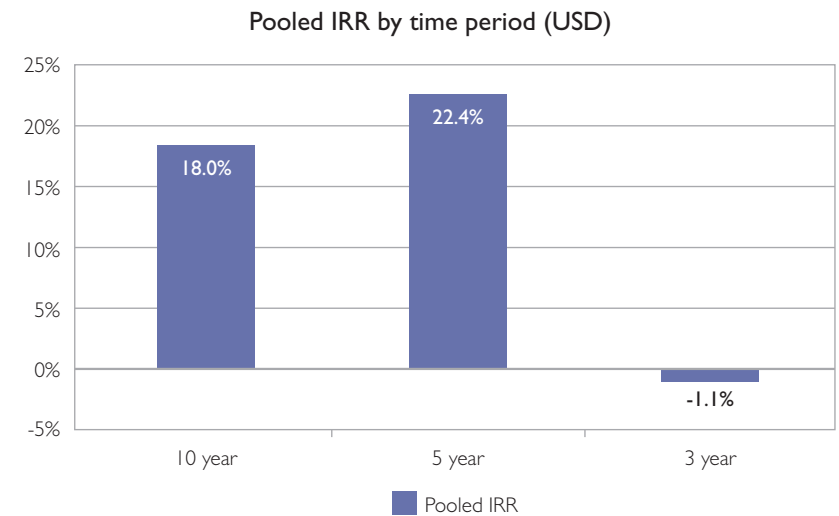
6a Returns over different time periods (USD)

We regard the ten year return as the headline measure of private equity returns. This is because of the long-term nature of private equity investment, and the locked-in nature of typical fund structures.

In the private equity context, one year returns are not a reliable measure of performance and have not been presented.

Exchange rate fluctuations have had a large effect on 3 year returns as a result of the large difference in the March 2014 rate and the exchange rate 3 years prior.

Time period	Pooled IRR	Times Money		
		Realised	Unrealised	Total
10 year	18.0%	1.08	0.50	1.57
5 year	22.4%	0.95	0.74	1.69
3 year	-1.1%	0.51	0.47	0.98



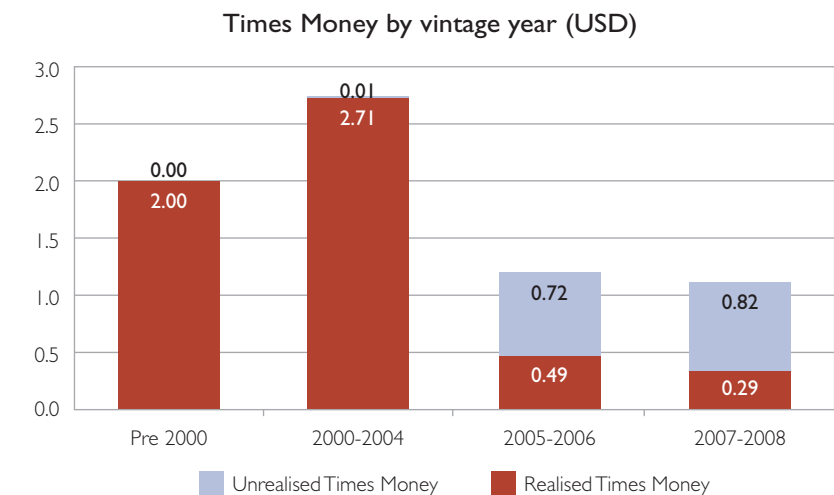
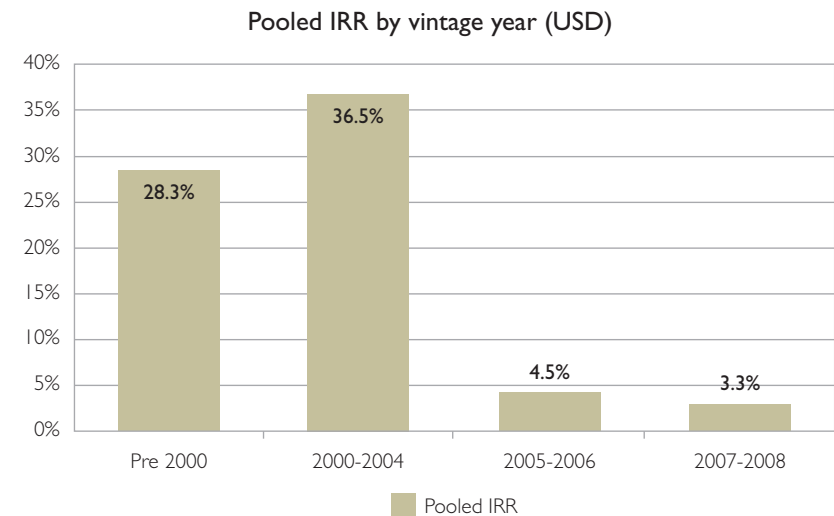
6b Returns by vintage year (USD)

Previous studies have shown fund vintage year to be an important determinant of private equity returns. Our findings are consistent with these studies, and show a dramatic difference in returns by vintage grouping.

At 36.5%, the 2000 to 2004 vintage year grouping was the best of the vintage groups surveyed. This time period matches a period of strong growth in the South African economy, as well as strong growth on the Johannesburg Stock Exchange.

The more recent vintages have been more negatively affected by the Rand:Dollar exchange rate.

Vintage Year	Pooled IRR	Times Money		
		Realised	Unrealised	Total
Pre 2000	28.3%	2.00	0.00	2.00
2000-2004	36.5%	2.71	0.01	2.72
2005-2006	4.5%	0.49	0.72	1.21
2007-2008	3.3%	0.29	0.82	1.11



6c Returns by fund size (USD)

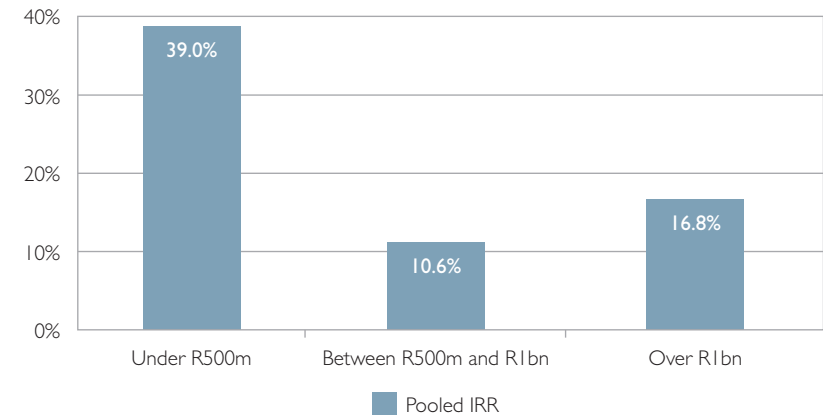
The analysis shows that historically, smaller funds have performed very well. This strong performance may be due to smaller funds investing in the high growth mid-market sized companies that have performed well under generally good economic conditions.

However, it is important to note that the larger funds were more likely to have been in existence more recently, and therefore be part of the poorer vintage year groupings. It is likely that vintage year is a bigger determinant of performance than size.

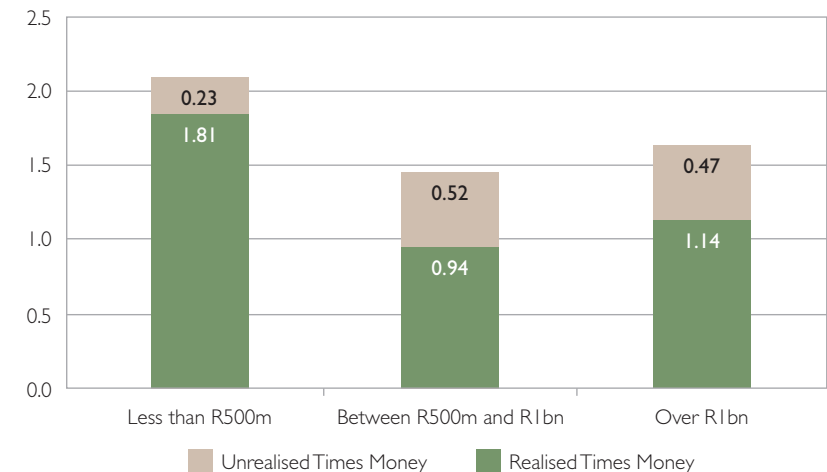
Fund Size*	Pooled IRR	Times Money		
		Realised	Unrealised	Total
Under R500m	39.0%	1.81	0.23	2.05
Between R500m and R1bn	10.6%	0.94	0.52	1.46
Over R1bn	16.8%	1.14	0.47	1.61

* Fund size is reflected as committed capital in South African Rands.

Pooled IRR by fund size (USD)



Times Money by fund size (USD)



7 How to use this Report

Users of this Report may find the following information useful:

- Returns of cash flow and portfolio value data from private equity managers are the primary source for information included in this Report.
- The IRR performance calculation solves for the discount rate that makes the Net Present Value of a set of cash flows equal to zero. The calculation is based on cash-on-cash returns over equal periods, modified for the residual value of the fund's equity (NAV). The residual value attributed to each respective group being measured is incorporated at its ending value.
- The database accounts for cash flows on a daily basis wherever possible otherwise a monthly basis, and NAVs on a quarterly basis.
- The End-to-End performance calculation is similar to the since inception IRR, however, it is measuring the return between two points in time. The calculation takes into account the opening NAV, the in-period cash flows and the closing NAV. Returns are then annualised for comparability.
- The pool of funds has been split into subsets where this would enhance the user's understanding of returns. However, this has been balanced with confidentiality considerations, and no such subsets include fewer than four funds.
- Most funds included in this Report have unrealised investments, and therefore rely on the valuation of these investments to determine returns. All participating fund managers are members of SAVCA and apply the International Private Equity and Venture Capital Valuation Guidelines to determine these valuations. RisCura has not verified that these Guidelines have been adhered to.
- Only South African Rand denominated funds have been included in this Report, and therefore none of the returns included are affected by exchange rate movements. Returns in USD have been presented for comparability with other markets.

8 Definitions

CAGR is the cumulative annual growth rate.

Committed capital is the value of dedicated investment funds pledged by the investors of a private equity fund and available for investment. This is a proxy for the size of the fund.

Fund Size is determined by the committed capital of a fund.

IRRs are money-weighted returns that should be compared to time-weighted returns with caution. Time-weighted returns are used to measure returns in most asset classes where frequent valuations are available.

PME Public Market Equivalent is a measure that determines whether private equity returns have exceeded or underperformed a public market. A PME score of more than one indicates outperformance of private equity.

Pooled IRR aggregates or "pools" all cash flows and ending NAVs to calculate a money-weighted return.

Realised Times Money is the multiple of cash returned to investors divided by total cash invested.

Total Times Money is the sum of the Realised and Unrealised Times Money.

Unrealised Times Money is the multiple of the carrying value of portfolio investments not yet returned to investors divided by total cash invested.

Vintage Year is defined as the year in which a fund first draws down capital from its investors.

9 About RisCura Fundamentals

RisCura Fundamentals is the leading provider of independent valuation, risk and performance analysis services to investors in unlisted instruments in Africa. We work in partnership with our clients to deliver the transparency and accountability that is increasingly demanded by investors and auditors. Our clients include private equity funds, pension funds, credit funds, banks and other investors in Africa, and cover industries as diverse as agriculture, retail, manufacturing and the extractive industries.

For more information about our services please contact Rory Ord on **+27 21 673 6999** or **rord@riscura.com**.

RisCura is a global, independent provider of professional investment services. RisCura services institutional investors, asset managers, hedge funds and private equity firms with over USD200 billion in assets under management. RisCura is a leading provider of investment consulting, independent valuation, risk and performance analysis services to investors.

For more information about RisCura visit, **www.riscura.com**



fundamentals@riscura.com | www.riscura.com