

AUDITED ANNUAL FINANCIAL STATEMENTS  
2012



CORONATION   
FUND MANAGERS



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## DIRECTORS' RESPONSIBILITY REPORT

The directors are responsible for the preparation and fair presentation of the consolidated and separate annual financial statements of Coronation Fund Managers Limited, comprising the statements of financial position at 30 September 2012, and the statements of comprehensive income, the statements of changes in equity and statements of cash flows for the year then ended, and notes to the financial statements, which include a summary of significant accounting policies, glossary of financial reporting terms and other explanatory notes, and the directors' report, in accordance with International Financial Reporting Standards and in the manner required by the Companies Act 71 of 2008 of South Africa.

The directors' responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of these financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances. The board reviews the operation of the system of internal control, primarily through the audit and risk committee of Coronation Fund Managers Limited and various other risk monitoring committees.

The directors' responsibility also includes maintaining adequate accounting records and an effective system of risk management as well as the preparation of the supplementary schedules included in these financial statements.

The directors have made an assessment of the group and company's ability to continue as a going concern and there is no reason to believe the businesses will not be going concerns in the year ahead.

The auditor is responsible for reporting on whether the consolidated and separate annual financial statements of Coronation Fund Managers Limited are fairly presented in accordance with the applicable financial reporting framework.

### APPROVAL OF CONSOLIDATED AND SEPARATE ANNUAL FINANCIAL STATEMENTS

The consolidated and separate annual financial statements of Coronation Fund Managers Limited as identified in the first paragraph for the year ended 30 September 2012 set out on pages 6 to 61 were approved by the board of directors on 7 December 2012 and are signed on its behalf by:



Shams Pather  
Chairman



Hugo Nelson  
Chief executive officer

## DECLARATION BY THE COMPANY SECRETARY

In terms of the Companies Act 71 of 2008 (the Act), and for the year ended 30 September 2012, I certify that Coronation Fund Managers Limited has lodged all returns required by the Act with the Companies and Intellectual Property Commission and that all such returns are true, correct and up to date.



Lee-Anne Parenzee  
Company secretary  
7 December 2012

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# AUDIT AND RISK COMMITTEE REPORT

## TO THE MEMBERS OF CORONATION FUND MANAGERS LIMITED

The group audit and risk committee of Coronation Fund Managers which acts as the audit and risk committee for all its subsidiaries, is a committee of the board of directors that serves in an advisory capacity to the board and assists the directors to discharge their duties relating to the safeguarding of assets, the operation of adequate systems, risk management and internal controls, the review of financial information and the preparation of the annual financial statements. This includes satisfying the board that adequate internal, operating and financial controls are in place and that material risks have been identified and are being effectively managed and monitored. In addition to the above, the audit and risk committee also has its own statutory responsibilities.

### TERMS OF REFERENCE

The audit and risk committee has adopted a formal audit committee charter that has been updated and approved by the board of directors, and has executed its duties during the past financial year in compliance with the terms of reference.

### Composition of the audit and risk committee and meeting process

The committee, chaired by Professor Alexandra Watson, an independent director, has two additional independent directors as members (Shams Pather and Jock McKenzie), one of whom is the chairman of the board. The committee met four times during the year with senior management, which included the chief executive officer, certain senior executive management, the statutory actuary, the chief financial officer, internal auditor, the group compliance officer and the risk officer.

The external and internal auditors attend these meetings and have unrestricted access to the committee and to its chairman. Ad hoc meetings are held as required.

### Duties

In execution of its statutory duties, during the past financial year the audit and risk committee has:

- Ensured the appointment as external auditor of the company of a registered auditor who, in the opinion of the audit and risk committee, was independent of the company.
- Determined the fees to be paid to the external auditor and such auditor's terms of engagement.
- Ensured that the appointment of the external auditor complies with any legislation relating to the appointment of such auditors.
- Determined the nature and extent of any non-audit services which the auditor may provide to the company.
- Pre-approved any proposed contract with the auditor for the provision of non-audit services to the company.
- Considered the independence of the external auditors and has concluded that the external auditor has been independent of the company throughout the year taking into account all other non-audit services performed and circumstances known to the committee.
- Received and dealt appropriately with any complaints relating to the accounting practices and internal audit of the company, the content or auditing of its financial statements, the internal financial controls of the company, or to any related matter.
- Made submissions to the board on any matter concerning the company's accounting policies, financial control, records and reporting.

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## AUDIT AND RISK COMMITTEE REPORT

TO THE MEMBERS OF CORONATION FUND MANAGERS LIMITED CONTINUED

### LEGAL REQUIREMENTS

The audit and risk committee has complied with all applicable legal, regulatory and other responsibilities for the period under review.

### ANNUAL FINANCIAL STATEMENTS

Following our review of the annual financial statements for the year ended 30 September 2012, we are of the opinion that, in all material respects, they comply with the relevant provisions of the Companies Act and International Financial Reporting Standards and that they fairly present the financial position at 30 September 2012 for Coronation Fund Managers Limited and the results of operations and cash flows for the year then ended.

In compliance with requirements of the King Report on Governance for South Africa 2009, an integrated annual report has been compiled for the 2012 financial year in addition to these annual financial statements.



Alexandra Watson  
Chairman of the audit and risk committee

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# INDEPENDENT AUDITOR'S REPORT

TO THE MEMBERS OF CORONATION FUND MANAGERS LIMITED

## REPORT ON THE CONSOLIDATED AND SEPARATE ANNUAL FINANCIAL STATEMENTS

We have audited the accompanying consolidated and separate annual financial statements of Coronation Fund Managers Limited, which comprise the statement of financial position as at 30 September 2012, and the statement of comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, and the notes, comprising a summary of significant accounting policies, a glossary of financial reporting terms and other explanatory information, and the directors' report, as set out on pages 6 to 61.

## DIRECTORS' RESPONSIBILITY FOR THE CONSOLIDATED AND SEPARATE FINANCIAL STATEMENTS

The company's directors are responsible for the preparation and fair presentation of these consolidated and separate annual financial statements in accordance with International Financial Reporting Standards and in the manner required by the Companies Act 71 of 2008 of South Africa, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

## AUDITORS' RESPONSIBILITY

Our responsibility is to express an opinion on these consolidated and separate financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated and separate financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial statements.

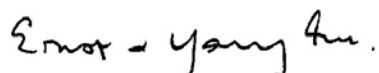
We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## OPINION

In our opinion, the consolidated and separate financial statements present fairly, in all material respects, the consolidated and separate financial position of the company and the group as at 30 September 2012, and its consolidated and separate financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards, and in the manner required by the Companies Act 71 of 2008 of South Africa.

## OTHER REPORTS REQUIRED BY THE COMPANIES ACT

As part of our audit of the financial statements for the year ended 30 September 2012, we have read the Directors' responsibility report, the Declaration by the company secretary and the audit and risk committee's report for the purpose of identifying whether there are any material inconsistencies between these reports and the audited consolidated and separate financial statements. These reports are the responsibility of the respective preparers. Based on reading these reports we have not identified material inconsistencies between these reports and the audited consolidated and separate financial statements. However, we have not audited these reports and accordingly do not express an opinion on these reports.



Ernst & Young Inc.  
MR Isaacs  
Director  
Registered Auditor  
Chartered Accountant (SA)  
7 December 2012

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## DIRECTORS' REPORT

### BUSINESS ACTIVITIES

Coronation Fund Managers Limited (registration number 1973/009318/07) is one of southern Africa's most successful third-party fund management companies. It is a pure fund management business which offers both individual and institutional investors access to local and global expertise across all asset classes, including specialist Global Emerging Markets and Africa units.

Clients include some of the largest retirement funds, medical schemes and multi-manager companies in South Africa, many of the major banking and insurance groups, selected investment advisory businesses, prominent independent financial advisors, high-net-worth individuals and direct unit trust accounts.

### GROUP RESULTS

Coronation Fund Managers delivered a solid set of results for the year to 30 September 2012. The business again recorded significant net inflows, entrenching its position within the institutional market and consolidating its standing as the 2nd largest manager of long-term funds in the collective investment schemes industry.

Assets under management increased by 37% to R339 billion (September 2011: R247 billion), benefitting from net inflows of R41.5 billion and strong capital markets. While the major indices ended the year in strong positive territory, volatility was high as market participants responded to stimulatory measures taken by central bankers around the world. The consequent abundance of liquidity saw the MSCI World Index returning 22.3% (in US dollars), the MSCI Emerging Markets Index 17.3% (in US dollars) and the FTSE/JSE All Share Index 24.4% (in rands). The rand remained relatively strong, falling 2.6% against the US dollar to close at R8.30.

Revenue increased by 14% to R2.0 billion (September 2011: R1.7 billion) on the back of strong growth in assets under management. In line with the variable cost model employed by Coronation, total operating costs increased by 21% to R1.0 billion. Profit from fund management increased by 7% to R979 million and diluted headline earnings per share by 12% to 197.8 cents (September 2011: 176.1 cents).

A general review of the operations of institutional, retail and international business segments is provided in the integrated annual report.

### FINANCIAL STATEMENTS

The financial statements for the year ended 30 September 2012 have been prepared in accordance with the requirements of International Financial Reporting Standards (IFRS) and the Companies Act 71 of 2008 of South Africa.

### CASH RETURNED TO SHAREHOLDERS

We continue to reward shareholders through regular and significant distributions of free cash flow generated. We endeavour to distribute at least 75% of after-tax cash profit. Dividends declared after 31 March 2012 are subject to a 15% Dividends Tax (DT), where applicable.

Accounting for projected cash requirements, a final gross dividend of 111 cents per share has been declared, resulting in a net dividend of 94.35 cents per share for shareholders subject to DT. Together with the interim gross dividend of 95 cents per share, this amounts to a total gross dividend of 206 cents per share for the year. No STC credits are available to be utilised.

### SHAREHOLDER ANALYSIS

The shareholder analysis is presented on pages 60 and 61. The following shareholders have a beneficial ownership of more than 5% of the issued ordinary shares of the company as at 30 September 2012:

The Gabriel Trust – 6.19%

Louis Stassen – 5.41%

Government Employee Pension Fund – 5.36%



## SUBSIDIARY AND ASSOCIATE COMPANIES

Details of the principal subsidiary and associate companies are set out in note 21.

The group consolidates its 51% shareholding in Coronation Fund Managers (Botswana) (Pty) Limited.

The group equity accounts its 49% shareholding in Professional Provident Society Investments (Pty) Limited, as well as its 48.05% shareholding in Namibia Asset Management Limited.

## DIRECTORS AND SECRETARY

John Snalam resigned as company secretary and joined the board as an executive director with effect from 8 November 2012.

Lee-Anne Parenzee was appointed as company secretary with effect from 8 November 2012.

Profiles of directors are provided in the integrated annual report.

Details of the company secretary and the company's registered address are set out on the inside back cover of this report. The business address of the company secretary is the same as the company's registered address.

Executive directors are not employed on fixed-term contracts and have standard employment service agreements with a notice period of at least three months.

## DIRECTORS' INTEREST

There were no material contracts entered into during the financial year in which a director or officer of the company had any interest.

The directors' direct and indirect beneficial interests in the issued share capital of the company were:

|                        | Beneficial |          | %    |
|------------------------|------------|----------|------|
|                        | Direct     | Indirect |      |
| <b>2012</b>            |            |          |      |
| <b>Ordinary shares</b> |            |          |      |
| Hugo Nelson            | 4 119 136  | 464 391  | 1.46 |
| Anton Pillay           | 291 666    | 927 743  | 0.39 |
| <b>2011</b>            |            |          |      |
| <b>Ordinary shares</b> |            |          |      |
| Hugo Nelson            | 3 817 575  | 836 755  | 1.48 |
| Anton Pillay           | 291 666    | 950 584  | 0.39 |

There have been no changes in directors' interest subsequent to year-end up to the date of signing the financial statements.

## DIRECTORS' AND PRESCRIBED OFFICERS' EMOLUMENTS

Cash payments to directors for services rendered for the year ended 30 September 2012 were as follows:

| Executive directors | Salary and<br>other benefits | Bonus         | Total<br>2012 | Total<br>2011 |
|---------------------|------------------------------|---------------|---------------|---------------|
|                     | R'000                        | R'000         | R'000         | R'000         |
| Hugo Nelson         | 1 143                        | 12 653        | 13 796        | 14 861        |
| Anton Pillay        | 1 143                        | 3 456         | 4 599         | 4 886         |
| <b>Total</b>        | <b>2 286</b>                 | <b>16 109</b> | <b>18 395</b> | <b>19 747</b> |

Hugo Nelson and Anton Pillay are the two prescribed officers of the group.

For non-cash emoluments refer to the share-based payments and related party notes in the annual financial statements.

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## DIRECTORS' REPORT CONTINUED

| <b>Non-executive directors</b> | Basic fee<br>R'000 | Board meetings<br>R'000 | Audit and risk committee meetings<br>R'000 | Remuneration committee meetings<br>R'000 | Transformation committee meetings<br>R'000 | <b>Total 2012<br/>R'000</b> | Total 2011<br>R'000 |
|--------------------------------|--------------------|-------------------------|--|--|--|-----------------------------|---------------------|
| Shams Pather                   | 56                 | 210                     | 63   | 84                                       | –  | <b>413</b>                  | 350                 |
| Alexandra Watson               | 56                 | 125                     | 105  | –  | 21   | <b>307</b>                  | 227                 |
| Judith February                | 56                 | 125                     | –  | –  | 56   | <b>237</b>                  | 182                 |
| Jock McKenzie                  | 56                 | 125                     | 63   | 63                                       | –  | <b>307</b>                  | 265                 |
| <b>Total</b>                   | <b>224</b>         | <b>585</b>              | <b>231</b>                                 | <b>147</b>                               | <b>77</b>                                  | <b>1 264</b>                | 1 024               |

### SPECIAL RESOLUTIONS

At the annual general meeting of the company held on 26 January 2012 the following special resolutions were passed:

- The directors received specific authority to issue shares to the Imvula Trust in respect of the purchase price payable.
- The company was authorised to generally provide any direct or indirect financial assistance contemplated in and subject to the provisions of section 44 and 45 of the Companies Act of 2008.
- The existing memorandum of incorporation was substituted with an amended memorandum of incorporation which is in line with the Companies Act of 2008.
- The company's remuneration to non-executive directors in respect of the financial years ending 30 September 2011 and 30 September 2012 was approved.
- The directors received general authority to repurchase up to 20% of the company's issued share capital.

### EVENTS SUBSEQUENT TO THE REPORTING DATE

The final cash dividend for the 2012 financial year of R349 million (111 cents per share) is based on the actual shares in issue of 314 819 192.

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## GLOSSARY OF FINANCIAL REPORTING TERMS

### GROUP STRUCTURES

|                                  |  |
|----------------------------------|--|
| <i>Company</i>                   | A legal business entity registered in terms of the applicable legislation of that country.   |
| <i>Entity</i>                    | Coronation Fund Managers Limited, a subsidiary or associate.   |
| <i>Equity-accounted investee</i> | An entity, other than a subsidiary or joint venture, in which the group has significant influence over the financial and operating policies.   |
| <i>Group</i>                     | Coronation Fund Managers Limited and its subsidiaries and associate.   |
| <i>Operation</i>                 | A component of the group that: <ul style="list-style-type: none"><li>– represents a separate major line of business or geographical area of operation; and</li><li>– can be distinguished separately for financial and operating purposes.</li></ul>   |
| <i>Business unit</i>             | A distinguishable component of the group engaged in providing similar services that are different to those provided by other business units. The strategic business units are: <ul style="list-style-type: none"><li>– Institutional;</li><li>– Retail; and</li><li>– International.</li></ul> |
| <i>Subsidiary</i>                | Any entity over which the group has control.   |

### GENERAL ACCOUNTING TERMS

|  |   |
|--|---|
| <i>Acquisition date of a business</i>    | The date on which control in respect of subsidiaries and significant influence in respect of associates commences.  |
| <i>Commissioning date</i>                | The date that an item of equipment is brought into use.   |
| <i>Consolidated financial statements</i> | The financial results of the group which comprise the financial results of Coronation Fund Managers Limited and its subsidiaries and its interests in associate.  |
| <i>Control</i>                           | The ability, directly or indirectly, to govern the financial and operating policies of an entity so as to obtain economic benefit from its activities. When assessing the ability to control an entity, the existence and effect of potential voting rights that are presently exercisable or convertible are taken into account. |
| <i>Disposal date</i>                     | The date on which the control in respect of subsidiaries and significant influence in respect of associates ceases.   |
| <i>Fair value</i>                        | The value for which an asset could be exchanged or a liability settled between knowledgeable, willing parties in an arm's length transaction.   |
| <i>Financial results</i>                 | Comprise the financial position (assets, liabilities and equity), financial performance (revenue and expenses) and cash flows of the group or an entity within the group.   |
| <i>Functional currency</i>               | The currency of the primary economic environment in which the entity operates.  |
| <i>Long term</i>                         | A period longer than twelve months from reporting date.   |
| <i>Other comprehensive income</i>        | Comprises items of income and expenses (including reclassification adjustments) that are not recognised in profit or loss as required or permitted by other IFRSs.  |
| <i>Presentation currency</i>             | The currency in which the financial statements are presented.   |

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## GLOSSARY OF FINANCIAL REPORTING TERMS CONTINUED

|                              |   |
|------------------------------|---|
| <i>Reclassification</i>      | Amounts reclassified to profit or loss in the current period that were recognised in other comprehensive income in the current or previous period.  |
| <i>Recoverable amount</i>    | The amount that reflects the greater of the fair value less costs to sell and value in use that can be attributed to a non-financial asset as a result of its ongoing use by the entity. In determining the value in use, expected pre-tax future cash flows are discounted to their present values using the appropriate discount rate.  |
| <i>Related parties</i>       | The following entities or parties are considered related parties to the reporting entity: <ul style="list-style-type: none"><li>– a subsidiary, fellow subsidiary, associate, jointly controlled entity or an entity having joint control in relation to the reporting entity;</li><li>– key management personnel and their close members of family and entities which they control, jointly control or over which they exercise significant influence; and</li><li>– post-employment benefit plan for the benefit of employees of the entity or any related party.</li></ul> |
| <i>Significant influence</i> | The ability, directly or indirectly, to participate in, but not exercise control over, the financial and operating policy decisions of an entity. Significant influence is presumed to exist when the group holds between 20% and 50% of the voting powers of another entity.   |

### FINANCIAL INSTRUMENT TERMS

|  |  |
|--|--|
| <i>Available-for-sale financial assets</i> | A non-derivative financial asset that is designated as available-for-sale or is not classified as: <ul style="list-style-type: none"><li>– a loan or receivable;</li><li>– a held-to-maturity investment; or</li><li>– a financial asset at fair value through profit or loss.</li></ul>   |
| <i>Cash and cash equivalents</i>           | Cash and cash equivalents comprise cash balances and call deposits. Bank overdrafts that are repayable on demand and form an integral part of the group's cash management are included as a component of cash and cash equivalents for the purpose of the statement of cash flows.   |
| <i>Derivative instrument</i>               | A financial instrument: <ul style="list-style-type: none"><li>– whose value changes in response to movements in a specified interest rate, commodity price, instrument price, foreign exchange rate or similar variable, provided in the case of a non-financial variable that the variable is not specific to a party of the contract;</li><li>– that requires minimal initial net investment; and</li><li>– is settled at a future date.</li></ul> |
| <i>Effective interest rate</i>             | The rate that discounts the expected future cash flows to the net carrying amount of the financial asset or financial liability.   |
| <i>Equity instrument</i>                   | Any financial instrument (including investments) that evidences a residual interest in the assets of an enterprise after deducting all of its liabilities.   |
| <i>Financial asset</i>                     | Cash or cash equivalents, a right to receive cash or cash equivalents, an equity instrument of another entity, a right to exchange a financial instrument under favourable conditions.   |

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|  |  |
|--|--|
| <i>Financial guarantee contract</i>  | A contract that requires the issuer to make specified payments to reimburse the holder for the loss it incurs, because a specified debtor fails to make payment when due in accordance with the original or modified terms of the debt instrument.   |
| <i>Financial liability</i>   | A contractual obligation to pay cash or transfer other benefits or an obligation to exchange a financial instrument under unfavourable conditions.   |
| <i>Financial instruments classified as held for trading</i>                          | Derivatives or instruments that are held principally with the intention of short-term disposal.  |
| <i>Financial assets and liabilities at fair value through profit or loss</i>         | Financial instruments held at fair value through profit or loss include all instruments classified as held for trading and those instruments designated as held at fair value through profit or loss on initial recognition.   |
| <i>Financial instruments issued by the group classified as financial liabilities</i> | Financial instruments issued by the group are classified as liabilities if they contain a contractual obligation to transfer cash or another financial asset or to exchange financial assets or liabilities under potentially unfavourable conditions.   |
| <i>Financial instruments issued by the group classified as equity</i>                | Financial instruments issued by the group are classified as equity where they confer on the holder a residual interest in the net assets of the group.   |
| <i>Held-to-maturity investments</i>  | Non-derivative financial assets, with a fixed maturity and fixed or determinable future payments, that the entity has the positive intent and ability to hold to maturity, other than those designated upon initial recognition as at fair value through profit or loss, those designated as available-for-sale and those that meet the definition of loans and receivables.   |
| <i>Loans and receivables</i>   | Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market and exclude: <ul style="list-style-type: none"> <li>– those that the group intends to trade in, which are classified as held for trading, and those that the group designates as at fair value through profit or loss;</li> <li>– those that the group designates as available-for-sale; and</li> <li>– those for which the holder may not recover substantially all of its initial investment, other than because of credit deterioration, which are classified as available-for-sale.</li> </ul> |
| <i>Monetary asset</i>  | Units of currency held or an asset which will be received in a fixed or determinable amount of money.  |
| <i>Monetary liability</i>  | A liability which will be settled in a fixed or easily determinable amount of money.   |
| <i>Special purpose entity</i>  | An entity created to accomplish a narrow and well-defined objective.   |
| <i>Transaction date</i>  | The date when the entity becomes a party to the contractual provisions of an instrument.   |

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# ACCOUNTING POLICIES

FOR THE YEAR ENDED 30 SEPTEMBER 2012

Coronation Fund Managers Limited (Coronation) is incorporated in South Africa. The consolidated financial statements for the year ended 30 September 2012 include the company and its subsidiaries and the group's interest in associate. The financial statements were authorised for issue by the directors on 7 December 2012.

## STATEMENT OF COMPLIANCE

The financial statements have been prepared in accordance with IFRS and its interpretations issued by the International Accounting Standards Board (IASB) and in the manner required by the Companies Act 71 of 2008 of South Africa.

## BASIS OF PREPARATION

The financial statements are presented in South African rand, rounded to the nearest thousand. They are prepared on the historical cost basis except that the following assets and liabilities are stated at fair value: financial assets and liabilities at fair value through profit or loss and financial assets classified as available-for-sale.

The accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all the years presented.

The accounting policies have been applied consistently by group entities except for the carrying of investments in subsidiaries at cost in the separate financial statements of Coronation Investment Management (Pty) Limited.

These financial statements have been prepared under the supervision of Financial Manager, A Rhoda CA(SA).

## BASIS OF CONSOLIDATION

### Subsidiaries

The financial statements of subsidiaries are included in the consolidated financial statements from the date that control commences until the date that control ceases. Potential voting rights are considered when determining control.

In the case of the company, investments in subsidiaries are carried at fair value as available-for-sale financial assets.

### Special purpose entities

Special purpose entities (SPEs) established by the group are consolidated if, based on evaluation of the substance of its relationship with the group and the SPEs' risk and rewards, the group concludes that it controls the SPE.

### Associates

The consolidated financial statements include the group's share of the income and expenses and equity movements of associates on an equity-accounted basis, from the date that significant influence commences until the date that significant influence ceases. When the group's share of losses exceeds its interest in an associate, the group's carrying amount is reduced to nil and recognition of further losses is discontinued except to the extent that the group has incurred legal or constructive obligations or made payments on behalf of an associate.

Investments in associates are initially recognised at cost.

In the case of the company, investments in associates are carried at cost less impairments.

### Transactions eliminated on consolidation

Intragroup balances and transactions, and any unrealised gains and losses or income and expenses arising from intragroup transactions are eliminated in preparing the consolidated financial statements.

Unrealised gains arising from transactions with associates are eliminated to the extent of the group's interest in the entity. Unrealised losses are eliminated in the same way as unrealised gains, to the extent that there is no evidence of impairment.

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## FOREIGN CURRENCY

### Foreign currency transactions

Transactions in foreign currencies are translated to the functional currency at the foreign exchange rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the reporting date are translated to rand at the foreign exchange rate ruling at that date. Foreign exchange differences arising on translation are recognised in profit or loss except for differences arising on the retranslation of available-for-sale equity instruments recognised in other comprehensive income. Non-monetary assets and liabilities that are measured in terms of historical cost in a foreign currency are translated using the exchange rate at the date of the transaction. Non-monetary assets and liabilities denominated in foreign currencies that are stated at fair value are translated to rand at foreign exchange rates ruling at the dates the fair value was determined.

### Financial statements of foreign operations

The assets and liabilities of foreign operations, including goodwill and fair value adjustments arising on consolidation, are translated to rand at foreign exchange rates ruling at the reporting date. The income and expenses of foreign operations are translated to rand at rates approximating foreign exchange rates ruling at the dates of the transactions. Foreign exchange differences arising on translation are recognised directly in the foreign currency translation reserve in other comprehensive income. This reserve is reclassified to profit or loss when foreign operations are disposed of.

Foreign exchange gains and losses arising from a monetary item receivable from or payable to a foreign operation, the settlement of which is neither planned nor likely in the foreseeable future, are considered to form part of a net investment in a foreign operation and are recognised on the same basis as the foreign operation.

### Net investment in foreign operations

Foreign exchange differences arising from the translation of the net investment in foreign operations are taken to a foreign currency translation reserve. They are reclassified into profit or loss upon disposal.

## FINANCIAL INSTRUMENTS

Financial assets and financial liabilities are recognised in the statement of financial position when the group becomes a party to the contractual provisions of the instrument.

Financial instruments are initially recognised at their fair value plus, in the case of financial assets and financial liabilities not at fair value through profit or loss, transaction costs that are directly attributable to the acquisition or issue of the financial asset or financial liability.

Purchase and sale transactions in respect of financial assets that require delivery of a financial instrument within the time frame established by market convention are recorded at trade date.

Where available, market prices provide the best evidence of fair value. Where market prices are not available, the fair value is determined by discounting the expected cash flows, using market interest rates taking into account the credit quality and duration of the investment.

### Financial assets and financial liabilities at fair value through profit or loss

Financial instruments classified as held for trading or designated as at fair value through profit or loss are initially recognised at fair value excluding transaction costs directly attributable to their acquisition which are recognised immediately in profit or loss. After initial recognition financial assets at fair value through profit or loss are measured at fair value with resulting fair value gains or losses recognised in profit or loss. Financial instruments designated as at fair value through profit or loss are designated as such on initial recognition of the instrument and remain in this classification until derecognition. Financial instruments classified as at fair value through profit or loss includes investment contracts, linked investments, contract liabilities and linked financial assets.

All investment contracts issued by the group are designated on initial recognition as at fair value through profit or loss. This designation significantly reduces a measurement inconsistency that would otherwise arise if these financial liabilities were not measured at fair value since the assets held to back the investment contract liabilities are also measured at fair value.

The fair value of linked investment contract liabilities is determined based on the fair value of the associated linked financial assets and is net of the taxation payable on investment gains. Changes in the fair value of these financial instruments are recognised in profit or loss in the period in which they arise. Contributions received from policyholders and benefit payments made to policyholders are not recognised in profit or loss but are accounted for as deposits. The taxation payable is separately disclosed as part of taxation in the statement of comprehensive income.

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# ACCOUNTING POLICIES

FOR THE YEAR ENDED 30 SEPTEMBER 2012 CONTINUED

## Fair value hierarchy

Fair values are determined according to the following hierarchy based on the requirements in IFRS 7 'Financial Instruments: Disclosures':

- Level 1: quoted market prices: financial assets and liabilities with quoted prices for identical instruments in active markets.
- Level 2: valuation techniques using observable inputs: quoted prices for similar instruments in active markets or quoted prices for identical or similar instruments in inactive markets and financial assets and liabilities valued using models where all significant inputs are observable.
- Level 3: valuation techniques using significant unobservable inputs: financial assets and liabilities valued using valuation techniques where one or more significant inputs are unobservable. The best evidence of fair value is a quoted price in an active market. In the event that the market for a financial asset or liability is not active, a valuation technique is used.

## Held-to-maturity investments

If the group has the positive intent and ability to hold debt securities to maturity, then such financial assets are classified as held-to-maturity. Held-to-maturity financial assets are recognised initially at fair value plus any directly attributable transaction costs.

Subsequent to initial recognition held-to-maturity investments are measured at amortised cost using the effective interest method, less impairment losses.

## Loans and receivables

Loans and receivables are financial assets with fixed or determinable payments that are not quoted in an active market. Such assets are recognised initially at fair value plus any directly attributable transaction costs.

Subsequent to initial recognition loans and receivables are measured at amortised cost using the effective interest method, less impairment losses.

The amortised cost of a financial asset or liability is the amount at which the financial asset or liability is measured on initial recognition, minus principal repayments, plus or minus the cumulative amortisation using the effective interest method of any difference between the initial amount recognised and the maturity amount, minus any reductions for impairment of financial assets.

Financial assets held at amortised cost comprise cash and cash equivalents, trade and other receivables and a loan receivable.

Cash and cash equivalents comprise balances held with banks that are not held for investment purposes. The carrying amount represents its fair value.

## Financial assets available-for-sale

Subsequent to initial recognition, financial assets classified as available-for-sale are measured at fair value on the statement of financial position, with unrealised gains and losses recognised in other comprehensive income, except for impairment losses and foreign exchange gains and losses on available-for-sale monetary items which are recognised in profit or loss. Cumulative realised gains and losses are reclassified to profit or loss in the period in which the asset is realised. If an available-for-sale financial asset is to be impaired, the respective cumulative losses previously recognised in equity are reclassified to profit or loss in the period in which the impairment is identified.

Financial assets available-for-sale consist of investment securities.

Impairment losses on available-for-sale equity instruments are not reversed through profit or loss once recognised in profit or loss.

## Other financial liabilities

Other financial liabilities are recorded at amortised cost applying the effective interest method. These consist of bank overdraft, trade and other payables and interest-bearing borrowings.

## Derecognition of financial assets and liabilities

A financial asset, or a portion thereof, is derecognised when the group's contractual rights to cash flows have expired; or when the group has transferred its rights to cash flows relating to the financial assets, in a transaction that transfers substantially all the risks and rewards associated with the financial assets.

If the group enters into a transaction whereby it retains substantially all of the risks and rewards of the assets, the assets are not derecognised.

A financial liability is derecognised when it is extinguished, that is when the obligation is discharged, cancelled or expired.



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### Derivative instruments

The group uses derivative financial instruments to hedge its exposure to foreign exchange and interest rate risks arising from operational, financing and investment activities. The group does not speculate in derivative financial instruments. Derivatives that do not qualify for hedge accounting are accounted for as financial assets at fair value through profit or loss and the group has not applied hedge accounting in the current or comparative period.

### Offsetting of financial assets and financial liabilities

Financial assets and financial liabilities are offset when there is both an intention to settle on a net basis or to realise the asset and settle the liability simultaneously and a legal right to offset exists.

### Issued debt and equity financial instruments

The components of compound issued financial instruments are accounted for separately, with the liability component separated first at its fair value and any residual amount being allocated to the equity component.

Equity instruments include share capital and share premium. Equity instruments issued by subsidiaries of Coronation and not held by the group are recorded as non-controlling interests on the statement of financial position.

Equity instruments are initially measured net of directly attributable issue costs.

Treasury shares represent issued equity of Coronation repurchased by a group company and which have not been cancelled. Treasury shares are deducted from shareholders' equity and represent the purchase consideration, including directly attributable costs. Where treasury shares are subsequently sold or reissued, net proceeds received are included in shareholders' equity.

Dividends on ordinary shares are recognised as a deduction from equity in the period in which they are declared to the shareholders.

## IMPAIRMENT OF FINANCIAL ASSETS

The company assesses at each reporting date whether there is any objective evidence that a financial asset or group of financial assets, excluding financial assets at fair value through profit or loss, is impaired. A financial asset is considered to be impaired if objective evidence indicates that one or more events have occurred that have a negative effect on the estimated future cash flows of that asset.

### Assets measured at amortised cost

The company first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant, and individually or collectively for financial assets that are not individually significant. If it is determined that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, the asset is included in a group of financial assets with similar credit risk characteristics and that group is collectively assessed for impairment. Assets that are individually assessed for impairment and for which an impairment loss is or continues to be recognised are not included in a collective assessment of impairment.

An impairment loss in respect of a financial asset measured at amortised cost is calculated as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding credit losses that have not been incurred) discounted at the financial asset's original effective interest rate. The carrying amount of the asset is reduced either directly or through use of an allowance account. The impairment loss is recognised in profit or loss.

If, in a subsequent period, the amount of impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed. Any subsequent reversal of an impairment loss is recognised in profit or loss, to the extent that the carrying value of the asset does not exceed its amortised cost at the reversal date.

### Available-for-sale financial assets

If an available-for-sale financial asset is impaired, an amount comprising the difference between its cost (net of any principal payment and amortisation, where relevant) and its current value, less any impairment loss previously recognised in profit or loss, is transferred from other comprehensive income to profit or loss. Reversals of impairment in respect of equity instruments classified as available-for-sale are recognised directly in other comprehensive income.

Reversals of impairment losses on available-for-sale debt instruments are recognised in profit or loss, if the increase in fair value of the instrument can be objectively related to an event occurring after the impairment loss was recognised in profit or loss.

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## ACCOUNTING POLICIES

FOR THE YEAR ENDED 30 SEPTEMBER 2012 CONTINUED

### EQUIPMENT

Equipment is measured at cost less accumulated depreciation and impairment losses. Cost includes expenditure that is directly attributable to the acquisition of the asset. Purchased software that is integral to the functionality of the equipment is capitalised as part of the equipment. When parts of an item of equipment have different useful lives, they are accounted for as separate items (major components) of equipment.

Depreciation is provided on the depreciable amount of each component on a straight-line basis over the estimated useful life of the component. The depreciable amount related to each component is determined as the difference between the cost and the residual value of the component. The residual value is the estimated amount, net of disposal costs that the group would currently obtain from the disposal of a component of similar age and condition as expected at the end of its useful life. The residual values, estimated useful lives and depreciation methods of equipment are reassessed at each reporting date.

The estimated depreciation rates for each class of equipment for the current and comparative periods are as follows:

|                          |           |
|--------------------------|-----------|
| – Computer equipment     | 33% – 50% |
| – Furniture and fittings | 10% – 20% |
| – Office equipment       | 20%       |

Leasehold improvement depreciation rates are determined by reference to the appropriate useful life of its separate components, limited to the period of the operating lease.

Routine maintenance of assets are expensed as incurred. Subsequent expenditure is only capitalised if it is probable that future economic benefits associated with the item will flow to the group.

The carrying amount of an item of equipment is derecognised on disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss on derecognition, determined as the difference between the net disposal proceeds and the carrying amount of the item, is recognised in profit or loss when the item is derecognised.

### IMPAIRMENT OF NON-FINANCIAL ASSETS

At each reporting date the group assesses whether there is any indication that an asset (excluding deferred tax assets) may be impaired. The recoverable amount, being the higher of fair value less costs to sell and value in use, is determined for any asset for which an indication of impairment is identified. For goodwill and intangible assets that have indefinite lives or that are not yet available for use, the recoverable amount is estimated at each reporting date. If the recoverable amount of an asset is less than its carrying value, the carrying value of the asset is reduced to its recoverable amount.

For the purpose of impairment testing, assets are grouped together into the smallest group of assets that generate cash flows from continuing use that are largely independent of cash inflows of other assets or groups of assets (the 'cash-generating unit'). An impairment loss is recognised if the carrying amount of an asset or its cash-generating unit exceeds its estimated recoverable amount.

Impairment losses are recognised as an expense in profit or loss in the period in which they are identified. An impairment loss in respect of goodwill is not reversed. In respect of other assets, reversal of impairment losses is recognised in profit or loss in the period in which the reversal is identified, to the extent that the asset is not increased to a carrying value higher than it would have been had no impairment loss been recognised for the asset in prior years.

### LEASES

Leases in terms of which the group as the lessee assumes substantially all the risks and rewards of ownership are classified as finance leases. Other leases are operating leases.

Payments made under operating leases are recognised in profit or loss on a straight-line basis over the term of the lease. Lease incentives are recognised in profit or loss on a straight-line basis over the term of the lease as an integral part of the total lease expense.

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## INTANGIBLE ASSETS AND GOODWILL

### Goodwill

All business combinations are accounted for by applying the purchase method. Goodwill represents amounts arising on acquisition of subsidiaries and associates. In respect of business acquisitions that have occurred since 1 October 2005, goodwill represents the difference between the cost of the acquisition and the fair value of the net identifiable assets acquired.

In respect of acquisitions prior to this date, goodwill is included on the basis of its deemed cost, which represents the amount recorded under previous SA GAAP.

Goodwill is stated at cost less any accumulated impairment losses. Goodwill is allocated to cash-generating units and is not amortised but is tested annually for impairment. In respect of equity-accounted investees, the carrying amount of goodwill is included in the carrying amount of the investment in the equity-accounted investee.

A gain on a bargain purchase arising on an acquisition is recognised directly in profit or loss.

### Intangible assets

Intangible assets that are acquired by the group are stated at cost less accumulated amortisation and impairment losses.

Expenditure on internally generated goodwill and brands is recognised in profit or loss as an expense as incurred.

### Subsequent expenditure

Subsequent expenditure on capitalised intangible assets is capitalised only when it increases the future economic benefits embodied in the specific asset to which it relates. All other expenditure is expensed as incurred.

### Amortisation

Amortisation is charged to profit or loss on a straight-line basis over the estimated useful lives of intangible assets, unless such lives are indefinite, from the date they are available for use.

### Derecognition

An intangible asset is derecognised on disposal or when no future economic benefits are expected from its use or disposal.

## EMPLOYEE BENEFITS

### Short-term employee benefits

The cost of all short-term employee benefits is recognised as an expense during the period in which the employee renders the related service. The accrual for employee entitlements to remuneration and annual leave represents the amount which the group has a present obligation to pay as a result of employees' services provided by the reporting date. These accruals have been calculated at undiscounted amounts based on current salary rates.

### Defined contribution plans

A defined contribution plan is a benefit plan under which an entity pays fixed contributions into a separate legal entity and will have no legal or constructive obligation to pay further amounts. Contributions to defined contribution plans are recognised as an expense in profit or loss as incurred.

### Share-based payment transactions with employees

The group engages in equity-settled share-based payment transactions in respect of services received from employees.

The fair value of the services received in respect of equity-settled share-based payment transactions is determined by reference to the fair value of the shares or share options on the grant date to the employee. The cost of the share-based payment is recognised as an expense, with a corresponding increase in equity, over the vesting period of the grant. The amount recognised as an expense is adjusted to reflect the actual number of instruments that are expected to vest.

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## ACCOUNTING POLICIES

FOR THE YEAR ENDED 30 SEPTEMBER 2012 CONTINUED

The increase in equity arising on the recognition of the share-based payments expense is recorded in the share-based payments reserve. Subsequently, once the transaction which gave rise to the initial expense has reached its conclusion, the portion of the share-based payments reserve which arose as a result of that particular transaction is transferred to retained earnings.

The grant date fair value measurement is based on option pricing models, taking into account the risk-free interest rate, volatility of the underlying equity instrument, expected dividends, share price as at grant date and any market-based performance conditions attaching to the grant.

### PROVISIONS, CONTINGENT LIABILITIES AND CONTINGENT ASSETS

Provisions are liabilities of uncertain timing or amount, and are recognised if, as a result of a past event, the group has created a legal or constructive obligation that can be estimated reliably and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the liability. Contingent assets and contingent liabilities are not recognised.

### REVENUE

Revenue from fund management activities comprises fund management fees, service fees and initial charges.

Revenue from services rendered is recognised in profit or loss in proportion to the stage of completion of the transaction at the reporting date. The stage of completion is determined by reference to services rendered in terms of the relevant agreements.

Performance fee income is included in management fee income and is recognised as and when the group is unconditionally entitled to the revenue and no contingency with respect to future performance exists.

Revenue is measured at the fair value of the consideration received or receivable, net of value added tax and rebates.

### Financial and other income

Financial income comprises interest and dividend income. Other income comprises realised and unrealised profits and losses on disposal or gains or losses on revaluation of financial assets, realised and unrealised foreign exchange gains and losses and other sundry income.

Interest income is recognised in profit or loss as it accrues, using the effective interest method. Dividend income is recognised in profit or loss on the date the entity's right to receive payment is established.

### EXPENSES

#### Finance expense

Finance expense comprises interest payable on borrowings calculated using the effective interest method.

#### Income tax expense

Income tax on the profit or loss for the year comprises current and deferred tax. Income tax is recognised in profit or loss unless the underlying transaction is recognised elsewhere, in which case the related tax is also.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantively enacted at the reporting date, and any adjustment to tax payable in respect of previous years.

Deferred tax is recognised in respect of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. The following temporary differences are not provided for: initial recognition of goodwill not deductible for tax purposes; the initial recognition of assets or liabilities in a transaction that is not a business combination that affect neither accounting nor taxable profit; and differences relating to investments in subsidiaries and associates to the extent that the company is able to control the timing of the reversal of the temporary differences and it is probable that the temporary differences will not reverse in the foreseeable future. The amount of deferred tax provided is based on the expected manner of realisation or settlement of the carrying amount of assets and liabilities, using tax rates enacted or substantively enacted at the reporting date.

Deferred tax assets and liabilities are offset if there is a legally enforceable right to offset current tax assets and liabilities, and they relate to income taxes levied by the same tax authority on the same taxable entity, or different tax entities, but they intend to settle current tax assets and liabilities on a net basis or their tax assets and liabilities will be realised simultaneously.

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A deferred tax asset is recognised only to the extent that it is probable that future taxable profits will be available against which the asset can be utilised. Deferred tax assets are reviewed at the end of each reporting period and are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

Additional income taxes that arise from the distribution of dividends – secondary tax on companies (STC) – are recognised as an expense at the same time as the liability to pay the related dividend is recognised. Deferred tax assets are recognised in respect of unutilised STC credits that are expected to be utilised in the foreseeable future.

Effective 1 April 2012, STC is no longer applicable. STC has been replaced by dividends withholding tax, which is a tax on the shareholders as opposed to the company.

## EARNINGS PER SHARE

The group presents basic, diluted and headline earnings per share data for its ordinary shares. Basic earnings per share is based on profit or loss attributable to ordinary shareholders and calculated on the weighted average number of ordinary shares in issue during the period. Diluted earnings per share is determined by adjusting the profit or loss attributable to ordinary shareholders and the weighted average number of ordinary shares outstanding for the effects of all dilutive potential ordinary shares, which comprise convertible cumulative redeemable preference shares and share options granted to employees.

Headline and diluted headline earnings per share is calculated in accordance with circular 3/2012 issued by the South African Institute of Chartered Accountants.

## SEGMENT REPORTING

An operating segment is a component of the group that engages in business activities from which it may earn revenues and incur expenses, including revenues and expenses that relate to transactions with any of the group's other components. An operating segment's operating results are reviewed regularly by the executive committee to make decisions about resources to be allocated to the segment and assess its performance, and for which discrete financial information is available. Segment results that are reported to the executive committee include items directly attributable to a segment as well as those that can be allocated on a reasonable basis. Segment capital expenditure is the total cost incurred during the period to acquire property, plant and equipment, and intangible assets other than goodwill.

## BLACK ECONOMIC EMPOWERMENT TRANSACTIONS

### Transaction recognition criteria

In circumstances where a portion of the equity in a subsidiary company is disposed of and serves as security for the funding of the proceeds receivable, the accounting recognition of the disposal of such shares in the group financial statements is deferred until the funding, subject to the security of the equity sold, has been fully repaid.

### Share-based payment transactions

The scope of IFRS 2 Share-based Payment (IFRS 2) includes the group's B-BBEE ownership initiatives in accordance with international interpretations in this regard. Where goods or services are received from black economic empowerment partners as consideration for equity instruments of the group, then these transactions are accounted for in terms of IFRS 2, even when the goods and services cannot be specifically identified.

## MANAGED FUNDS AND TRUST ACTIVITIES

Certain companies within the group operate unit trusts and hold and invest funds on behalf of clients. Assets and liabilities representing such activities are not reflected on the statement of financial position, as these relate directly to clients. The value of these items are disclosed in the notes. Income from these activities is brought to account over the period to which the service relates.

## KEY MANAGEMENT ASSUMPTIONS

The preparation of financial statements in conformity with IFRS, requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgements about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The valuation of unlisted investments is the principal area of judgement applied in the preparation of these financial statements.

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# ACCOUNTING POLICIES

## FOR THE YEAR ENDED 30 SEPTEMBER 2012 CONTINUED

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

Key areas in which judgement is applied include:

- Valuation of the share-based payment expense where inputs are based on observable market inputs, adjusted for factors that specifically apply to the transaction and recognising market volatility (refer note 6).

### IFRS, AMENDMENTS AND IFRIC INTERPRETATIONS ISSUED BUT NOT YET EFFECTIVE

The following IFRS and amendments, that are relevant to the Group, have been issued but are not yet effective for the period under review. The Group will adopt these no later than their effective dates, to the extent that they are applicable to its activities:

#### ■ IFRS 7: *Financial Instruments: Disclosures (Amendments)*

*Effective for annual periods beginning on or after 1 January 2013*

These amendments require an entity to disclose information about the rights of set-off and related arrangements. These disclosures would provide users with information that is useful in evaluating the effect of netting off arrangements on the group's financial position. The new disclosures are required for all recognised financial instruments that are set off in accordance with IAS 32 Financial Instruments: Presentation. The disclosures also apply to recognised financial instruments that are subject to an enforceable master netting arrangement or 'similar agreement', irrespective of whether they are set off in accordance with IAS 32.

#### ■ IFRS 9: *Financial Instruments: Classification and Measurement*

*Effective for annual periods beginning on or after 1 January 2015*

The chapters regarding classification and measurement of financial instruments have been issued by the International Accounting Standards Board (IASB). This phase of the new standard will have an impact on the classification and measurement of financial assets and a change in reporting regarding financial liabilities designated at fair value through profit or loss using the fair value option.

#### ■ IFRS 10: *Consolidated Financial Statements*

*Effective for annual periods beginning on or after 1 January 2013*

IFRS 10 Consolidated Financial Statements establishes a single control model that applies to all entities (including 'special purpose entities', or 'structured entities' as they are now referred to in the new standards). The changes introduced by IFRS 10 will require management to exercise significant judgement to determine which entities are controlled and therefore consolidated by a parent when compared with the requirements of IAS 27. Application of IFRS 10 will require management to review the existing group structure to assess whether control still exists for entities controlled in terms of IAS 27. Additionally, because the definition of control is wider and not just based on equity ownership, additional entities and investment vehicles may be required to be consolidated.

Clarity was also provided in that an entity would not be required to adjust the previous accounting for its involvement with entities if the consolidation conclusion reached at the date of initial application is the same when applying IAS 27/SIC-12 and when applying IFRS 10.

#### ■ IFRS 12: *Disclosure of Interests in Other Entities*

*Effective for annual periods beginning on or after 1 January 2013*

IFRS 12 Disclosure of Interests in Other Entities includes all of the disclosures that were previously in IAS 27 related to consolidated financial statements, as well as all of the disclosures that were previously included in IAS 31 and IAS 28. A number of new disclosures are also required. One of the most significant changes introduced by IFRS 12 is that an entity is now required to disclose the judgements made to determine whether it controls another entity.

#### ■ IFRS 13: *Fair Value Measurement*

*Effective for annual periods beginning on or after 1 January 2013*

By publishing IFRS 13 Fair Value Measurement, the IASB established a single source of guidance under IFRS for all fair value measurements. IFRS 13 does not change when an entity is required to use fair value, but rather provides guidance on how to measure fair value under IFRS when fair value is required or permitted by IFRS. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The definition of fair value may have changed, but in many cases the principles for determining fair value remain unchanged. The effects of applying IFRS 13 are likely to vary by entity, and for some entities, the effects could be significant. The disclosure requirements are substantial and could present challenges for many entities.

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■ **IAS 1: Presentation of Financial Statements (Amended)**

*Effective for annual periods beginning on or after 1 July 2012*

The IASB issued amendments to IAS 1 Presentation of Financial Statements on the presentation of other comprehensive income (OCI). The amendments to IAS 1 change the grouping of items presented in OCI. Items that could be reclassified (or 'recycled') to profit or loss at a future point in time (for example, upon derecognition or settlement) would be presented separately from items which will never be reclassified. For example, OCI items that can be reclassified into profit or loss include foreign exchange gains and losses arising from translations of financial statements of a foreign operation.

Although the change in presentation of OCI is relatively minor with respect to the overall financial statements, it could allow financial statement users to more easily identify the potential impact that OCI items may have on future profit or loss.

■ **IAS 19: Employee Benefits (Amended)**

*Effective for annual periods beginning on or after 1 January 2013*

Numerous changes and clarifications to IAS 19 Employee Benefits have been issued. Short and long-term benefits will now be distinguished based on the expected timing of settlement, rather than employee entitlement. The classification of the leave pay provision will need to be considered from the perspective of when the employees intend to take their leave. If leave is expected to be taken during a period after 12 months of rendering the related service, the leave benefit is another long-term employee benefit. This revised standard will thus impact how the group accounts for and discloses leave pay provisions.

■ **IAS 32: Offsetting Financial Assets and Liabilities (Amended)**

*Effective for annual periods beginning on or after 1 January 2014*

These amendments clarify the meaning of 'currently has a legally enforceable right to set-off'. The amendments also clarify the application of the IAS 32 offsetting criteria to settlement systems (such as central clearing house systems) which apply gross settlement mechanisms that are not simultaneous. The amendments also clarify that rights of set-off must not be contingent on a future event.

■ **Annual Improvements to IFRS (issued May 2012)**

The International Accounting Standards Board (IASB) has issued the Annual Improvements to IFRSs – 2009 – 2011 Cycle which is an omnibus of six amendments to its standards, affecting five standards. The amendments are effective for periods beginning on or after 1 January 2013. In most instances, the adoption of these amendments will result in minor revisions to accounting policies and disclosures, but will not have any significant impact on the financial position or performance of the Group. Attention is, however, drawn to the improvement to IAS 1: Presentation of Financial Statements which may impact the Group in the future.

■ **IAS 1: Presentation of Financial Statements**

This amendment requires notes to the financial statements when additional comparative periods are voluntarily presented. Entities that present two comparative periods would be required to provide supporting notes for all periods presented. However, when voluntary comparative information is presented, it does not need to be a complete set of financial statements. The information may consist of one or more statements. Also, the amendment requires if entities are required to present a third balance sheet then, but supporting notes for the opening balance sheet are not required. This additional balance sheet provides users of the financial statements with a starting point to understand the impact of the change.

Various other IFRS, amendments and IFRIC interpretations that have been issued and are not yet effective have not been disclosed by the Group, as they are not applicable to its activities.

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

FOR THE YEAR ENDED 30 SEPTEMBER 2012

|  | Note | 2012<br>R'000      | 2011<br>R'000 |
|--|------|--------------------|---------------|
| <b>Fund management activities</b>  |      |                    |               |
| <b>Revenue</b>   | 2    | <b>1 975 256</b>   | 1 725 910     |
| <b>Financial income</b>  |      | <b>20 768</b>      | 33 670        |
| Finance and dividend income  | 3.1  | 17 966             | 12 263        |
| Other income   | 4    | 2 802              | 21 407        |
| <b>Operating expenses</b>  | 5    | <b>(1 016 479)</b> | (838 056)     |
| Share-based payment expense  | 6    | (3 239)            | (4 856)       |
| Other expenses   |      | (1 013 240)        | (833 200)     |
| <b>Finance expense</b>   | 3.2  | <b>(4 765)</b>     | (5 262)       |
| <b>Share of profit of equity-accounted investees</b>   | 11   | <b>4 180</b>       | 2 365         |
| <b>Profit from fund management</b>   |      | <b>978 960</b>     | 918 627       |
| <b>Income attributable to policyholder linked assets and investment partnerships</b>           |      | <b>42 889</b>      | 19 518        |
| Net fair value gains on policyholder and investment partnership financial instruments          | 13   | 57 866             | 34 431        |
| Administration expenses borne by policyholders and investors in investment partnerships        | 14   | (14 977)           | (14 913)      |
| <b>Profit before income tax</b>  |      | <b>1 021 849</b>   | 938 145       |
| <b>Income tax expense</b>  | 7    | <b>(337 794)</b>   | (314 295)     |
| Taxation on shareholder profits  | 7    | (294 905)          | (294 777)     |
| Taxation on policyholder investment contracts  | 7    | (42 889)           | (19 518)      |
| <b>Profit for the year</b>   |      | <b>684 055</b>     | 623 850       |
| <b>Other comprehensive income</b>  |      |                    |               |
| Foreign currency translation differences for foreign operations                                |      | 217                | 20 627        |
| Net change in fair value of available-for-sale financial assets                                |      | 3 134              | (737)         |
| Net change in fair value of available-for-sale financial assets reclassified to profit or loss |      | (71)               | –             |
| <b>Other comprehensive income for the period</b>   |      | <b>3 280</b>       | 19 890        |
| <b>Total comprehensive income for the year</b>   |      | <b>687 335</b>     | 643 740       |
| <b>Profit attributable to:</b>   |      |                    |               |
| – equity holders of the company  |      | 684 090            | 623 977       |
| – non-controlling interest   |      | (35)               | (127)         |
| <b>Profit for the year</b>   |      | <b>684 055</b>     | 623 850       |
| <b>Total comprehensive income attributable to:</b>   |      |                    |               |
| – equity holders of the company  |      | 687 370            | 643 867       |
| – non-controlling interest   |      | (35)               | (127)         |
| <b>Total comprehensive income for the year</b>   |      | <b>687 335</b>     | 643 740       |
| <b>Earnings per share (cents)</b>  |      |                    |               |
| – basic  | 8    | 217.3              | 192.4         |
| – diluted  | 8    | 197.8              | 181.3         |



# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

AS AT 30 SEPTEMBER 2012

|   | Note | 2012<br>R'000     | 2011<br>R'000     |
|---|------|-------------------|-------------------|
| <b>Assets</b>   |      |                   |                   |
| Intangible assets   | 9    | 1 087 772         | 1 087 772         |
| Equipment   | 10   | 13 131            | 14 839            |
| Investments in equity-accounted investees   | 11   | 32 779            | 31 338            |
| Deferred tax asset  | 12   | 6 015             | 8 069             |
| Investments backing policyholder funds and investments held through investment partnerships                     | 13   | 53 669 044        | 31 566 179        |
| Investment securities   | 15.2 | 111 911           | 28 467            |
| Trade and other receivables   |      | 321 049           | 242 450           |
| Cash and cash equivalents   |      | 426 120           | 393 169           |
| <b>Total assets</b>   |      | <b>55 667 821</b> | <b>33 372 283</b> |
| <b>Liabilities</b>  |      |                   |                   |
| Interest-bearing borrowing  | 16   | –                 | 42 800            |
| Deferred tax liabilities  | 12   | 30 913            | 18 629            |
| Policyholder investment contract liabilities and liabilities to holders of interests in investment partnerships | 14   | 53 638 780        | 31 547 550        |
| Income tax payable  |      | 13 157            | 9 860             |
| Trade and other payables  |      | 509 577           | 361 916           |
| <b>Total liabilities</b>  |      | <b>54 192 427</b> | <b>31 980 755</b> |
| <b>Net assets</b>   |      | <b>1 475 394</b>  | <b>1 391 528</b>  |
| <b>Equity</b>   |      |                   |                   |
| Share capital and premium   | 17   | 255 907           | 255 907           |
| Retained earnings   |      | 1 070 304         | 992 922           |
| Reserves  |      | 147 471           | 140 952           |
| Total equity attributable to equity holders of the company  |      | 1 473 682         | 1 389 781         |
| Non-controlling interest  |      | 1 712             | 1 747             |
| <b>Total equity</b>   |      | <b>1 475 394</b>  | <b>1 391 528</b>  |

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

FOR THE YEAR ENDED 30 SEPTEMBER 2012

|   | Share capital<br>R'000 | Share premium<br>R'000 | Foreign currency translation reserve<br>R'000 |
|---|------------------------|------------------------|---|
| <b>Balance at 30 September 2010</b>                         | 31                     | 255 876                | 419   |
| <b>Total comprehensive income for the year</b>              |                        |                        |   |
| Profit for the year   |                        |                        |   |
| <b>Other comprehensive income</b>                           |                        |                        |   |
| Currency translation differences                            |                        |                        | 20 627  |
| Revaluation of available-for-sale financial assets          |                        |                        |   |
| – Net change in fair value                                  |                        |                        |   |
| Total other comprehensive income                            |                        |                        | 20 627  |
| <b>Total comprehensive income for the year</b>              | –                      | –                      | 20 627  |
| <b>Transactions with owners recorded directly in equity</b> |                        |                        |   |
| Share-based payments  |                        |                        |   |
| Transfer to retained earnings                               |                        |                        |   |
| Dividends paid  |                        |                        |   |
| Imvula units acquired by the Imvula Trust                   |                        |                        |   |
| Shares issued   |                        |                        |   |
| Loss of control of subsidiary                               |                        |                        |   |
| Increase in equity of subsidiary                            |                        |                        |   |
| Total transactions with owners                              | –                      | –                      | –   |
| <b>Balance at 30 September 2011</b>                         | 31                     | 255 876                | 21 046  |
| <b>Total comprehensive income for the year</b>              |                        |                        |   |
| Profit for the year   |                        |                        |   |
| <b>Other comprehensive income</b>                           |                        |                        |   |
| Currency translation differences                            |                        |                        | 217   |
| Revaluation of available-for-sale financial assets          |                        |                        |   |
| – Net change in fair value                                  |                        |                        |   |
| – Reclassified to profit or loss on disposal                |                        |                        |   |
| Total other comprehensive income                            |                        |                        | 217   |
| <b>Total comprehensive income for the year</b>              | –                      | –                      | 217   |
| <b>Transactions with owners recorded directly in equity</b> |                        |                        |   |
| Share-based payments  |                        |                        |   |
| Dividends paid  |                        |                        |   |
| Imvula units acquired by the Imvula Trust                   |                        |                        |   |
| Total transactions with owners                              | –                      | –                      | –   |
| <b>Balance at 30 September 2012</b>                         | 31                     | 255 876                | 21 263  |

| Retained earnings<br>R'000 | Share-based<br>payment<br>reserve<br>R'000 | Revaluation<br>reserve<br>R'000 | Issued capital<br>and reserves<br>attributable to<br>equity holders<br>of the company<br>R'000 | Non-<br>controlling<br>interest<br>R'000 | Total<br>equity<br>R'000 |
|----------------------------|--|---------------------------------|--|--|--------------------------|
| 866 019                    | 113 559                                    | 2 539                           | 1 238 443  | 10 702                                   | 1 249 145                |
| 623 977                    |  |                                 | 623 977  | (127)                                    | 623 850                  |
|                            |  |                                 | 20 627   |  | 20 627                   |
|                            |  | (737)                           | (737)  |  | (737)                    |
|                            |  | (737)                           | (737)  |  | (737)                    |
|                            |  | (737)                           | 19 890   |  | 19 890                   |
| 623 977                    | –  | (737)                           | 643 867  | (127)                                    | 643 740                  |
|                            | 4 856                                      |                                 | 4 856  |  | 4 856                    |
| 311                        | (311)                                      |                                 | –  |  | –                        |
| (495 111)                  |  |                                 | (495 111)  | (103)                                    | (495 214)                |
| (2 274)                    |  |                                 | (2 274)  |  | (2 274)                  |
|                            |  |                                 | –  |  | –                        |
|                            |  |                                 |  | (9 425)                                  | (9 425)                  |
|                            |  |                                 |  | 700                                      | 700                      |
| (497 074)                  | 4 545                                      | –                               | (492 529)  | (8 828)                                  | (501 357)                |
| 992 922                    | 118 104                                    | 1 802                           | 1 389 781  | 1 747                                    | 1 391 528                |
| <b>684 090</b>             |  |                                 | <b>684 090</b>   | <b>(35)</b>                              | <b>684 055</b>           |
|                            |  |                                 | <b>217</b>   |  | <b>217</b>               |
|                            |  | <b>3 063</b>                    | <b>3 063</b>   |  | <b>3 063</b>             |
|                            |  | <b>3 134</b>                    | <b>3 134</b>   |  | <b>3 134</b>             |
|                            |  | <b>(71)</b>                     | <b>(71)</b>  |  | <b>(71)</b>              |
|                            |  | <b>3 063</b>                    | <b>3 280</b>   |  | <b>3 280</b>             |
| <b>684 090</b>             | –  | <b>3 063</b>                    | <b>687 370</b>   | <b>(35)</b>                              | <b>687 335</b>           |
|                            | <b>3 239</b>                               |                                 | <b>3 239</b>   |  | <b>3 239</b>             |
| <b>(605 680)</b>           |  |                                 | <b>(605 680)</b>   | –  | <b>(605 680)</b>         |
| <b>(1 028)</b>             |  |                                 | <b>(1 028)</b>   |  | <b>(1 028)</b>           |
| <b>(606 708)</b>           | <b>3 239</b>                               | –                               | <b>(603 469)</b>   | –  | <b>(603 469)</b>         |
| <b>1 070 304</b>           | <b>121 343</b>                             | <b>4 865</b>                    | <b>1 473 682</b>   | <b>1 712</b>                             | <b>1 475 394</b>         |

# CONSOLIDATED STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED 30 SEPTEMBER 2012

|   | Note | 2012<br>R'000    | 2011<br>R'000 |
|---|------|------------------|---------------|
| <b>Cash flows from operating activities</b>               |      |                  |               |
| Profit for the year                                       |      | 684 055          | 623 850       |
| Income tax expense  |      | 337 794          | 314 295       |
| Non-cash and other adjustments                            | 22   | (18 482)         | (12 598)      |
| <b>Operating profit before changes in working capital</b> |      | <b>1 003 367</b> | 925 547       |
| <b>Working capital changes</b>                            |      |                  |               |
| Increase in trade and other receivables                   |      | (77 299)         | (13 933)      |
| Increase in trade and other payables                      |      | 147 661          | 24 294        |
| <b>Cash generated from operations</b>                     |      | <b>1 073 729</b> | 935 908       |
| Interest paid   |      | (6 065)          | (6 773)       |
| Income taxes paid   |      | (320 159)        | (314 718)     |
| <b>Net cash from operating activities</b>                 |      | <b>747 505</b>   | 614 417       |
| <b>Cash flows from investing activities</b>               |      |                  |               |
| Finance and dividend income                               | 3.1  | 17 966           | 12 263        |
| Conversion of subsidiary to associate                     |      | –                | (1 305)       |
| Acquisition of equipment                                  |      | (5 563)          | (6 991)       |
| Purchase of investment securities                         |      | (77 666)         | (930)         |
| <b>Net cash from investing activities</b>                 |      | <b>(65 263)</b>  | 3 037         |
| <b>Cash flows from financing activities</b>               |      |                  |               |
| Repayment of interest-bearing borrowings                  |      | (42 800)         | (39 200)      |
| Imvula units repurchased and cancelled                    |      | (1 028)          | (2 274)       |
| Dividends paid  |      | (605 680)        | (495 351)     |
| Decrease in non-controlling interest                      |      | –                | (8 725)       |
| <b>Net cash from financing activities</b>                 |      | <b>(649 508)</b> | (545 550)     |
| Increase in cash and cash equivalents                     |      | 32 734           | 71 904        |
| Cash and cash equivalents at beginning of year            |      | 393 169          | 300 638       |
| Effect of exchange rate fluctuations on cash held         |      | 217              | 20 627        |
| <b>Cash and cash equivalents at end of year</b>           |      | <b>426 120</b>   | 393 169       |

The cash flows above represent cash and cash equivalents of shareholders and exclude policyholder cash and cash equivalents. Cash and cash equivalents of policyholders can only be used for policyholder investment activities and are disclosed as *Deposits at financial institutions* in note 13.

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# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE YEAR ENDED 30 SEPTEMBER 2012

## 1 Operating segments

Segment information is presented in respect of the group's operating segments based on geographical areas.

Inter-segment pricing is determined on an arm's length basis.

Segment results, assets and liabilities include items directly attributable to a segment as well as those that can be allocated on a reasonable basis. Segment capital expenditure is the total cost incurred during the year to acquire segment assets that are expected to be used for more than one period.

In presenting information on the basis of geographical areas, segment revenue is based on the geographical location of the investment manager. Segment assets are based on the geographical location of the assets. The group comprises Africa and International operations.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE YEAR ENDED 30 SEPTEMBER 2012 CONTINUED

|   | Africa           |               | International   |               | Group              |               |
|---|------------------|---------------|-----------------|---------------|--------------------|---------------|
|   | 2012<br>R'000    | 2011<br>R'000 | 2012<br>R'000   | 2011<br>R'000 | 2012<br>R'000      | 2011<br>R'000 |
| <b>1 Operating segments (continued)</b>   |                  |               |                 |               |                    |               |
| <b>1.1 Segment report</b>   |                  |               |                 |               |                    |               |
| <b>Fund management</b>  |                  |               |                 |               |                    |               |
| <b>Segment external revenue</b>   | <b>1 642 811</b> | 1 531 729     | <b>332 445</b>  | 194 181       | <b>1 975 256</b>   | 1 725 910     |
| <b>Segment operating expenses</b>   | <b>(942 158)</b> | (770 937)     | <b>(74 321)</b> | (67 119)      | <b>(1 016 479)</b> | (838 056)     |
| Share-based payment expense   | <b>(3 239)</b>   | (4 856)       | –               | –             | <b>(3 239)</b>     | (4 856)       |
| Other expenses  | <b>(938 919)</b> | (766 081)     | <b>(74 321)</b> | (67 119)      | <b>(1 013 240)</b> | (833 200)     |
| <b>Segment result</b>   | <b>700 653</b>   | 760 792       | <b>258 124</b>  | 127 062       | <b>958 777</b>     | 887 854       |
| <b>Segment financial income</b>   | <b>22 962</b>    | 33 322        | <b>(2 194)</b>  | 348           | <b>20 768</b>      | 33 670        |
| Finance and dividend income   | <b>17 710</b>    | 12 235        | <b>256</b>      | 28            | <b>17 966</b>      | 12 263        |
| Other income/(expense)  | <b>5 252</b>     | 21 087        | <b>(2 450)</b>  | 320           | <b>2 802</b>       | 21 407        |
| <b>Segment finance expense</b>  | <b>(4 745)</b>   | (5 244)       | <b>(20)</b>     | (18)          | <b>(4 765)</b>     | (5 262)       |
| <b>Share of profit of equity-accounted investees</b>                                    | <b>4 180</b>     | 2 365         | –               | –             | <b>4 180</b>       | 2 365         |
| <b>Segment income from fund management</b>  | <b>723 050</b>   | 791 235       | <b>255 910</b>  | 127 392       | <b>978 960</b>     | 918 627       |
| <b>Income attributable to policyholder linked assets and investment partnerships</b>    | <b>42 889</b>    | 19 518        | –               | –             | <b>42 889</b>      | 19 518        |
| Net fair value gains on policyholder and investment partnership financial instruments   | <b>57 866</b>    | 34 431        | –               | –             | <b>57 866</b>      | 34 431        |
| Administration expenses borne by policyholders and investors in investment partnerships | <b>(14 977)</b>  | (14 913)      | –               | –             | <b>(14 977)</b>    | (14 913)      |
| <b>Profit before income tax</b>   | <b>765 939</b>   | 810 753       | <b>255 910</b>  | 127 392       | <b>1 021 849</b>   | 938 145       |
| <b>Income tax expense</b>   | <b>(301 129)</b> | (299 280)     | <b>(36 665)</b> | (15 015)      | <b>(337 794)</b>   | (314 295)     |
| Taxation on shareholder profits   | <b>(258 240)</b> | (279 762)     | <b>(36 665)</b> | (15 015)      | <b>(294 905)</b>   | (294 777)     |
| Taxation on policyholder investment contracts   | <b>(42 889)</b>  | (19 518)      | –               | –             | <b>(42 889)</b>    | (19 518)      |
| <b>Profit for the year</b>  | <b>464 810</b>   | 511 473       | <b>219 245</b>  | 112 377       | <b>684 055</b>     | 623 850       |
| <b>Attributable to:</b>   |                  |               |                 |               |                    |               |
| – equity holders of the company   |                  |               |                 |               | <b>684 090</b>     | 623 977       |
| – non-controlling interest  |                  |               |                 |               | <b>(35)</b>        | (127)         |
| <b>Profit for the year</b>  |                  |               |                 |               | <b>684 055</b>     | 623 850       |

Inter-segment revenue is earned between the Africa and international segments and is eliminated on consolidation.

|   | Africa           |           | International  |         | Group               |            |
|---|------------------|-----------|----------------|---------|---------------------|------------|
|   | 2012             | 2011      | 2012           | 2011    | 2012                | 2011       |
|   | R'000            | R'000     | R'000          | R'000   | R'000               | R'000      |
| <b>1 Operating segments (continued)</b>   |                  |           |                |         |                     |            |
| <b>1.1 Segment report (continued)</b>   |                  |           |                |         |                     |            |
| Segment assets  | <b>671 394</b>   | 489 323   | <b>200 817</b> | 189 602 | <b>872 211</b>      | 678 925    |
| Intangible assets   |                  |           |                |         | <b>1 087 772</b>    | 1 087 772  |
| Investment in equity-accounted investee   |                  |           |                |         | <b>32 779</b>       | 31 338     |
| Deferred tax assets   |                  |           |                |         | <b>6 015</b>        | 8 069      |
| Investments backing policyholder funds<br>and investments held through<br>investment partnerships                     |                  |           |                |         | <b>53 669 044</b>   | 31 566 179 |
| <b>Total assets</b>   | <b>671 394</b>   | 489 323   | <b>200 817</b> | 189 602 | <b>55 667 821</b>   | 33 372 283 |
| Segment liabilities   | <b>452 725</b>   | 343 149   | <b>56 852</b>  | 61 567  | <b>509 577</b>      | 404 716    |
| Deferred tax liabilities  |                  |           |                |         | <b>30 913</b>       | 18 629     |
| Policyholder investment contract liabilities<br>and liabilities to holders of interests in<br>investment partnerships |                  |           |                |         | <b>53 638 780</b>   | 31 547 550 |
| Income tax payable  |                  |           |                |         | <b>13 157</b>       | 9 860      |
| <b>Total segment liabilities</b>  | <b>452 725</b>   | 343 149   | <b>56 852</b>  | 61 567  | <b>54 192 427</b>   | 31 980 755 |
| Capital expenditure   | <b>5 324</b>     | 6 284     | <b>182</b>     | 881     | <b>5 506</b>        | 7 165      |
| Depreciation  | <b>6 510</b>     | 5 438     | <b>769</b>     | 712     | <b>7 279</b>        | 6 150      |
|   | Segment revenue  |           | Segment assets |         | Capital expenditure |            |
|   | 2012             | 2011      | 2012           | 2011    | 2012                | 2011       |
|   | R'000            | R'000     | R'000          | R'000   | R'000               | R'000      |
| <b>Business divisions</b>   |                  |           |                |         |                     |            |
| Institutional   |                  |           |                |         |                     |            |
| – South Africa  | <b>817 281</b>   | 915 287   | <b>375 483</b> | 342 498 | <b>4 955</b>        | 2 992      |
| – Southern Africa other   | <b>34 507</b>    | 20 941    | <b>7 814</b>   | 2 913   | <b>73</b>           | 2 833      |
| Retail  | <b>791 023</b>   | 595 501   | <b>288 097</b> | 143 912 | <b>296</b>          | 459        |
| International   | <b>332 445</b>   | 194 181   | <b>200 817</b> | 189 602 | <b>182</b>          | 881        |
| <b>Group</b>  | <b>1 975 256</b> | 1 725 910 | <b>872 211</b> | 678 925 | <b>5 506</b>        | 7 165      |

#### Major customers

None of the group's customers individually represent revenue in excess of 10% of the group's total revenue.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE YEAR ENDED 30 SEPTEMBER 2012 CONTINUED

|  | 2012<br>R'000    | 2011<br>R'000 |
|--|------------------|---------------|
| <b>2 Revenue</b>   |                  |               |
| Management, performance and service fees   | <b>1 975 256</b> | 1 725 910     |
| Revenue comprises income earned from trust and other fiduciary activities undertaken by certain entities within the group. |                  |               |
| <b>3 Finance and dividend income and expenses</b>  |                  |               |
| <b>3.1 Finance and dividend income</b>   |                  |               |
| Finance income on available-for-sale financial assets  | <b>2 858</b>     | 3             |
| Finance income from loans and receivables  | <b>14 983</b>    | 12 214        |
| Dividend income on financial assets at fair value through profit or loss   | <b>125</b>       | 46            |
|  | <b>17 966</b>    | 12 263        |
| <b>3.2 Finance expenses</b>  |                  |               |
| Finance expense on interest-bearing borrowings   | <b>976</b>       | 4 187         |
| Finance expense on trade and other payables  | <b>3 789</b>     | 512           |
| Finance expense on bank overdraft  | <b>–</b>         | 563           |
|  | <b>4 765</b>     | 5 262         |
| <b>4 Other income</b>  |                  |               |
| Profit on disposal of available-for-sale financial assets  | <b>71</b>        | –             |
| Profit on disposal of equipment  | <b>7</b>         | 6             |
| Foreign exchange (losses)/gains  | <b>(1 825)</b>   | 301           |
| Revaluation of financial assets at fair value through profit or loss   | <b>2 644</b>     | –             |
| Gain on conversion of subsidiary to equity-accounted investee  | <b>–</b>         | 18 130        |
| Other sundry gains   | <b>1 905</b>     | 2 970         |
|  | <b>2 802</b>     | 21 407        |



|  | 2012<br>R'000  | 2011<br>R'000 |
|--|----------------|---------------|
| <b>5 Operating expenses</b>  |                |               |
| are stated after taking into account:  |                |               |
| Auditor's remuneration: audit fees   |                |               |
| – current financial year   | <b>1 733</b>   | 1 670         |
| – current year (borne by policyholders and investors in investment partnerships) | <b>154</b>     | 154           |
| – prior financial year   | <b>1 424</b>   | 1 788         |
| Fees for other services  | <b>62</b>      | 323           |
| Depreciation   | <b>7 279</b>   | 6 150         |
| Distribution expenses attributable to the group                                  | <b>221 013</b> | 124 414       |
| Fund administration services   | <b>69 061</b>  | 58 221        |
| Information technology and communication costs                                   | <b>29 272</b>  | 24 337        |
| Marketing expenses   | <b>46 450</b>  | 40 834        |
| Operating lease payments   | <b>12 368</b>  | 11 326        |
| Personnel expenses (including directors' emoluments)                             |                |               |
| – salaries and incentive compensation  | <b>542 018</b> | 499 761       |
| – provident fund contributions   | <b>18 284</b>  | 15 696        |
| – social security costs  | <b>3 123</b>   | 2 733         |
| – share-based payment expense  | <b>3 239</b>   | 4 856         |

Details of the directors' remuneration and their interests are disclosed in the directors' report on pages 6 – 8 and in notes 6 and 20.

#### **Coronation retirement fund**

All staff are members of a defined contribution provident fund, which is governed by the Pension Funds Act, No. 24 of 1956, as amended. No valuation is performed as the liability of the fund cannot exceed its assets. Other than ongoing contributions charged against income as incurred, the group has no further retirement benefit obligations.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE YEAR ENDED 30 SEPTEMBER 2012 CONTINUED

## 6 Share-based payment expense

### Share transactions

Coronation Investments and Trading Limited offered Coronation shares to employees of the group. The sale of shares is restricted while an employee is employed by Coronation. The compensation benefit which is required to be spread over the vesting period is approximated by the intrinsic value of the offer, being the difference between the market share price and the offer price on grant date.

#### 1 February 2005

|   |                                    |            |
|---|------------------------------------|------------|
| – Assumed employee turnover rate per annum            |                                    | 5%         |
| – Number of shares                                    |                                    | 11 193 336 |
| – Vesting period                                      | 31 January 2008 to 31 January 2010 |            |
| – Closing share price on grant date (cents per share) |                                    | 402        |
| – Offer price (cents per share)                       |                                    | 150        |
| – Restriction on sale while employed                  |                                    | one third  |

#### 1 April 2005

|   |                                |            |
|---|--------------------------------|------------|
| – Assumed employee turnover rate per annum            |                                | 5%         |
| – Number of shares                                    |                                | 13 600 000 |
| – Vesting period                                      | 15 April 2008 to 15 April 2010 |            |
| – Closing share price on grant date (cents per share) |                                | 395        |
| – Offer price (cents per share)                       |                                | 150        |
| – Restriction on sale while employed                  |                                | 13 600 000 |

|               |        |
|---------------|--------|
| <b>2012</b>   | 2011   |
| <b>Number</b> | Number |

Details of number of shares held during the year

|                           |                   |            |
|---------------------------|-------------------|------------|
| At beginning of year      | <b>24 793 336</b> | 24 987 782 |
| Forfeited during the year | –                 | –          |
| Exercised during the year | –                 | (194 446)  |
| At end of year            | <b>24 793 336</b> | 24 793 336 |

The model outputs and the expense recognised are in respect of completed service adjusted for non-market vesting conditions and actual employee turnover.

### B-BBEE transaction

Coronation established the Imvula Trust to facilitate its B-BBEE transactions. On 1 April 2005, the Imvula Trust acquired 10% of Coronation Investment Management (Pty) Ltd from Coronation. The acquisition consideration amounted to R147 million, based on a price per Coronation share of R3.85, and was funded by the issue of redeemable preference shares to a third party financier. The funding was guaranteed by Coronation and the Imvula Trust was consolidated into the group's financial statements.

The preference share funding was fully repaid during April 2012 and the guarantee over the debt has therefore fallen away. As a result the accounting treatment of the disposal of the Coronation Investment Management (Pty) Ltd shares was completed in April 2012 in Coronation's separate financial statements.

From the date of completion of the sale, Coronation has a right to call back the investment in Coronation Investment Management (Pty) Ltd in exchange for listed Coronation shares. This "right to receive subsidiary shares" is a financial asset and has been fair valued through profit or loss during the current year. It is anticipated that Coronation will exercise this right during the 2013 financial year.

A board of trustees was established to nominate the beneficiaries of the Imvula Trust who will, upon fulfilment of certain conditions, have an interest in the underlying shares held by the Imvula Trust. Performance and service conditions impact on the vesting period of the options, which ranges from three to five years. The majority of these units have been allocated to beneficiaries as at 30 September 2012.

The fair value was estimated at the date of the sale in 2005 using an option valuation model. The inputs into the model were as follows:

|  |  |       |
|--|--|-------|
| – Assumed employee forfeiture rate per annum |  | 5%    |
| – Dividend yield                             |  | 6.50% |
| – Fair value at grant date (cents per share) |  | 385   |

|  |   |         |           |                |  |  | 2012                   | 2011  |
|--|---|---------|-----------|----------------|--|--|------------------------|-------|
|  |   |         |           |                |  |  | R'000                  | R'000 |
| <b>6 Share-based payment expense (continued)</b> |   |         |           |                |  |  |                        |       |
| <b>Expense charged to profit or loss</b>         |   |         |           |                |  |  |                        |       |
| B-BBEE transaction                               |   |         |           |                |  |  | <b>3 239</b>           | 4 856 |
| <b>Total expense</b>                             |   |         |           |                |  |  | <b>3 239</b>           | 4 856 |
| <b>Equity-based remuneration</b>                 |   |         |           |                |  |  |                        |       |
| <b>CIT transaction (Coronation shares)</b>       |   |         |           |                |  |  |                        |       |
|  | Unvested Restricted balance<br>1 October 2011 | Granted | Vested    | Vesting date   | Unvested Restricted balance<br>30 September 2012 | Market value<br>30 September 2012<br>R'000 |                        |       |
| <b>2012</b>                                      |   |         |           |                |  |  |                        |       |
| Hugo Nelson                                      | 833 335                                       | –       | –         | –              | <b>833 335</b>                                   | 25 833                                     |                        |       |
| Anton Pillay                                     | 125 000                                       | –       | –         | –              | <b>125 000</b>                                   | 3 875                                      |                        |       |
|  | Unvested Restricted balance<br>1 October 2010 | Granted | Vested    | Vesting date   | Unvested Restricted balance<br>30 September 2011 | Market value<br>30 September 2011<br>R'000 |                        |       |
| <b>2011</b>                                      |   |         |           |                |  |  |                        |       |
| Hugo Nelson                                      | 833 335                                       | –       | –         | –              | 833 335  | 16 667                                     |                        |       |
| Anton Pillay                                     | 208 334                                       | –       | (83 334)  | 1 January 2011 | 125 000  | 2 500                                      |                        |       |
| <b>Black economic empowerment schemes</b>        |   |         |           |                |  |  |                        |       |
| <b>Imvula Trust (units)</b>                      |   |         |           |                |  |  |                        |       |
|  | Unvested Restricted balance<br>1 October 2011 | Granted | Vested    | Vesting date   | Unvested Restricted balance<br>30 September 2012 | Market value<br>30 September 2012<br>R'000 | IFRS 2 charge<br>R'000 |       |
| <b>2012</b>                                      |   |         |           |                |  |  |                        |       |
| Hugo Nelson                                      | 1 183 887                                     | –       | (353 904) | 1 October 2011 | <b>829 983</b>                                   | 26 011                                     | 270                    |       |
| Anton Pillay                                     | 649 954                                       | –       | (204 095) | 1 October 2011 | <b>445 859</b>                                   | 13 973                                     | 314                    |       |
|  | Unvested Restricted balance<br>1 October 2010 | Granted | Vested    | Vesting date   | Unvested Restricted balance<br>30 September 2011 | Market value<br>30 September 2011<br>R'000 | IFRS 2 charge<br>R'000 |       |
| <b>2011</b>                                      |   |         |           |                |  |  |                        |       |
| Hugo Nelson                                      | 1 420 924                                     | –       | (237 037) | 1 October 2010 | 1 183 887  | 20 043                                     | 384                    |       |
| Anton Pillay                                     | 753 850                                       | –       | (103 896) | 1 October 2010 | 649 954  | 11 004                                     | 447                    |       |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE YEAR ENDED 30 SEPTEMBER 2012 CONTINUED

|  | 2012<br>R'000  | 2011<br>R'000 |
|--|----------------|---------------|
| <b>7 Income tax expense</b>                              |                |               |
| <b>Taxation on shareholder profits</b>                   |                |               |
| <b>Current tax</b>                                       |                |               |
| South Africa   |                |               |
| – current tax on income for the year                     | 217 414        | 225 552       |
| – adjustments in respect of prior years                  | 3 129          | 5 095         |
| International  |                |               |
| – current tax on income for the year                     | 35 802         | 16 073        |
| – adjustments in respect of prior years                  | 863            | (1 017)       |
|  | <b>257 208</b> | 245 703       |
| Secondary tax on companies                               | <b>35 389</b>  | 54 261        |
| <b>Total current tax</b>                                 | <b>292 597</b> | 299 964       |
| <b>Deferred tax</b>                                      |                |               |
| South Africa   | 1 829          | (5 077)       |
| – origination and reversal of temporary difference       | <b>1 829</b>   | (5 077)       |
| International  | 479            | (110)         |
| <b>Total deferred tax</b>                                | <b>2 308</b>   | (5 187)       |
| <b>Taxation on shareholder profits</b>                   | <b>294 905</b> | 294 777       |
| <b>Taxation on policyholder investment contracts</b>     | <b>42 889</b>  | 19 518        |
| <b>Income tax expense</b>                                | <b>337 794</b> | 314 295       |
| The rates of corporation tax for the relevant years are: |                |               |
| South Africa   | <b>28%</b>     | 28%           |
| International (average)                                  | <b>26%</b>     | 26%           |
| Profit from fund management before tax                   | <b>978 960</b> | 918 627       |
| Taxation on shareholder profits                          | <b>294 905</b> | 294 777       |
| Effective tax rate                                       | <b>30%</b>     | 32%           |

|   | 2012<br>R'000      | 2011<br>R'000      |
|---|--------------------|--------------------|
| <b>7 Income tax expense (continued)</b>   |                    |                    |
| <b>Reconciliation of taxation on shareholder profits</b>  |                    |                    |
| <b>The tax charge is different to the standard rate as detailed below:</b>  |                    |                    |
| Tax on profit from fund management before tax, at SA rate of 28%  | 274 109            | 257 216            |
| Effect of tax rates in foreign jurisdictions  | (21 777)           | (9 891)            |
| Share-based payment expense   | 907                | 1 360              |
| Secondary tax on companies  | 35 389             | 54 261             |
| Non-deductible expenses   | 3 861              | 3 562              |
| Non-taxable capital profit  | (371)              | –                  |
| Tax exempt income   | (35)               | (5 765)            |
| Securities transfer tax   | –                  | 44                 |
| Under provided in prior years   | 3 992              | 4 078              |
| Deferred tax expense relating to the origination and reversal of temporary differences  | –                  | (9 426)            |
| Effect of equity-accounted profits included net of tax  | (1 170)            | (662)              |
| <b>Taxation on shareholder profits</b>  | <b>294 905</b>     | <b>294 777</b>     |
| <b>Taxation on policyholder investment contracts</b>  |                    |                    |
| <b>Current tax</b>  |                    |                    |
| South Africa  |                    |                    |
| – current tax on income for the year  | 31 253             | 23 417             |
| <b>Deferred tax</b>   |                    |                    |
| South Africa  | 11 636             | (3 899)            |
| <b>Taxation on policyholder investment contracts</b>  | <b>42 889</b>      | <b>19 518</b>      |
| <b>Income tax expense</b>   | <b>337 794</b>     | <b>314 295</b>     |
| <b>8 Earnings per share</b>   |                    |                    |
| <b>Basic earnings per share (cents)</b>   | <b>Cents</b>       | <b>Cents</b>       |
| Basic earnings per share is calculated by dividing the earnings attributable to ordinary shareholders by the weighted number of ordinary shares in issue during the year. | 217.3              | 192.4              |
|   | <b>Number</b>      | <b>Number</b>      |
| Issued ordinary shares at beginning of year   | 314 819 192        | 314 819 192        |
| Effect of shares issued   | –                  | –                  |
| Weighted average number of ordinary shares in issue during the year   | 314 819 192        | 314 819 192        |
| Weighted average number of shares resulting from future dilutive ordinary shares arising from the black economic empowerment transaction                                  | 34 797 797         | 34 693 147         |
| <b>Adjusted weighted number of ordinary shares potentially in issue</b>   | <b>349 616 989</b> | <b>349 512 339</b> |
|   | <b>R'000</b>       | <b>R'000</b>       |
| Earnings attributable to shareholders   | 684 055            | 623 850            |
| Non-controlling interest  | 35                 | 127                |
| <b>Earnings attributable to ordinary shareholders</b>   | <b>684 090</b>     | <b>623 977</b>     |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE YEAR ENDED 30 SEPTEMBER 2012 CONTINUED

|  | <b>2012</b>                   | 2011             |  |  |                    |
|--|-------------------------------|------------------|--|--|--------------------|
|  | <b>Cents</b>                  | Cents            |  |  |                    |
| <b>8 Earnings per share (continued)</b>  |                               |                  |  |  |                    |
| <b>Diluted earnings per share (cents)</b>  |                               |                  |  |  |                    |
| Diluted earnings per share is calculated by dividing the earnings attributable to ordinary shareholders, adjusted for the effects of dilutive ordinary potential shares, by the weighted average number of shares in issue during the year plus the weighted average number of ordinary shares potentially in issue. | <b>197.8</b>                  | 181.3            |  |  |                    |
|  | <b>R'000</b>                  | R'000            |  |  |                    |
| Earnings attributable to shareholders  | <b>684 090</b>                | 623 977          |  |  |                    |
| Interest on loan to Imvula Capital   | <b>976</b>                    | 4 546            |  |  |                    |
| Secondary tax on companies on Imvula preference shares   | <b>6 425</b>                  | 5 104            |  |  |                    |
| <b>Diluted earnings attributable to ordinary shareholders</b>  | <b>691 491</b>                | 633 627          |  |  |                    |
| <b>Headline earnings per share (cents)</b>   |                               |                  |  |  |                    |
| Headline earnings per share has been calculated in accordance with circular 3 of 2012 issued by the South African Institute of Chartered Accountants   |                               |                  |  |  |                    |
|  | Profit<br>before tax<br>R'000 | Tax<br>R'000     | Non-<br>controlling<br>interest<br>R'000 | Earnings<br>attributable<br>to ordinary<br>shareholders<br>R'000 | Per share<br>Cents |
| <b>2012</b>  |                               |                  |  |  |                    |
| Per the financial statements   | <b>1 021 849</b>              | <b>(337 794)</b> | <b>35</b>                                | <b>684 090</b>   | <b>217.3</b>       |
| Adjustments:   |                               |                  |  |  |                    |
| – Profit on disposal of equipment  | <b>(7)</b>                    | <b>1</b>         | <b>–</b>                                 | <b>(6)</b>   | <b>–</b>           |
| – Profit on disposal of financial assets available for sale  | <b>(71)</b>                   | <b>9</b>         | <b>–</b>                                 | <b>(62)</b>  | <b>–</b>           |
| <b>Headline earnings</b>   | <b>1 021 771</b>              | <b>(337 784)</b> | <b>35</b>                                | <b>684 022</b>   | <b>217.3</b>       |
| <b>Diluted headline earnings per share (cents)</b>   |                               |                  |  | <b>691 423</b>   | <b>197.8</b>       |
| <b>2011</b>  |                               |                  |  |  |                    |
| Per the financial statements   | 938 145                       | (314 295)        | 127                                      | 623 977  | 198.2              |
| Adjustments:   |                               |                  |  |  |                    |
| – Loss on disposal of equipment  | (6)                           | 1                | –  | (5)  | –                  |
| – Gain on conversion of subsidiary   | (18 130)                      | –                | –  | (18 130)   | (5.8)              |
| <b>Headline earnings</b>   | 920 009                       | (314 294)        | 127                                      | 605 842  | 192.4              |
| <b>Diluted headline earnings per share (cents)</b>   |                               |                  |  | 615 492  | 176.1              |
| <b>Dividends per share</b>   |                               |                  |  | <b>2012</b>  | 2011               |
|  |                               |                  |  | <b>Cents</b>   | Cents              |
| Dividend distribution  |                               |                  |  |  |                    |
| – interim  |                               |                  |  | <b>95</b>  | 80                 |
| – final payable  |                               |                  |  | <b>111</b>   | 92                 |
| Total dividend   |                               |                  |  | <b>206</b>   | 172                |

|   | 2012<br>R'000    | 2011<br>R'000 |
|---|------------------|---------------|
| <b>9 Intangible assets and goodwill</b> |                  |               |
| Goodwill                                | 1 087 772        | 1 087 772     |
| Total                                   | <b>1 087 772</b> | 1 087 772     |

For the purposes of impairment testing, goodwill is considered in aggregate based on the cash-generating units of the group's fund management operations being Coronation Fund Managers Limited. The impairment tests were based on fair value less costs to sell, which is evidenced by way of reference to the traded share prices and the cash-generating ability of Coronation Fund Managers Limited and Namibia Asset Management Limited at reporting date.

| 10 Equipment                     | Computer<br>equipment<br>R'000 | Furniture<br>and fittings<br>R'000 | Office<br>equipment<br>R'000 | Leasehold<br>improvements<br>R'000 | Total<br>R'000  |
|----------------------------------|--------------------------------|------------------------------------|------------------------------|------------------------------------|-----------------|
| <b>2012</b>                      |                                |                                    |                              |                                    |                 |
| <b>Cost</b>                      |                                |                                    |                              |                                    |                 |
| At beginning of year             | 30 430                         | 11 991                             | 4 816                        | 2 193                              | 49 430          |
| Additions                        | 3 706                          | 280                                | 1 511                        | 9                                  | 5 506           |
| Disposals                        | (6)                            | –                                  | –                            | –                                  | (6)             |
| Exchange adjustments             | 88                             | 52                                 | 10                           | 120                                | 270             |
| At end of year                   | <b>34 218</b>                  | <b>12 323</b>                      | <b>6 337</b>                 | <b>2 322</b>                       | <b>55 200</b>   |
| <b>Accumulated depreciation</b>  |                                |                                    |                              |                                    |                 |
| At beginning of year             | (24 319)                       | (6 191)                            | (2 860)                      | (1 221)                            | (34 591)        |
| Depreciation                     | (3 751)                        | (1 975)                            | (1 050)                      | (503)                              | (7 279)         |
| Disposals                        | 6                              | –                                  | –                            | –                                  | 6               |
| Exchange adjustments             | (71)                           | (42)                               | (8)                          | (84)                               | (205)           |
| At end of year                   | <b>(28 135)</b>                | <b>(8 208)</b>                     | <b>(3 918)</b>               | <b>(1 808)</b>                     | <b>(42 069)</b> |
| <b>Net carrying value – 2012</b> | <b>6 083</b>                   | <b>4 115</b>                       | <b>2 419</b>                 | <b>514</b>                         | <b>13 131</b>   |
| <b>2011</b>                      |                                |                                    |                              |                                    |                 |
| <b>Cost</b>                      |                                |                                    |                              |                                    |                 |
| At beginning of year             | 25 896                         | 11 608                             | 4 349                        | 1 118                              | 42 971          |
| Additions                        | 5 309                          | 466                                | 598                          | 792                                | 7 165           |
| Disposals                        | (955)                          | (187)                              | (152)                        | (25)                               | (1 319)         |
| Exchange adjustments             | 180                            | 104                                | 21                           | 308                                | 613             |
| At end of year                   | 30 430                         | 11 991                             | 4 816                        | 2 193                              | 49 430          |
| <b>Accumulated depreciation</b>  |                                |                                    |                              |                                    |                 |
| At beginning of year             | (21 926)                       | (4 381)                            | (1 984)                      | (687)                              | (28 978)        |
| Depreciation                     | (2 938)                        | (1 928)                            | (851)                        | (433)                              | (6 150)         |
| Disposals                        | 704                            | 186                                | 7                            | 54                                 | 951             |
| Exchange adjustments             | (159)                          | (68)                               | (32)                         | (155)                              | (414)           |
| At end of year                   | <b>(24 319)</b>                | <b>(6 191)</b>                     | <b>(2 860)</b>               | <b>(1 221)</b>                     | <b>(34 591)</b> |
| <b>Net carrying value – 2011</b> | <b>6 111</b>                   | <b>5 800</b>                       | <b>1 956</b>                 | <b>972</b>                         | <b>14 839</b>   |

Included in disposals in 2011 is an amount relating to conversion of Namibia Asset Management Limited from subsidiary to associate effective 1 October 2010 (refer to note 11).

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE YEAR ENDED 30 SEPTEMBER 2012 CONTINUED

|   | 2012<br>R'000 | 2011<br>R'000 |
|---|---------------|---------------|
| <b>11 Investment in equity-accounted investees</b>                                  |               |               |
| <b>Analysis of the movement in our share of net assets:</b>                         |               |               |
| At beginning of year  | 31 338        | –             |
| Fair value on conversion from subsidiary to investment in equity-accounted investee | –             | 31 712        |
| Share of profit from equity-accounted investee                                      | 4 180         | 2 365         |
| Dividends received  | (2 739)       | (2 739)       |
| At end of year  | <b>32 779</b> | 31 338        |

## Summary financial information of equity-accounted investees:

| 2012   | Country      | Ownership % | Assets R'000 | (Accumulated deficit)/ |              |                | Profit R'000 |
|--|--------------|-------------|--------------|------------------------|--------------|----------------|--------------|
|  |              |             |              | Liabilities R'000      | Equity R'000 | Revenues R'000 |              |
| Professional Provident Society Investments (Pty) Limited | South Africa | 49          | 16 697       | 33 008                 | (16 311)     | 33 275         | 727          |
| Namibia Asset Management Limited                         | Namibia      | 48.05       | 15 001       | 4 891                  | 10 110       | 22 351         | 4 180        |

| 2011   | Country      | Ownership % | Assets R'000 | (Accumulated deficit)/ |              |                | Profit R'000 |
|--|--------------|-------------|--------------|------------------------|--------------|----------------|--------------|
|  |              |             |              | Liabilities R'000      | Equity R'000 | Revenues R'000 |              |
| Professional Provident Society Investments (Pty) Limited | South Africa | 49          | 7 400        | 24 438                 | (17 038)     | 25 524         | 1 711        |
| Namibia Asset Management Limited                         | Namibia      | 48.05       | 13 102       | 4 002                  | 9 100        | 23 206         | 2 365        |

### Professional Provident Society Investments (Pty) Limited

The group's cumulative unrecognised share of losses amounts to R16 million at year-end (2011: R17 million). The financial year-end for Professional Provident Society Investments (Pty) Limited is 31 December.

### Namibia Asset Management Limited

Since 1 February 2007, Namibia Asset Management Limited was consolidated due to the fact that Coronation controlled its staff share trusts by virtue of a preferential loan made to that trust in addition to holding 48.05% of its equity. However, on 1 October 2010, that loan was repaid, thereby resulting in the entity being converted from a subsidiary to an equity-accounted investee and it has therefore been equity-accounted from that date.



|  | Assets        |               | Liabilities   |               | Net           |               |
|--|---------------|---------------|---------------|---------------|---------------|---------------|
|  | 2012<br>R'000 | 2011<br>R'000 | 2012<br>R'000 | 2011<br>R'000 | 2012<br>R'000 | 2011<br>R'000 |
| <b>12 Deferred tax</b>   |               |               |               |               |               |               |
| Deferred tax assets and liabilities are attributable to the following: |               |               |               |               |               |               |
| Employee benefits  | 5 690         | 7 628         | –             | –             | 5 690         | 7 628         |
| Equipment  | 325           | 336           | –             | –             | 325           | 336           |
| Unrealised fair value adjustments on financial assets                  |               |               |               |               |               |               |
| – shareholders   |               | 105           | (648)         | –             | (648)         | 105           |
| – policyholders  |               | –             | (30 265)      | (18 629)      | (30 265)      | (18 629)      |
| Net deferred tax assets/liabilities                                    | 6 015         | 8 069         | (30 913)      | (18 629)      | (24 898)      | (10 560)      |

| Movement in temporary differences during the year     | Balance 2011 | Recognised in profit or loss | Recognised in other comprehensive income | Foreign currency translation differences | Released on conversion of subsidiary | Balance 2012 |
|---|--------------|------------------------------|--|--|--------------------------------------|--------------|
|   | R'000        | R'000                        | R'000                                    | R'000                                    | R'000                                | R'000        |
| Employee benefits                                     | 7 628        | (1 938)                      |  |  | –                                    | 5 690        |
| Equipment   | 336          |                              |  | (11)                                     | –                                    | 325          |
| Unrealised fair value adjustments on financial assets | (18 524)     | (12 005)                     | (384)                                    |  | –                                    | (30 913)     |
|   | (10 560)     | (13 943)                     | (384)                                    | (11)                                     | –                                    | (24 898)     |

|   | Balance 2010 | Recognised in profit or loss | Recognised in other comprehensive income | Foreign currency translation differences | Released on conversion of subsidiary | Balance 2011 |
|---|--------------|------------------------------|--|--|--------------------------------------|--------------|
|   | R'000        | R'000                        | R'000                                    | R'000                                    | R'000                                | R'000        |
| Employee benefits                                     | 2 737        | 5 187                        | –  | 10                                       | (306)                                | 7 628        |
| Tax loss  | 852          | –                            | –  | –  | (852)                                | –            |
| Equipment   | 1 361        | –                            | –  | 42                                       | (1 067)                              | 336          |
| Unrealised fair value adjustments on financial assets | (22 578)     | 3 899                        | 155                                      | –  | –                                    | (18 524)     |
|   | (17 628)     | 9 086                        | 155                                      | 52                                       | (2 225)                              | (10 560)     |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE YEAR ENDED 30 SEPTEMBER 2012 CONTINUED

|   | 2012<br>R'000     | 2011<br>R'000 |
|---|-------------------|---------------|
| <b>13 Investments backing policyholder funds and investments held through investment partnerships</b>   |                   |               |
| <b>Net fair value gains on policyholder and investment partnership financial instruments</b>            |                   |               |
| Investment income   | 1 917 992         | 1 170 951     |
| Realised and unrealised gains on financial assets   | 5 217 475         | 615 767       |
| Increase in liabilities to policyholders and holders of redeemable interests in investment partnerships | (7 077 601)       | (1 752 287)   |
|   | <b>57 866</b>     | 34 431        |
| Equities  | <b>19 120 306</b> | 14 267 910    |
| Mining  | <b>3 059 156</b>  | 2 014 477     |
| Banks, insurance and financial services   | <b>3 128 180</b>  | 2 661 028     |
| Industrial, retail and other sectors  | <b>12 796 068</b> | 9 464 448     |
| Unlisted investments  | <b>136 902</b>    | 127 957       |
| Derivative financial instruments  | <b>16 759</b>     | 14 973        |
| Real estate funds and property loan stock companies   | <b>2 111 850</b>  | 1 128 596     |
| Interest-bearing stocks, debentures and other loans   | <b>14 775 647</b> | 6 228 051     |
| Deposits at financial institutions  | <b>9 383 195</b>  | 4 452 159     |
| Domestic unit trusts  | <b>881 236</b>    | 514 283       |
| Mutual funds  | <b>4 925 714</b>  | 3 320 214     |
| International equities  | <b>186 645</b>    | 309 192       |
| International bonds   | <b>1 839 932</b>  | 1 174 214     |
| Trade and other receivables   | <b>383 604</b>    | 246 591       |
| Trade and other payables  | <b>(385 967)</b>  | (357 055)     |
|   | <b>53 238 921</b> | 31 299 128    |
| Listed investments at market value  | <b>53 102 019</b> | 31 171 172    |
| Unlisted equity investments at directors' valuation   | <b>136 902</b>    | 127 957       |
|   | <b>53 238 921</b> | 31 299 129    |
| Investments at book value   | <b>50 046 688</b> | 32 509 569    |
| Unrealised investment gains/(losses)  | <b>3 194 595</b>  | (1 210 440)   |
| Partnership trade receivables   | <b>427 761</b>    | 267 050       |
|   | <b>53 669 044</b> | 31 566 179    |
| <b>Comprising:</b>  |                   |               |
| Investments backing policyholder funds  | <b>50 619 311</b> | 30 022 621    |
| Investments held through investment partnerships  | <b>3 049 733</b>  | 1 543 558     |
|   | <b>53 669 044</b> | 31 566 179    |

Trade and other receivables and trade and other payables relate to unsettled trades at the reporting date.

## 14 Policyholder investment contract liabilities and liabilities to holders of interests in investment partnerships

### Movement in financial liability:

|  |                     |             |
|--|---------------------|-------------|
| Balance at beginning of year                   | 30 873 553          | 23 046 518  |
|  | <b>26 388 576</b>   | 16 279 732  |
| Contributions from policyholders and investors | <b>24 470 584</b>   | 15 108 781  |
| Investment income                              | <b>1 917 992</b>    | 1 170 951   |
|  | <b>(10 235 112)</b> | (9 068 464) |
| Withdrawals by policyholders and investors     | <b>(10 177 246)</b> | (9 034 033) |
| Operating expenses                             | <b>(14 977)</b>     | (14 913)    |
| Taxation on policyholder investment contracts  | <b>(42 889)</b>     | (19 518)    |

|   | 2012<br>R'000     | 2011<br>R'000 |
|---|-------------------|---------------|
| <b>14 Policyholder investment contract liabilities and liabilities to holders of interests in investment partnerships (continued)</b>   |                   |               |
| Realised and unrealised net fair value gains on investments designated at fair value through profit or loss backing policyholder funds and holders of interest in investment partnerships | 5 217 475         | 615 767       |
| <b>Balance at end of year</b>   | <b>52 244 492</b> | 30 873 553    |
| Trade payables  | 275 489           | 77 001        |
| Short positions   | 1 118 799         | 596 996       |
| Balance at end of year  | <b>53 638 780</b> | 31 547 550    |
| <b>Comprising:</b>  |                   |               |
| Liability to policyholders in respect of investment contracts   | 50 589 046        | 30 003 992    |
| Liability to holders of redeemable interests in investment partnerships   | 3 049 733         | 1 543 558     |
| Deferred tax liabilities  | 30 265            | 18 629        |
|   | <b>53 669 044</b> | 31 566 179    |

The amount of cash placed as collateral in respect of borrowings amounts to R244 205 735 (2011: R56 209 028). This amount is recognised as a receivable by the investment partnerships. In addition to this, the investment partnerships have placed scrip as collateral amounting to R830 895 509 (2011: R393 052 994).

Policyholder liabilities are payable on demand.

## 15 Financial assets and financial liabilities

### 15.1 Accounting classifications and fair values

The table below sets out the group's classification of each class of financial assets and financial liabilities, and their fair values.

| R'000   | Note | Designated<br>at fair value<br>through<br>profit or loss | Loans and<br>receivables | Available-<br>for-sale | Financial<br>liabilities at<br>amortised<br>cost | Carrying<br>amount | Fair value        |
|---|------|--|--------------------------|------------------------|--|--------------------|-------------------|
| <b>2012</b>   |      |  |                          |                        |  |                    |                   |
| Cash and cash equivalents   |      | -  | 426 120                  | -                      | -  | 426 120            | 426 120           |
| Trade and other receivables   |      | -  | 321 049                  | -                      | -  | 321 049            | 321 049           |
| Investments backing<br>policyholder funds                                 | 13   | 50 619 310   | -                        | -                      | -  | 50 619 310         | 50 619 310        |
| Investments held through<br>investment partnerships                       | 13   | 3 049 734  | -                        | -                      | -  | 3 049 734          | 3 049 734         |
| Investment securities   | 15.2 | -  | -                        | 111 911                | -  | 111 911            | 111 911           |
|   |      | <b>53 669 044</b>  | <b>747 169</b>           | <b>111 911</b>         | -  | <b>54 528 124</b>  | <b>54 528 124</b> |
| Trade and other payables  |      | -  | -                        | -                      | 509 577  | 509 577            | 509 577           |
| Liability to policyholders in respect<br>of investment contracts          | 14   | 50 589 046   | -                        | -                      | -  | 50 589 046         | 50 589 046        |
| Liability to holders of redeemable<br>interest in investment partnerships | 14   | 3 049 734  | -                        | -                      | -  | 3 049 734          | 3 049 734         |
|   |      | <b>53 638 780</b>  | -                        | -                      | <b>509 577</b>                                   | <b>54 148 357</b>  | <b>54 148 357</b> |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE YEAR ENDED 30 SEPTEMBER 2012 CONTINUED

## 15 Financial assets and financial liabilities (continued)

### 15.1 Accounting classifications and fair values (continued)

| R'000   | Note | Designated<br>at fair value<br>through<br>profit or loss | Loans and<br>receivables | Available-<br>for-sale | Financial<br>liabilities at<br>amortised<br>cost | Carrying<br>amount | Fair value |
|---|------|--|--------------------------|------------------------|--|--------------------|------------|
| 2011  |      |  |                          |                        |  |                    |            |
| Cash and cash equivalents   |      | –  | 393 169                  | –                      | –  | 393 169            | 393 169    |
| Trade and other receivables   |      | –  | 242 450                  | –                      | –  | 242 450            | 242 450    |
| Investments backing<br>policyholder funds                                 | 13   | 30 022 621   | –                        | –                      | –  | 30 022 621         | 30 022 621 |
| Investments held through<br>investment partnerships                       | 13   | 1 543 558  | –                        | –                      | –  | 1 543 558          | 1 543 558  |
| Investment securities   | 15.2 | –  | –                        | 28 467                 | –  | 28 467             | 28 467     |
|   |      | 31 566 179   | 635 619                  | 28 467                 | –  | 32 230 265         | 32 230 265 |
| Trading and other payables  |      | –  | –                        | –                      | 361 916  | 361 916            | 361 916    |
| Liability to policyholders in respect<br>of investment contracts          | 14   | 30 003 992   | –                        | –                      | –  | 30 003 992         | 30 003 992 |
| Liability to holders of redeemable<br>interest in investment partnerships | 14   | 1 543 558  | –                        | –                      | –  | 1 543 558          | 1 543 558  |
| Interest-bearing borrowing  |      | –  | –                        | –                      | 42 800   | 42 800             | 42 800     |
|   |      | 31 547 550   | –                        | –                      | 404 716  | 31 952 266         | 31 952 266 |
|   |      |  |                          |                        |  | <b>2012</b>        | 2011       |
|   |      |  |                          |                        |  | <b>R'000</b>       | R'000      |

### 15.2 Investment securities

#### Financial assets available-for-sale

|                                |                |        |
|--------------------------------|----------------|--------|
| – Mutual funds and unit trusts | <b>111 911</b> | 28 467 |
|--------------------------------|----------------|--------|

Details regarding financial investments required in terms of the Companies Act are kept at the company's registered office and this information will be made available to shareholders on written request.

### 16 Interest-bearing borrowing

|                              |                 |          |
|------------------------------|-----------------|----------|
| Balance at beginning of year | <b>42 800</b>   | 82 000   |
| Capital repayment            | <b>(42 800)</b> | (39 200) |
|                              | <b>–</b>        | 42 800   |

The borrowing is in respect of the group's B-BBEE transaction.

The loan was repaid on 26 April 2012.

#### Subsidiaries

Coronation Life Assurance Company Limited is restricted in its ability to borrow in that borrowings require approval of the Registrar of Insurance, in terms of the South African Long-term Insurance Act No. 52 of 1998.

|   | 2012<br>R'000      | 2011<br>R'000 |
|---|--------------------|---------------|
| <b>17 Share capital</b>   |                    |               |
| <b>Authorised</b>   |                    |               |
| 750 000 000 (2011: 750 000 000) ordinary shares of 0.01 (2011: 0.01) cent per share | <b>75</b>          | 75            |
| <b>Issued, allotted and fully paid</b>  | <b>Number</b>      | Number        |
| <b>Number of ordinary shares</b>  |                    |               |
| At beginning of year  | <b>314 819 192</b> | 314 819 192   |
|   | <b>R'000</b>       | R'000         |
| <b>Nominal value of ordinary shares</b>   | <b>31</b>          | 31            |
| <b>Share premium</b>  | <b>255 876</b>     | 255 876       |
| Share capital and premium   | <b>255 907</b>     | 255 907       |

No shares were issued during the year.

**Unissued shares**

Unissued shares are under the control of the directors until the forthcoming annual general meeting.

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# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE YEAR ENDED 30 SEPTEMBER 2012 CONTINUED

## 18 Financial risk disclosures

The group is exposed to market risk, credit risk, liquidity risk and currency risk through a combination of the nature of its operations, the financial instruments of which it is a party and the location of its operations.

This note represents information about the group's exposure to each of the above risks, the group's objectives, policies and processes for measuring and managing risk, and the group's management of capital. Further quantitative disclosures are included throughout these consolidated financial statements.

Risk management and control are integral to the governance of the group as more fully explained in the Integrated Report.

The Board of directors has overall responsibility for the establishment and oversight of the group's risk management framework. The board has established the Audit and Risk committee, which is responsible for developing and monitoring the group's risk management policies. The committee reports regularly to the board of directors on its activities.

The group's risk management policies are established to identify and analyse the risks faced by the group, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions, products and services offered. The group, through its training and management standards and procedures, aims to develop a disciplined and constructive control environment, in which all employees understand their roles and obligations.

The group Audit Committee is responsible for monitoring compliance with the group's risk management policies and procedures, and for reviewing the adequacy of the risk management framework in relation to the risks faced by the Group. The group Audit Committee is assisted in these functions by Internal Audit. Internal Audit undertakes both regular and ad hoc reviews of risk management controls and procedures, the results of which are reported to the Audit Committee.

The market and credit risk associated with the financial assets held to back investment contract liabilities issued by a group company is borne in its entirety by policyholders. The liquidity risk associated with the company being contractually obligated to repay policyholders on demand, is managed through the investment composition of assets included in the policyholder portfolios and by contract with the policyholders. Such contracts mitigate the liquidity risk faced by the company and passes this on to policyholders in the event that substantial withdrawals require large scale disinvestment of the assets in these portfolios. The investment composition at 30 September is provided in note 13.

The assets held through limited liability investment partnerships which the group is deemed to control and which are therefore consolidated, are held to back the investors' interests in these partnerships. The financial assets within these investment partnerships are subject to a variety of financial risks all of which are borne by the investors into these partnerships. Fluctuations in the values of these assets directly impact the carrying value of the group's financial liabilities to the holders of redeemable interests in these partnerships. By virtue of the fact that these investment partnerships are permitted in terms of their investment mandates to use leverage in their investment strategies and the fact that certain companies in the group are the general partner to these partnerships, exposes the group to the residual risk of any shortfall in the net assets of the partnerships – refer note 13. This risk is considered remote and the result in financial loss to the group would require the limited partners or investors into these partnerships to lose all of the capital they have contributed, together with investment returns earned.

As explained above, the group's exposure to financial risk arising from these financial assets and liabilities is negligible, these financial instruments are excluded from the analysis presented below.

### Credit risk

Credit risk is the risk of financial loss to the Group if a customer or counterparty to a financial instrument fails to meet its contractual obligations.

Financial assets which are subject to credit risk consist principally of cash, receivables and the group's interest in mutual funds and unit trusts. Management has a credit policy in place and the exposure to credit risk is monitored on an ongoing basis.

Investments are allowed only in liquid securities and only with counterparties that have a credit rating equal to or better than the group.

At the reporting date, the majority of cash and cash equivalents were held with one financial institution. The maximum exposure to credit risk is represented by the carrying amount of each financial asset in the statement of financial position.

## 18 Financial risk disclosures (continued)

### Credit risk (continued)

At the reporting date, the group's financial assets exposed to credit risk amounted to the following:

|                             | Carrying amount |         |
|-----------------------------|-----------------|---------|
|                             | 2012            | 2011    |
|                             | R'000           | R'000   |
| Trade and other receivables | 321 049         | 242 450 |
| Cash and cash equivalents   | 426 120         | 393 169 |
|                             | <b>747 169</b>  | 635 619 |

The ageing of trade and other receivables at the reporting date was:

|                         |                |         |
|-------------------------|----------------|---------|
| Not past due            | 297 442        | 197 422 |
| Past due 0 – 30 days    | 11 575         | 22 633  |
| Past due 31 – 120 days  | 9 052          | 19 680  |
| Past due 121 – 365 days | 2 980          | 2 715   |
| <b>Total</b>            | <b>321 049</b> | 242 450 |

None of the trade receivables are considered to be impaired. Trade and other receivables have not been discounted as the impact of discounting is considered to be insignificant.

Trade and other receivables comprise fees receivable.

### Capital adequacy

The group comprises financial services providers. As such the various operating entities in the group are subject to the financial services regulations in the jurisdictions in which they operate.

These are as follows:

- South Africa – Financial Services Board of South Africa (FSB)
- United Kingdom – Financial Services Authority (FSA)
- Ireland – Ireland Financial Services Regulatory Authority (IFSRA)
- Botswana – Bank of Botswana

All of these bodies have prescribed minimum capital requirements for financial service entities operating in their jurisdiction. As such, the group ensures ongoing compliance with these requirements.

Capital adequacy is ensured by means of compliance with the regulations set out above. All operating entities have complied with all externally imposed capital requirements throughout the period. There have been no material changes in the Group's management of capital during the period.

The capital structure of the group consists of long-term debt and equity. Long-term debt is comprised of interest-bearing long-term debt. Equity is comprised of share capital, share premium and distributable reserves less non-controlling interest.

### Liquidity risk

Liquidity risk is the risk that the group will not be able to meet its financial obligations as they fall due. The group's approach to managing liquidity risk is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under normal and stressed conditions, without incurring unacceptable losses or risking damage to the group's reputation.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE YEAR ENDED 30 SEPTEMBER 2012 CONTINUED

## 18 Financial risk disclosures (continued)

### Liquidity risk (continued)

The following are the contractual maturities of financial liabilities, including estimated interest payments and excluding the impact of netting agreements:

| R'000                      | Carrying       | Contractual      | 6 months<br>or less | 6 – 12<br>months |
|----------------------------|----------------|------------------|---------------------|------------------|
| <b>2012</b>                |                |                  |                     |                  |
| Trade and other payables   | <b>509 577</b> | <b>(509 577)</b> | <b>(509 577)</b>    | <b>-</b>         |
|                            | <b>509 577</b> | <b>(509 577)</b> | <b>(509 577)</b>    | <b>-</b>         |
| <b>2011</b>                |                |                  |                     |                  |
| Interest-bearing borrowing | 42 800         | (45 104)         | (22 500)            | (22 604)         |
| Trade and other payables   | 361 916        | (361 916)        | (361 916)           | -                |
|                            | 404 716        | (407 020)        | (384 416)           | (22 604)         |

Trade and other payables relate to operating expenses incurred in ordinary course of business.

### Market risk

Market risk is the risk that changes in market prices, such as foreign exchange rates, interest rates and equity prices will affect the group's income or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimising the return on the risk.

The revenues and profit generation of the group are linked to the value of assets under management. Movements in equity markets and interest rates, currency exchange rates and commodity prices that adversely affect the value of assets under management will impact the group's revenues and reported profits. In the event that performance benchmarks are not met, the Group may be exposed to underperformance rebates. The group manages this risk through its structured investment process. The value of assets under management at balance sheet date is as follows:

|   | <b>2012</b><br><b>R'bn</b> | 2011<br>R'bn |
|---|----------------------------|--------------|
| <b>Assets under management</b>  |                            |              |
| <b>Fair value of assets under management – by geographical region</b> |                            |              |
| Southern Africa   | <b>302</b>                 | 224          |
| International   | <b>37</b>                  | 23           |
|   | <b>339</b>                 | 247          |
| <b>Fair value of assets under management – by business segment</b>    |                            |              |
| Institutional   | <b>219</b>                 | 170          |
| Retail  | <b>83</b>                  | 54           |
| International   | <b>37</b>                  | 23           |
|   | <b>339</b>                 | 247          |

The group earns an average revenue margin of 59 basis points on assets under management. In addition, expenses in respect of distribution, fund administration and communication costs as disclosed in note 5 are proportionately related to assets under management, and are incurred at an average rate of 9 basis points on assets under management.



## 18 Financial risk disclosures (continued)

### Interest rate risk

The following table provides an analysis of the financial assets and liabilities of the group and indicates those categories that are interest sensitive and their contractual maturities.

| R'000                       | Total          | 1 year<br>or less | 1 – 5 years | Non-<br>interest-<br>bearing |
|-----------------------------|----------------|-------------------|-------------|------------------------------|
| <b>2012</b>                 |                |                   |             |                              |
| <b>Assets</b>               |                |                   |             |                              |
| Trade and other receivables | 321 049        | –                 | –           | 321 049                      |
| Cash and cash equivalents   | 426 120        | 426 120           | –           | –                            |
|                             | <b>747 169</b> | <b>426 120</b>    | <b>–</b>    | <b>321 049</b>               |
| <b>Liabilities</b>          |                |                   |             |                              |
| Trade and other payables    | 509 577        | –                 | –           | 509 577                      |
|                             | <b>509 577</b> | <b>–</b>          | <b>–</b>    | <b>509 577</b>               |
| <b>2011</b>                 |                |                   |             |                              |
| <b>Assets</b>               |                |                   |             |                              |
| Trade and other receivables | 242 450        | –                 | –           | 242 450                      |
| Cash and cash equivalents   | 393 169        | 393 169           | –           | –                            |
|                             | 635 619        | 393 169           | –           | 242 450                      |
| <b>Liabilities</b>          |                |                   |             |                              |
| Interest-bearing borrowing  | 42 800         | –                 | 42 800      | –                            |
| Trade and other payables    | 361 916        | –                 | –           | 361 916                      |
|                             | 404 716        | –                 | 42 800      | 361 916                      |

South African cash balances earn interest at a rate of prime minus 4.5% per annum. Overdraft balances incur interest at a rate of prime minus 1.7% per annum.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE YEAR ENDED 30 SEPTEMBER 2012 CONTINUED

## 18 Financial risk disclosures (continued)

### Foreign currency risk

In respect of other monetary assets and liabilities held in currencies other than the rand, the group ensures that the net exposure is kept to an acceptable level, by buying or selling foreign currencies at spot rates where necessary to address short-term imbalances.

The following currency profile analyses the group's financial assets and liabilities according to the currencies in which they are held at 30 September 2012. The totals are then expressed in the equivalent rand amount (in thousands).

### 2012

| Currency                    | ZAR            | NAD    | PULA         | EUR          | GBP           | USD            | Total          |
|-----------------------------|----------------|--------|--------------|--------------|---------------|----------------|----------------|
| <b>Exchange rate</b>        | 1.0000         | 1.0000 | 1.0877       | 10.6737      | 13.3909       | 8.2903         |                |
| <b>Assets</b>               |                |        |              |              |               |                |                |
| Trade and other receivables | <b>288 885</b> | –      | <b>3 686</b> | <b>3 926</b> | <b>2 083</b>  | <b>22 469</b>  | <b>321 049</b> |
| Cash and cash equivalents   | <b>289 572</b> | –      | <b>3 915</b> | <b>2 262</b> | <b>3 839</b>  | <b>126 532</b> | <b>426 120</b> |
|                             | <b>578 457</b> | –      | <b>7 601</b> | <b>6 188</b> | <b>5 922</b>  | <b>149 001</b> | <b>747 169</b> |
| <b>Liabilities</b>          |                |        |              |              |               |                |                |
| Trade and other payables    | <b>459 786</b> |        | <b>3 549</b> | <b>1 757</b> | <b>19 344</b> | <b>25 141</b>  | <b>509 577</b> |
|                             | <b>459 786</b> | –      | <b>3 549</b> | <b>1 757</b> | <b>19 344</b> | <b>25 141</b>  | <b>509 577</b> |

### 2011

| Currency                    | ZAR     | NAD    | PULA   | EUR     | GBP     | USD     | Total   |
|-----------------------------|---------|--------|--------|---------|---------|---------|---------|
| <b>Exchange rate</b>        | 1.0000  | 1.0000 | 1.0767 | 10.8116 | 12.5814 | 8.0395  |         |
| <b>Assets</b>               |         |        |        |         |         |         |         |
| Trade and other receivables | 201 092 | –      | 2 082  | 25      | 3 602   | 35 649  | 242 450 |
| Cash and cash equivalents   | 254 810 | –      | 571    | 4 815   | 3 680   | 129 293 | 393 169 |
|                             | 455 902 | –      | 2 653  | 4 840   | 7 282   | 164 942 | 635 619 |
| <b>Liabilities</b>          |         |        |        |         |         |         |         |
| Interest-bearing borrowing  | 42 800  | –      | –      | –       | –       | –       | 42 800  |
| Trade and other payables    | 297 570 | –      | 774    | 1 054   | 11 533  | 50 985  | 361 916 |
|                             | 340 370 | –      | 774    | 1 054   | 11 533  | 50 985  | 404 716 |

## 18 Financial risk disclosures (continued)

### Foreign currency risk (continued)

#### Sensitivity analysis

A 10 percent strengthening of the rand against the following currencies at 30 September would have increased (decreased) equity and profit or loss by the amounts shown below.

This analysis assumes that all other variables, in particular interest rates, remain constant. The analysis is performed on the same basis for 2011.

| 2012 | Equity<br>R'000 | Profit or loss<br>R'000 |
|------|-----------------|-------------------------|
| PULA | –               | <b>(405)</b>            |
| EUR  | –               | <b>(443)</b>            |
| GBP  | –               | <b>1 298</b>            |
| USD  | <b>(3 876)</b>  | <b>(12 342)</b>         |
| 2011 | Equity          | Profit or loss          |
| PULA | –               | (188)                   |
| EUR  | –               | (379)                   |
| GBP  | –               | 425                     |
| USD  | (1 926)         | (11 396)                |

A 10 percent weakening of the rand against the above currencies at 30 September 2012 would have had the equal but opposite effect on the above currencies to the amounts shown above, on the basis that all other variables remain the same.

#### Fair value hierarchy

The table below analyses financial instruments carried at fair value, by valuation method. The different levels have been defined as follows:

- Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities.
- Level 2: inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices). The majority of Level 2 investments are deposits held with financial institutions for which the fair value is determined using a discounted cash flow valuation methodology based on market rates.
- Level 3: inputs for the asset or liability that are not based on observable market data (unobservable inputs).

| R'000   | Level 1           | Level 2          | Level 3      | Total             |
|---|-------------------|------------------|--------------|-------------------|
| <b>2012</b>   |                   |                  |              |                   |
| Investments backing policyholder funds and investments held through investment partnerships | <b>43 955 573</b> | <b>7 382 433</b> | –            | <b>51 338 006</b> |
| Investment securities   | <b>102 301</b>    | –                | <b>9 610</b> | <b>111 911</b>    |
|   | <b>44 057 874</b> | <b>7 382 433</b> | <b>9 610</b> | <b>51 449 917</b> |
| Policyholder and investment partnership liabilities   | <b>42 863 907</b> | <b>7 325 035</b> | –            | <b>50 188 942</b> |
| <b>2011</b>   |                   |                  |              |                   |
| Investments backing policyholder funds and investments held through investment partnerships | 27 185 726        | 3 645 084        | –            | 30 830 810        |
| Investment securities   | 19 266            | –                | 9 201        | 28 467            |
|   | 27 204 992        | 3 645 084        | 9 201        | 30 859 277        |
| Policyholder and investment partnership liabilities   | 27 119 693        | 3 692 488        | –            | 30 812 181        |

During the financial year ended 30 September 2012 there were no transfers of financial assets available-for-sale between the levels.

Level 3 investments which arose during the current year, have not been valued and are carried at cost. No gain or loss has been recognised.

Cash balances of R1 983 million (2011: R735 million) have been excluded from level 1 in the current year and prior years respectively.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE YEAR ENDED 30 SEPTEMBER 2012 CONTINUED

|   | 2012<br>R'000 | 2011<br>R'000 |
|---|---------------|---------------|
| <b>19 Commitments and contingent liabilities</b>                |               |               |
| <b>Operating lease commitments</b>                              |               |               |
| Non-cancellable operating lease rentals are payable as follows: |               |               |
| Less than one year  | 11 016        | 10 666        |
| Between one and five years                                      | 26 935        | 35 292        |
| More than five years  | 2 750         | 3 863         |

Future sublease payments expected to be received under non-cancellable subleases amount to R2 695 660 as at 30 September 2012.

At 30 September 2012, the group was obligated under a number of operating leases for properties, computer equipment and office equipment for which the future minimum lease payments extend over a number of years. The annual escalation clauses range between 7% and 11% per annum.

### Guarantees

Coronation Investment Management (Pty) Ltd and Coronation Asset Management (Pty) Ltd, are the disclosed partners in the Coronation Granite Fixed Income, the Coronation Multi-Strategy and Coronation Presidio Limited Liability partnerships. As the disclosed partners they are liable to third parties for all the liabilities of the partnership over and above the capital contributions, and future income which accrues to the partners as well as the retained and current profits and assets of the partnerships. The other partners have no further liability for further contributions, or to incur any liability to any third party over and above their contributions. A register of guarantees is kept at the registered office of the company.

All portfolio risk inherent within the investment partnerships is managed within the general risk parameters and controls as set out in the Risk Management and Control section of this annual report.

The group has also committed to investing R50 million in the Trinitas Private Equity Partnership, of which R9.6 million had already been invested at the reporting date.

The Invula B-BBEE transaction was guaranteed by Coronation, see note 6. This guarantee no longer exists as the third party funding has been fully repaid during the current year.

### South African Revenue Service (SARS) matters

From time to time, as is common with other organisations, companies within the group are subject to review by SARS, or may have matters awaiting clarification with SARS. The board is confident that the possibility of any liability arising from these open matters is remote.

## 20 Related parties

### Identity of related parties

The group has related party relationships with its subsidiaries, associates and with its key management personnel.

### Transactions with key management personnel

Key management personnel is defined as the board of directors, executive committee, directors of subsidiary companies and senior management of Coronation. There were no material transactions with key management personnel or their families during the current or previous year other than normal remuneration for employee services and personal investments.

### Key management compensation

|                         | 2012<br>R'000  | 2011<br>R'000  |
|-------------------------|----------------|----------------|
| Short-term remuneration | 161 067        | 121 656        |
| Long-term remuneration  | 72 964         | 117 482        |
| Share-based payment     | 912            | 1 570          |
| <b>Total</b>            | <b>234 943</b> | <b>240 708</b> |

## 20 Related parties (continued)

### Key management compensation (continued)

Key management compensation excludes fees paid to non-executive directors for services rendered as directors. Fees paid to non-executive directors are disclosed on page 8.

### Other related party balances at year-end

Directors' interest in share capital and directors' emoluments (refer directors' report)

Loans from related parties (refer note 21)

Share transactions with employees and Coronation Investments and Trading Limited (refer note 6)

### Deferred bonuses

#### Executive directors

|              | 2012<br>R'000 | 2011<br>R'000 |
|--------------|---------------|---------------|
| Hugo Nelson  | 12 528        | 7 463         |
| Anton Pillay | 4 592         | 4 333         |
|              | <b>17 120</b> | 11 796        |

Directors' payments include deferred bonuses from prior years that have vested in the current year. The deferred bonuses were invested in a combination of Coronation shares and Coronation unit trusts in previous years. In the current year, directors' disclosed deferred bonus payments have been enhanced by significant gains that have been achieved in the mark to market of those investments.

## 21 Principal subsidiary and associate companies

| Company<br>(% of equity capital held)                 | Country of<br>incorporation | Functional<br>currency | Issued<br>share<br>capital | Indebtedness<br>by/(to)<br>2012<br>R'000 | 2011<br>R'000 |
|---|-----------------------------|------------------------|----------------------------|--|---------------|
| Coronation Fund Managers Limited                      |                             |                        |                            |  |               |
| 90 Coronation Investment Management (Pty) Limited     | South Africa                | ZAR                    | 100                        | –  | 749 070       |
| 100 Coronation Asset Management (Pty) Limited         | South Africa                | ZAR                    | 250 000                    | (151 790)                                | (856 181)     |
| 100 Coronation Management Company (RF) (Pty) Limited  | South Africa                | ZAR                    | 2 000 000                  | –  | (67 000)      |
| 100 Coronation Life Assurance Company Limited         | South Africa                | ZAR                    | 300                        | –  | –             |
| 100 CFM (Isle of Man) Limited                         | British Virgin Islands      | USD                    | 20 000                     | –  | –             |
| 100 Coronation International Limited                  | United Kingdom              | GBP                    | 1 000 000                  | –  | –             |
| 100 Coronation Global Fund Managers (Ireland) Limited | Ireland                     | USD                    | 136 538                    | –  | –             |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE YEAR ENDED 30 SEPTEMBER 2012 CONTINUED

## 21 Principal subsidiary and associate companies (continued)

| Company<br>(% of equity capital held)   | Country of<br>incorporation | Functional<br>currency | Issued<br>share<br>capital | Indebtedness<br>by/(to) |               |
|---|-----------------------------|------------------------|----------------------------|-------------------------|---------------|
|   |                             |                        |                            | 2012<br>R'000           | 2011<br>R'000 |
| 100 Coronation Investment Services (Pty) Limited  | South Africa                | ZAR                    | 10                         | –                       | –             |
| 51 Coronation Fund Managers (Botswana) (Pty) Limited<br>(Investment management company) | Botswana                    | PULA                   | 2 000 000                  | –                       | –             |
| 48.05 Namibia Asset Management Limited  | Namibia                     | NAD                    | 2 000 000                  | –                       | –             |
| 49 Professional Provident Society Investments (Pty) Limited                             | South Africa                | ZAR                    | 200                        | <b>20 616</b>           | 16 990        |
| * Imvula Trust  | South Africa                | ZAR                    |                            | <b>(147 176)</b>        | (147 176)     |

All transactions with related parties occur on an arm's length basis. All balances other than the amount owing from Professional Provident Society Investments (Pty) Limited are interest-free, unsecured and repayable on demand.

Intercompany loans arise as a result of transactions such as dividend payments and other cash requirements of the various group entities as cash management is conducted on a group basis.

The group has no equity interest in the following entities, which are consolidated based on control.

- Imvula Trust\*
- Imvula Capital (Pty) Limited
- Coronation Granite Fixed Income Fund
- Coronation Multi-Strategy Arbitrage Fund
- Coronation Presidio Fund

The interest of the company in its subsidiaries' and associates' aggregate profits and losses after taxation is as follows:

|              | 2012<br>R'000  | 2011<br>R'000 |
|--------------|----------------|---------------|
| Profit       | <b>684 129</b> | 624 108       |
| Losses       | <b>(74)</b>    | (258)         |
| <b>Total</b> | <b>684 055</b> | 623 850       |

## 22 Note to the consolidated statement of cash flows

### Non-cash and other adjustments

|  |                 |          |
|--|-----------------|----------|
| Unrealised (gains)/losses on policyholder funds                      | <b>(11 636)</b> | 3 898    |
| Depreciation   | <b>7 279</b>    | 6 150    |
| Finance expense  | <b>4 765</b>    | 5 262    |
| Finance and dividend income  | <b>(17 966)</b> | (12 263) |
| Profit on disposal of available-for-sale financial assets            | <b>(71)</b>     | –        |
| Revaluation of financial assets at fair value through profit or loss | <b>(2 644)</b>  | –        |
| Loss on disposal of equipment  | <b>(7)</b>      | (6)      |
| Share of profit of equity-accounted investees                        | <b>(4 180)</b>  | (2 365)  |
| Dividend from equity-accounted investees                             | <b>2 739</b>    | –        |
| Share-based payment expense  | <b>3 239</b>    | 4 856    |
| Gain on conversion of subsidiary                                     | <b>–</b>        | (18 130) |
| <b>Total</b>   | <b>(18 482)</b> | (12 598) |

# COMPANY STATEMENT OF COMPREHENSIVE INCOME

FOR THE YEAR ENDED 30 SEPTEMBER 2012

|   | Note | 2012<br>R'000    | 2011<br>R'000 |
|---|------|------------------|---------------|
| <b>Financial income</b>   |      | <b>706 845</b>   | 561 530       |
| Dividend income from subsidiaries                               |      | <b>706 799</b>   | 561 484       |
| Finance income  | b    | <b>46</b>        | 46            |
| Gain on revaluation of right to receive subsidiary shares       |      | <b>62 964</b>    | –             |
| <b>Operating expenses</b>                                       |      | <b>(2 660)</b>   | (2 257)       |
| Finance expense   | b    | <b>(64 254)</b>  | (51 044)      |
| – Imvula Trust  |      | <b>(64 254)</b>  | (51 044)      |
| <b>Income before tax</b>  |      | <b>702 895</b>   | 508 229       |
| Income tax expense  | c    | <b>(28 970)</b>  | (48 942)      |
| <b>Profit for the year</b>                                      |      | <b>673 925</b>   | 459 287       |
| <b>Other comprehensive income</b>                               |      |                  |               |
| Net change in fair value of financial assets available-for-sale |      | <b>3 400 046</b> | 1 640 209     |
| <b>Total comprehensive income for the period</b>                |      | <b>4 073 971</b> | 2 099 496     |

# COMPANY STATEMENT OF FINANCIAL POSITION

AS AT 30 SEPTEMBER 2012

|                                    | Note | 2012<br>R'000    | 2011<br>R'000 |
|------------------------------------|------|------------------|---------------|
| <b>Assets</b>                      |      |                  |               |
| Investment in subsidiary           | d    | 8 783 455        | 6 296 384     |
| Right to receive subsidiary shares | j    | 975 939          | –             |
| Amount due from group company      | f    | –                | 749 070       |
| Income tax receivable              |      | 10               | 19            |
| Cash and cash equivalents          |      | 220              | 221           |
| <b>Total assets</b>                |      | <b>9 759 624</b> | 7 045 694     |
| <b>Liabilities</b>                 |      |                  |               |
| Liability to Imvula Trust          | e    | 147 176          | 147 176       |
| Loan from group company            | f    | 151 790          | 923 181       |
| Trade and other payables           |      | 201              | 139           |
| <b>Total liabilities</b>           |      | <b>299 167</b>   | 1 070 496     |
| <b>Net assets</b>                  |      | <b>9 460 457</b> | 5 975 198     |
| <b>Equity</b>                      |      |                  |               |
| Share capital and premium          | g    | 756 686          | 756 686       |
| Retained earnings                  |      | 763 891          | 678 678       |
| Revaluation reserve                |      | 7 939 880        | 4 539 834     |
| <b>Total equity</b>                |      | <b>9 460 457</b> | 5 975 198     |



# COMPANY STATEMENT OF CHANGES IN EQUITY

FOR THE YEAR ENDED 30 SEPTEMBER 2012

| R'000   | Share capital | Share premium  | Retained earnings | Revaluation reserve | Total equity     |
|---|---------------|----------------|-------------------|---------------------|------------------|
| Balance at 30 September 2010                                | 31            | 756 655        | 710 509           | 2 899 625           | 4 366 820        |
| <b>Total comprehensive income for the year</b>              |               |                |                   |                     |                  |
| Profit for the year   | –             | –              | 459 287           | –                   | 459 287          |
| <b>Other comprehensive income</b>                           |               |                |                   |                     |                  |
| Revaluation of financial assets available-for-sale          | –             | –              | –                 | 1 640 209           | 1 640 209        |
| Total comprehensive income for the period                   | –             | –              | 459 287           | 1 640 209           | 2 099 496        |
| <b>Transactions with owners recorded directly to equity</b> |               |                |                   |                     |                  |
| Dividends paid  | –             | –              | (491 118)         | –                   | (491 118)        |
| Total transactions with owners                              | –             | –              | (491 118)         | –                   | (491 118)        |
| Balance at 30 September 2011                                | 31            | 756 655        | 678 678           | 4 539 834           | 5 975 198        |
| <b>Total comprehensive income for the year</b>              |               |                |                   |                     |                  |
| Profit for the year   | –             | –              | <b>673 925</b>    | –                   | <b>673 925</b>   |
| <b>Other comprehensive income</b>                           |               |                |                   |                     |                  |
| Revaluation of financial assets available-for-sale          | –             | –              | –                 | <b>3 400 046</b>    | <b>3 400 046</b> |
| Total comprehensive income for the period                   | –             | –              | <b>673 925</b>    | <b>3 400 046</b>    | <b>4 073 971</b> |
| <b>Transactions with owners recorded directly to equity</b> |               |                |                   |                     |                  |
| Dividends paid  | –             | –              | <b>(588 712)</b>  | –                   | <b>(588 712)</b> |
| Total transactions with owners                              | –             | –              | <b>(588 712)</b>  | –                   | <b>(588 712)</b> |
| <b>Balance at 30 September 2012</b>                         | <b>31</b>     | <b>756 655</b> | <b>763 891</b>    | <b>7 939 880</b>    | <b>9 460 457</b> |

# COMPANY STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED 30 SEPTEMBER 2012

|   | 2012<br>R'000 | 2011<br>R'000 |
|---|---------------|---------------|
| <b>Cash flows from operating activities</b>                       |               |               |
| Profit for the year   | 673 925       | 459 287       |
| <b>Non-cash and other adjustments</b>                             | 30 214        | 99 940        |
| Income tax expense  | 28 970        | 48 942        |
| Interest paid   | 64 254        | 51 044        |
| Interest received   | (46)          | (46)          |
| Gain on revaluation of right to receive subsidiary shares         | (62 964)      | –             |
| <b>Operating profit before changes in working capital</b>         | 704 139       | 559 227       |
| <b>Working capital changes</b>                                    | (22 259)      | 32 036        |
| Decrease/(increase) in amount due from group company              | 749 070       | (510 441)     |
| (Decrease)/increase in trade payables and loan from group company | (771 329)     | 542 477       |
| <b>Cash generated from operations</b>                             | 681 880       | 591 263       |
| Interest paid   | (64 254)      | (51 044)      |
| Interest received   | 46            | 46            |
| Income taxes paid   | (28 961)      | (49 130)      |
| <b>Net cash from operating activities</b>                         | 588 711       | 491 135       |
| <b>Cash flows from investing activities</b>                       | –             | –             |
| <b>Cash flows from financing activities</b>                       | (588 712)     | (491 118)     |
| Dividends paid  | (588 712)     | (491 118)     |
| Net (decrease)/increase in cash and cash equivalents              | (1)           | 17            |
| Cash and cash equivalents at beginning of year                    | 221           | 204           |
| <b>Cash and cash equivalents at end of year</b>                   | 220           | 221           |

# NOTES TO CORONATION FUND MANAGERS LIMITED COMPANY ACCOUNTS

FOR THE YEAR ENDED 30 SEPTEMBER 2012

## a Accounting policies

### Statement of compliance

The consolidated financial statements are prepared in accordance with International Financial Reporting Standards (IFRS) and its interpretations adopted by the IASB together with the Companies Act in South Africa

### Basis of preparation

The financial statements are presented in South African rand, rounded to the nearest thousand. They are prepared on the historic cost basis except that the following assets and liabilities are stated at fair value: financial assets designated at fair value through profit or loss and financial assets classified as held for sale.

The accounting policies set out on pages 12 to 21 have been applied consistently to all periods presented in these financial statements.

## b Finance income and expenses

|  | 2012<br>R'000 | 2011<br>R'000 |
|--|---------------|---------------|
| <b>Finance income</b>                          |               |               |
| Finance income on cash and cash equivalents    | 46            | 46            |
|  | <b>46</b>     | 46            |
| <b>Finance expenses</b>                        |               |               |
| Finance expense on interest-bearing borrowings | 64 254        | 51 044        |
|  | <b>64 254</b> | 51 044        |

## c Income tax expense

### Current tax

South Africa

- current tax on income for the year
- adjustments in respect of prior years

Secondary tax on companies

Total income tax expense

The standard rate of corporation tax for the year is:

Profit before tax

Tax on profit

Effective tax rate

### The tax charge for the year is different to the standard rate as detailed below:

Tax on profit before tax, at SA rate of 28%

Secondary tax on companies

Non-deductible expenses

Tax exempt revenues

Overprovided in prior years

Total income tax expense for the year

|  |                  |           |
|--|------------------|-----------|
|  | 10               | 10        |
|  | (3)              | (180)     |
|  | 7                | (170)     |
|  | <b>28 963</b>    | 49 112    |
|  | <b>28 970</b>    | 48 942    |
|  | <b>28%</b>       | 28%       |
|  | <b>702 895</b>   | 508 229   |
|  | <b>28 970</b>    | 48 942    |
|  | <b>4%</b>        | 10%       |
|  | <b>196 811</b>   | 152 059   |
|  | <b>28 963</b>    | 49 112    |
|  | <b>18 733</b>    | 14 930    |
|  | <b>(215 534)</b> | (166 979) |
|  | <b>(3)</b>       | (180)     |
|  | <b>28 970</b>    | 48 942    |

# NOTES TO CORONATION FUND MANAGERS LIMITED COMPANY ACCOUNTS

## FOR THE YEAR ENDED 30 SEPTEMBER 2012 CONTINUED

### d Investment in group companies

|  |                  |           |
|--|------------------|-----------|
| Investment in subsidiary                             |                  |           |
| Unlisted shares – at cost                            | <b>1 756 550</b> | 1 756 550 |
| – reclassified as right to receive subsidiary shares | <b>(912 975)</b> | –         |
| – revaluation adjustment                             | <b>7 939 880</b> | 4 539 834 |
| Investment in subsidiary at market value             | <b>8 783 455</b> | 6 296 384 |

During the current year Coronation completed the accounting treatment of the sale of Coronation Investment Management (Pty) Ltd shares to the Imvula Trust. Refer to note j for further details.

|              |       |
|--------------|-------|
| <b>2012</b>  | 2011  |
| <b>R'000</b> | R'000 |

### e Liability to Imvula Trust

|                         |                |         |
|-------------------------|----------------|---------|
| <b>The Imvula Trust</b> | <b>147 176</b> | 147 176 |
|-------------------------|----------------|---------|

The liability to the Imvula Trust is the result of the company's participation in the group's BEE transaction. This liability could be settled by the issue of Coronation shares.

Refer to note 6 in the group annual financial statements for further details.

### f Loan to and from group companies

These loans are unsecured, not subject to interest and payable or repayable on demand.

### g Share capital

The company's share capital is detailed in note 17 of the group accounts.

### h Commitments

The company's commitment in terms of the BEE transaction is detailed in note 6 of the group accounts

### i Related parties

Details of related parties are disclosed in notes 20 and 21 to the consolidated financial statements.

### j Right to receive subsidiary shares

On 26 April 2012 the funding of the Imvula B-BBEE transaction was fully repaid and Coronation's guarantee of this funding was cancelled. As a result Coronation completed the accounting for the sale of the Coronation Investment Management (Pty) Ltd shares to the Imvula Trust at this date.

In terms of the agreement between Coronation and the Imvula Trust, Coronation has at the same date a right to call back the Coronation Investment Management (Pty) Ltd shares at fair value and issue Coronation shares to the Trust.

Coronation has therefore recognised this "Right to receive subsidiary shares" as a financial asset carried at fair value through profit or loss. The change in the fair value of the subsidiary shares between 26 April 2012 and 30 September 2012 has been recognised in profit or loss in the current year.

The call option between Coronation and Imvula Trust is governed by a call option agreement, of which the key terms and conditions are:  
 – option period of 5 years commencing 26 April 2012  
 – valuation method based on the market value of Coronation shares

Refer to note 6 in the group annual financial statements for further details.

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**k Price risk**

The company is exposed to price risk through its investment in subsidiary and the right to receive subsidiary shares, both of which are carried at fair value. The fair value of the investment in subsidiary and the right to receive subsidiary shares is primarily determined by reference to the listed share price of Coronation Fund Managers Limited shares. Movements in the listed price will impact the fair value movements of the investment in subsidiary recorded through other comprehensive income and the fair value movements of the right to receive subsidiary shares recorded in the profit or loss.

A reasonable possible change of 10% (2011: 10%), in the quoted price of Coronation Fund Managers Limited shares, with other variables held constant, could lead to the following increase or decrease in fair values:

- R878 million (2011: R630 million) in the fair value of the investment in subsidiary with the corresponding movement in other comprehensive income”
- R98 million in the fair value of the Right to receive subsidiary shares with the corresponding movement in profit or loss. Refer to note 18 for further details.”

**l Liquidity risk**

The liability to the Imvula Trust (note e) is expected to be settled in the next financial year. Refer to note 6 of the group annual financial statements for further details.

# ANALYSIS OF SHAREHOLDERS

AS AT 30 SEPTEMBER 2012

| <b>Distribution of shareholders</b> | Number of shareholders | %      | Number of shares | %      |
|-------------------------------------|------------------------|--------|------------------|--------|
| 1 – 1 000 shares                    | 2 714                  | 30.88  | 1 529 974        | 0.49   |
| 1 001 – 10 000 shares               | 4 751                  | 54.06  | 17 836 537       | 5.67   |
| 10 001 – 100 000 shares             | 1 057                  | 12.03  | 29 177 347       | 9.27   |
| 100 001 – 1 000 000 shares          | 215                    | 2.45   | 71 673 802       | 22.77  |
| 1 000 001 shares and over           | 51                     | 0.58   | 194 601 532      | 61.807 |
|                                     | 8 788                  | 100.00 | 314 819 192      | 100.00 |

| <b>Distribution of shareholders</b> | Number of shareholders | %      | Number of shares | %      |
|-------------------------------------|------------------------|--------|------------------|--------|
| Banks                               | 68                     | 0.77   | 51 776 740       | 16.45  |
| Brokers                             | 24                     | 0.27   | 5 926 483        | 1.88   |
| Close corporations                  | 88                     | 1.00   | 894 850          | 0.28   |
| Endowment funds                     | 33                     | 0.38   | 773 979          | 0.25   |
| Individuals                         | 6 690                  | 76.13  | 41 970 932       | 13.33  |
| Insurance companies                 | 20                     | 0.23   | 5 156 337        | 1.64   |
| Investment companies                | 17                     | 0.19   | 4 625 519        | 1.47   |
| Medical aid schemes                 | 8                      | 0.09   | 463 519          | 0.15   |
| Mutual funds                        | 171                    | 1.95   | 63 549 545       | 20.19  |
| Nominees and trusts                 | 1 257                  | 14.30  | 48 334 056       | 15.35  |
| Other corporations                  | 64                     | 0.73   | 430 665          | 0.14   |
| Pension funds                       | 96                     | 1.09   | 31 599 746       | 10.03  |
| Private companies                   | 138                    | 1.57   | 6 676 874        | 2.12   |
| Public companies                    | 12                     | 0.14   | 1 207 674        | 0.38   |
| Staff holdings                      | 102                    | 1.16   | 51 432 273       | 16.34  |
|                                     | 8 788                  | 100.00 | 314 819 192      | 100.00 |

| <b>Public/non-public shareholders</b> | Number of shareholders | %      | Number of shares | %      |
|---------------------------------------|------------------------|--------|------------------|--------|
| <b>Non-public shareholders</b>        | 102                    | 1.16   | 64 754 371       | 20.57  |
| Directors*                            | 6                      | 0.07   | 13 322 098       | 4.23   |
| Shares held by staff                  | 96                     | 1.09   | 51 432 273       | 16.34  |
| <b>Public shareholders</b>            | 8 686                  | 98.84  | 250 064 821      | 79.43  |
|                                       | 8 788                  | 100.00 | 314 819 192      | 100.00 |

\* Includes directors of subsidiary companies

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| <b>Geographical ownership</b> | Number of<br>shareholders | %             | Number of<br>shares | %             |
|-------------------------------|---------------------------|---------------|---------------------|---------------|
| South Africa                  | 8 502                     | 96.75         | 260 461 126         | 82.73         |
| International                 | 286                       | 3.25          | 54 358 066          | 17.27         |
|                               | <u>8 788</u>              | <u>100.00</u> | <u>314 819 192</u>  | <u>100.00</u> |

| <b>Shareholders with beneficial interest of 5% or more in shares</b> | Number of<br>shares | %           |
|--|---------------------|-------------|
| The Gabriel Trust  | 19 500 000          | 6.19        |
| Louis Stassen  | 17 018 207          | 5.41        |
| Government Employees Pension Fund                                    | <u>16 870 395</u>   | <u>5.36</u> |

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## SHAREHOLDERS' DIARY AND CORPORATE INFORMATION

Annual general meeting

Thursday 24 January 2013 at 10:00

Share code (ordinary shares): CML

ISIN number: ZAE000047353

### BOARD OF DIRECTORS

Shams Pather (independent non-executive chairman)

Hugo Nelson (chief executive officer)

Judith February

Jock McKenzie

Alexandra Watson

Anton Pillay

John Snalam (chief financial officer)

Appointed 8 November 2012

### TRANSFER SECRETARIES

Computershare Investor Services (Pty) Limited

70 Marshall Street

Johannesburg 2001

### POSTAL ADDRESS

PO Box 61051

Marshalltown 2107

### COMPANY SECRETARY

Lee-Anne Parenzee

John Snalam

Appointed 8 November 2012

Resigned 8 November 2012

### REGISTERED OFFICE

7th Floor, MontClare Place

Cnr Campground and Main Roads

Claremont 7708

Cape Town

### POSTAL ADDRESS

PO Box 44684

Claremont 7735

Cape Town

### AUDITORS

Ernst & Young Inc.

35 Lower Long Street

Cape Town 8001

### POSTAL ADDRESS

PO Box 656

Cape Town 8000





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PO Box 652643, Benmore 2010  
Telephone: +27 (0)11 328 8200 Fax: +27 (0)11 684 2187

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