

"All you need is the plan, the road map, and the courage to press on to your destination."

Earl Nightingale (1921 – 1989)



PSG GROUP LIMITED

Registration number 1970/008484/06 JSE share code: PSG ISIN code: ZAE000013017

and

PSG FINANCIAL SERVICES LIMITED

Registration number 1919/000478/06 JSE share code: PGPF ISIN code: ZAE000060166

## REVIEWED RESULTS FOR THE YEAR ENDED 28 FEBRUARY 2006

• **Headline earnings per share increased by 290,9% to 351,8 cents per share** • **Dividend increased by 50% to 67,5 cents per share**

CONDENSED GROUP INCOME STATEMENTS			
	28 Feb 2006	Change	28 Feb 2005
	Rm	%	Rm
<b>Income</b>			
Net insurance income	272,8		234,9
Investment income	51,3		63,2
Fair value gains and losses on financial instruments	904,3		259,0
Commission and other fee income	494,0		279,4
Operating income	140,8		75,6
<b>Total income</b>	<b>1 863,2</b>	<b>104,3</b>	<b>912,1</b>
<b>Expenses</b>			
Net insurance claims	152,3		147,4
Fair value adjustments to investment contract liabilities	499,7		252,6
Operating expenses	700,6		465,3
<b>Total expenses</b>	<b>1 352,6</b>	<b>56,3</b>	<b>865,3</b>
<b>Net income from operating activities</b>	<b>510,6</b>	<b>991,0</b>	<b>46,8</b>
Finance costs	(11,0)		(2,4)
Share of profits of associated companies	57,5		40,2
<b>Net income before taxation</b>	<b>557,1</b>	<b>558,5</b>	<b>84,6</b>
Taxation	(87,6)		30,9
<b>Net income of the group</b>	<b>469,5</b>	<b>306,5</b>	<b>115,5</b>
<b>Attributable to:</b>			
Minority interests	60,4		12,4
Equity holders of the company	409,1	296,8	103,1
	469,5		115,5
Attributable to equity holders of the company	409,1		103,1
Non-headline items (note 2)	(50,7)		(6,4)
<b>Headline earnings</b>	<b>358,4</b>	<b>270,6</b>	<b>96,7</b>
<b>Earnings per share (cents)</b>			
- attributable	401,5	318,7	95,9
- headline	351,8	290,9	90,0
- diluted attributable	388,9	308,1	95,3
- diluted headline	340,7	281,1	89,4
<b>Dividend per share (cents)</b>			
- interim	20,0		10,0
- final	47,5		35,0
	67,5	50,0	45,0
<b>Number of shares (million)</b>			
- in issue	102,2		101,6
- weighted average	101,9		107,5
- diluted weighted average	105,2		108,2

CONDENSED GROUP BALANCE SHEETS			
	28 Feb 2006	28 Feb 2005	
	Rm	Rm	
<b>Assets</b>			
Property, plant and equipment	18,6	22,4	
Intangible assets	116,9	28,8	
Investments in associated companies (note 3)	323,2	168,4	
Financial assets	1 035,3	2 112,3	
Deferred income tax		89,6	
Receivables and inventories	117,1	112,6	
Cash and cash equivalents	222,2	259,7	
<b>Total assets</b>	<b>1 833,3</b>	<b>2 793,8</b>	
<b>Equity</b>			
Ordinary shareholders' equity	719,3	361,6	
Minority interests	548,7	246,6	
<b>Total equity</b>	<b>1 268,0</b>	<b>608,2</b>	
<b>Liabilities</b>			
Insurance liabilities	4,4	140,1	
Financial liabilities	328,5	1 842,2	
Deferred income tax	19,5	1,9	
Payables and provisions	182,8	186,6	
Current income tax liabilities	30,1	14,8	
<b>Total liabilities</b>	<b>565,3</b>	<b>2 185,6</b>	
<b>Total equity and liabilities</b>	<b>1 833,3</b>	<b>2 793,8</b>	
<b>Net asset value per share (cents)</b>	<b>704</b>	<b>356</b>	
<b>Net tangible asset value per share (cents)</b>	<b>589</b>	<b>328</b>	

RECONCILIATION OF PREVIOUS SA GAAP TO IFRS			
	28 Feb 2005	1 Mar 2004	
	Rm	Rm	
<b>Balance sheet</b>			
<b>Equity</b>			
Ordinary shareholders' equity as previously reported - SA GAAP	404,4	335,7	
Consolidation of the Share Incentive Trust	(21,2)		
Restatements for IFRS	(21,6)	(23,7)	
Revaluation of property, plant and equipment	2,5	2,8	
Revenue recognition in respect of investment contracts	(44,2)	(27,8)	
Reversal of amortisation of goodwill	21,5		
Other	(1,4)	1,3	
	361,6	312,0	
Minority interests	246,6	26,1	
Previously reported outside of equity	58,5	29,5	
Share in restatements for IFRS	(8,7)	(3,4)	
Preference shares of a subsidiary previously reported as long-term liabilities	196,8		
<b>Restated equity - IFRS</b>	<b>608,2</b>	<b>338,1</b>	
<b>Income statement</b>			
Attributable to ordinary shareholders			
Net income as previously reported - SA GAAP	101,6		
Restatements for IFRS	1,5		
Amortisation of intangibles	(2,3)		
Reversal of goodwill amortisation	21,5		
Revenue recognition in respect of investment contracts	(16,4)		
Other	(1,3)		
<b>Restated net income attributable to ordinary shareholders - IFRS</b>	<b>103,1</b>		

CONDENSED GROUP CASH FLOW STATEMENTS			
	28 Feb 2006	28 Feb 2005	
	Rm	Rm	
Cash generated by operations	304,8	128,8	
Net change in financial instruments	(601,8)	(60,2)	
Net cash flow from operating activities	(297,0)	68,6	
Net cash flow from investment activities	(222,4)	(68,0)	
Net cash flow from financing activities	184,9	51,3	
Net increase/(decrease) in cash and cash equivalents	(334,5)	51,9	
Cash and cash equivalents at beginning of period	252,9	201,0	
Cash and cash equivalents at end of period*	(81,6)	252,9	
* Include bank overdrafts and CFD financing facilities of	303,8	6,8	

CONDENSED STATEMENTS OF CHANGES IN EQUITY			
	28 Feb 2006	28 Feb 2005	
	Rm	Rm	
<b>Ordinary shareholders' equity at beginning of period</b>	<b>361,6</b>	<b>312,0</b>	
Shares issued		19,7	
Repurchase of shares		(15,5)	
Net movement in treasury shares	1,3	(44,2)	
Movement in non-distributable reserves	3,3	(6,7)	
Net income for period	409,1	103,1	
Dividends paid	(56,0)	(10,0)	
Profit on sale of treasury shares		3,2	
<b>Ordinary shareholders' equity at end of period</b>	<b>719,3</b>	<b>361,6</b>	
<b>Minority interests</b>	<b>548,7</b>	<b>246,6</b>	
Beginning of period	246,6	26,1	
Net income for period	60,4	12,4	
Dividends paid	(17,7)	(5,7)	
Other movements	14,7	17,0	
Preference shares of a subsidiary previously reported as long-term liabilities	244,7	196,8	
<b>Total equity at end of period</b>	<b>1 268,0</b>	<b>608,2</b>	

CONTRIBUTION TO HEADLINE EARNINGS			
	2006	2005	
	Rm	Rm	
<b>Year-end 28 February</b>			
<b>Investments</b>			
Arch Equity and BEE financing	60,6	16,9	
Channel Life	16,6	15,7	
Corporate Finance	6,6	2,4	
JSE Limited	118,0		
Agri companies	43,5	(0,8)	
Pioneer	54,6		
Petmin	24,8	0,2	
m Cubed		10,4	
Other private equity investments	6,3	11,3	
<b>Wealth Management</b>	<b>34,3</b>	<b>23,3</b>	
PSG Konsult	13,3	9,1	
PSG Fund Management	10,6	6,5	
PSG Online	7,1	5,2	
Other	3,3	2,5	
PSG corporate office	14,9	21,9	
Perpetual preference dividends	(21,8)	(4,6)	
<b>Total headline earnings</b>	<b>358,4</b>	<b>96,7</b>	

COMMENTARY			
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**1. Basis of presentation and accounting policies**  
The condensed financial statements have been prepared in terms of International Financial Reporting Standards (IFRS) IAS 34 - Interim Financial Reporting and in compliance with the Listing Requirements of the JSE Ltd.

The disclosures required by IFRS 1 (First-time Adoption of International Financial Reporting Standards) concerning the transition from South African Statements of General Accepted Accounting Practice (SA GAAP) to IFRS and the required changes in accounting policies are presented under the heading "Reconciliation of previous SA GAAP to IFRS".

The PSG Group's transition date is 1 March 2004. At transition date IFRS 1 allows a number of exemptions to the retrospective application principle on adoption of IFRS.

The Group has taken advantage of the following optional exemptions from full retrospective application:

- *Designation of previously recognised financial instruments.* The Group reclassified various available for sale investments as financial assets at fair value through profit and loss. This had no effect on net profit for the current or prior periods.
- *Property, plant and equipment.* The Group has elected to measure individual items of property, plant and equipment at fair value at the date of transition to IFRS, hence fair value is deemed to be cost at that date.
- *Share-based payments.* The Group has elected not to apply the provisions of IFRS 2 (Share-based payments) to shares granted before 7 November 2002 as well as those shares granted after that date which had vested before 1 January 2005.
- *Business combinations.* The Group has elected not to apply IFRS 3 (Business combinations) to business combinations that occurred before 1 March 2004.

The following new accounting policies were applied for IFRS reporting:

- Goodwill is tested annually for impairment and carried at cost less accumulated impairment losses.
- Equity settled share-based payments are recognised as an expense in the income statement with a corresponding credit to a share-based payment reserve.
- Expenses incurred relating to investment products are recognised upfront and not recognised over the period the services are provided.

Changes to the format of the balance sheet and significant reclassifications include the following:

- The balance sheet is presented in order of liquidity. Previously the "Non-current/Current" classification was used in presenting the balance sheet.
- Cumulative, non-redeemable, non-participating preference shares issued to external parties by a subsidiary company are reclassified as minority interests. These preference shares were previously reported as long-term liabilities.
- Assets relating to assurance subsidiaries are disclosed in the relevant balance sheet line items. These assets were previously reported in a separate asset line item.
- Linked product investments and the related liabilities were derecognised as the requirements for derecognition were met.

2. Non-headline items			
	28 Feb 2006	28 Feb 2005	
	Rm	Rm	
Impairment of investments	(12,6)	(2,3)	
Profit/(Loss) on sale of subsidiaries	59,8	(21,8)	
Other impairment charges		(2,3)	
Investment activities	1,8	5,8	
Non-headline items of associated companies	4,6	23,5	
Profit before taxation	53,6	2,9	
Taxation	(1,5)	(0,5)	
Profit after taxation	52,1	2,4	
Attributable to minorities	(1,4)	4,0	
	50,7	6,4	

3. Investments in associated companies			
	28 Feb 2006	28 Feb 2005	
	Rm	Rm	
Carrying value			
- listed	204,2	148,1	
- unlisted	119,0	20,3	
	323,2	168,4	
Market and directors' valuation			
- listed	372,8	137,2	
- unlisted	184,0	20,3	
	556,8	157,5	
<b>4. Commitments</b>			
Contingent liability in respect of risk sharing	20,0	20,0	
Operating lease commitments	54,1	68,7	
Capital	227,0		

**5. PSG Financial Services Limited**  
The company is a wholly-owned subsidiary of PSG Group Limited, except for the 458,9m preference shares which are listed on the JSE Limited (2005: 200m). No consolidated annual financial statements are presented for the company as the relevant information for the company and PSG Group Limited is identical, the company being the only asset of PSG Group Limited.

**6. Review by auditors**  
The company's external auditors, PricewaterhouseCoopers Inc., have reviewed the condensed financial statements. A copy of their unqualified opinion is available on request at the company's registered office.

COMMENTARY			
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**REVIEW OF RESULTS**  
On a comparable basis, headline earnings per share for the year ended 28 February 2006 increased by 290,9% from 90 cents per share to 351,8 cents per share.

The economic environment continued to be favourable for the Group's operations and the strong performance of the local equity markets had a positive impact on the Group's results. A substantial portion of the headline earnings for the year emanated from investments. These profits may not necessarily be of a recurring nature. The majority of the operating subsidiaries performed in line with expectations or better.

PSG Financial Services Limited successfully raised R190m through its perpetual preference share rights issue, as well as an additional R103,7m through a private placement.

The proposed merger between PSG Group Limited and Arch Equity Limited was announced in the press on 14 February 2006, with a further joint cautionary announcement made on 30 March 2006. Progress has been made in this regard and a detailed separate announcement will be made to both PSG Group and Arch Equity shareholders in the near future.

**REVIEW OF OPERATIONS**

**Investments**  
**Arch Equity Limited - 23%**  
*BEE investments and private equity*  
In December 2005 Arch Equity restructured its investment portfolio whereby it sold all of its unlisted investments, as well as a 3,1% stake in PSG Group, to a wholly owned subsidiary, Arch Equity Investment Holdings (Pty) Ltd ("AE Investment Holdings"). As part of the restructuring, Arch Equity sold 50,1% of the ordinary shares of AE Investment Holdings to black individuals and broad-based black groups. AE Investment Holdings is a black company as defined in the revised Codes of Good Practice, published by the Department of Trade and Industry on 1 November 2005.

Arch Equity has investments in the following companies: PSG Group (21,1%); Capitec Bank Holdings (21,2%) and AE Investment Holdings (49,9%).

On an operational level headline earnings increased by 69% to R137,9m due to the strong performance from the underlying investments. This, combined with the issue of 13,8 million new shares at R5,14 (listing price R1,80), increased Arch Equity's net asset value per share by 75% to R3,02 per share.

- **Channel Life Limited - 36%**
- Embedded value increased by 71,4% from R161m to R276m
- Embedded value per share increased by 32% from 91 cents to 120 cents
- Gross assets increased by 105% from R2 096m to R4 298m
- Gross premium income up by 18,3% from R1 038m to R1 228m
- ROE increased to 26%

A successful campaign to increase new recurring business and an emphasis on embedded value growth have been the main drivers for Channel Life in the last financial year.

Due to the establishment of a diversified multi-channel distribution strategy, the recurring premium book increased by 44%. Other highlights include acquisitions such as buying the Rentmeester funeral book, which added 350 000 lives to the business, obtaining a 55% stake in Safrican at a fair discount to embedded value, and acquiring m Cubed Investment Life.

During the year, Channel shares started trading over the counter via PSG Online, and Global Credit Ratings improved the company's credit rating from BBB+ to A-.

The Group sold a controlling interest in Channel Life to Sanlam with effect from 28 February 2006. As from this date the investment is accounted for as an associated company. After the rights issue by Channel Life, the Group retained a 36% interest in this company.

**Corporate Finance - 50% JV**  
*The PSG Capital Corporate Finance* teams in Stellenbosch and Johannesburg showed good positive growth in 2006. They have received Dealmakers Top10 ratings as both investment advisors and sponsors, as well as in terms of general corporate finance. The team plays an important role in the investment strategy of PSG Group.

**JSE Limited - 15%**  
We believe in the future of JSE Limited and have consequently increased our shareholding to 15%. PSG is the single largest shareholder in JSE Limited. The current year profit of R118m represents the after-tax fair value adjustment to this investment. It is PSG's intention to equity account this investment once the accounting criteria have been met.

**Agri companies**  
PSG holds strategic stakes in a number of companies in the agricultural sector, as well as in Pioneer Food Group Limited, a large unlisted South African food company. Our investment strategy is based upon our long-term positive view of these companies.

**Other private equity investments (consolidated/equity accounted profits)**  
The Private Equity division also includes interests in a number of other performing companies:

- *PSG Treasury Outsourcing* (50%) continued to perform profitably with a 62,6% increase in headline earnings.
- The Group acquired a 60% stake in *Indevco Holdings (Pty) Ltd*, which manages Government import/export incentives on behalf of clients. This company performed positively and we are implementing a merger with PSG Treasury Outsourcing, with a proposed listing of the new combined entity on the JSE in due course.
- *Algoa Insurance Company* (54%) (absenteeism and funeral insurance) had a profitable 2006 with a 158% increase in headline earnings.
- *Axon Xchange* (36%) (scrip lending joint venture with SocGen) increased its profits by 29% to R2,8m.
- The Group has acquired a 30% interest in *ZS Rational Finance (Pty) Ltd*, a money lender focused mainly on property bridging finance.

**COMMENTARY (continued)**

• PSG now owns 30% in *PSG Capital Quantitative* after having sold 50% in the company to management during the year under review. This company had a profitable year with a 432% increase in headline earnings.

**m Cubed Holdings Limited - 30%**  
In order to unlock maximum value for shareholders, PSG played a strategic role in initiating and successfully concluding a number of corporate transactions during the year under review. A total amount of R230m has been received, with transactions to the value of R152m awaiting final regulatory approvals. The finalisation of these transactions will increase the tangible net asset value per m Cubed share by 75,4% from 33,8 cents as reported last financial year to 59,3 cents as detailed in the m Cubed circular to shareholders dated 24 February 2006.

The board of PSG Group has decided not to include any of the operational results of m Cubed in its current year results as m Cubed is still trading under cautionary as significant uncertainty exists as to the final outcome of the prolonged dispute resolution negotiations the company is having with a Regulator, coupled with the fact that the majority of m Cubed's operating businesses have been disposed of.

**Wealth management**  
**PSG Konsult Ltd - 79%**  
The company's turnover increased by 51,2% to R242,3m, and headline earnings by 52,4%. These figures were mainly due to organic growth, strong financial markets and the acquisition of Vleissentraal short-term broking division during the year.

Welsh Magodla has been appointed as Manager: Emerging markets and has already firmly established this division. The company's success in this division will be important in the long run.

To ensure quality of advice and furthermore look after the well-being of our clients, training is a priority