



**GRINDROD**

**ADDITIONAL INFORMATION FOR  
ANALYSTS**

for the year ended 31 December 2015



# MANAGEMENT SEGMENTAL BALANCE SHEETS AS AT 31 DECEMBER 2015



R000	FREIGHT SERVICES	SHIPPING	FINANCIAL SERVICES	GROUP	TOTAL GROUP
Fixed assets	4 117 758	7 943 330	184 185	73 098	12 318 371
Other assets	4 059 866	560 960	836 550	354 552	5 811 928
Current assets excluding cash, liquid assets and advances	2 313 992	2 695 865	355 405	1 824 832	7 190 094
<b>TOTAL ASSETS</b>	<b>10 491 616</b>	<b>11 200 155</b>	<b>1 376 140</b>	<b>2 252 482</b>	<b>25 320 393</b>
Equity	6 391 643	6 620 817	796 047	4 600 976	18 409 483
Preference share capital	253 010	-	440 000	46 990	740 000
Net debt (including cash)	1 533 011	2 520 639	(81 431)	(2 558 291)	1 413 928
Non-current liabilities	201 127	74 236	48 943	7 788	332 094
Current liabilities	2 112 825	1 984 463	172 581	155 019	4 424 888
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>10 491 616</b>	<b>11 200 155</b>	<b>1 376 140</b>	<b>2 252 482</b>	<b>25 320 393</b>



## OTHER SEGMENTAL INFORMATION AS AT 13 DECEMBER 2015



R000	FREIGHT SERVICES	SHIPPING	FINANCIAL SERVICES	GROUP	SEGMENTAL ADJUSTMENTS	TOTAL GROUP
Depreciation and amortisation	399 157	492 704	4 693	4 744	(225 816)	675 482
Net interest	102 546	86 462	14 143	(149 737)	(86 746)	(33 332)
Preference dividend	22 225	-	30 942	7 974	-	61 141



# LEGAL NET DEBT BREAKDOWN AS AT 31 DECEMBER 2015



R million	Including Financial Services	Excluding Financial Services
	Net Debt	Net Debt
Loans and advances to bank customers	4 916	-
Liquid assets and short-term negotiables	1 066	-
Bank and cash	8 393	3 235
Non-current assets held for sale	9	9
Long-term loans	(2 860)	(2 062)
Deposits from bank customers	(9 980)	-
Current portion of long-term loans	(1 022)	(849)
Short term borrowings and overdraft	(477)	(477)
Non-current liabilities held for sale	(11)	(11)
Net debt	<b>34</b>	<b>(155)</b>





# SEGMENTAL ANALYSIS 2015



	31 December 2015 R000	31 December 2014 R000
<b>Revenue</b>		
Freight Services	5 059 813	5 653 512
Shipping	22 058 351	22 106 063
Financial Services	452 756	376 912
Group	424 499	4 580 465
Segmental adjustments	27 995 419 (17 803 050)	32 716 952 (18 804 470)
Freight Services	(1 310 602)	(1 754 497)
Shipping	(16 492 448)	(17 049 551)
Group	-	(422)
	10 192 369	13 912 482
<b>Earnings/(loss) before interest, taxation, depreciation and amortisation</b>		
Freight Services	837 685	1 053 611
Shipping	662 177	638 913
Financial Services	255 011	175 210
Group	(7 415)	(42 750)
Segmental adjustments	1 747 458 (648 558)	1 824 984 (658 973)
Freight Services	(349 172)	(407 823)
Shipping	(299 386)	(251 791)
Group	-	641
	1 098 900	1 166 011
<b>Operating profit/(loss) before interest and taxation</b>		
Freight Services	438 528	732 073
Shipping	169 473	227 421
Financial Services	250 318	171 401
Group	(12 159)	(58 597)
Segmental adjustments	846 160 (422 742)	1 072 298 (453 430)
Freight Services	(245 771)	(298 393)
Shipping	(176 971)	(155 882)
Group	-	845
	423 418	618 868
<b>Share of associate companies' profit after taxation</b>		
Freight Services	71 879	79 538
Group	-	3 607
Segmental adjustments	71 879 781	83 145 -
Freight Services	781	-
	72 660	83 145
<b>(Loss)/profit attributable to ordinary shareholders</b>		
Freight Services	(108 994)	613 269
Shipping	(1 495 674)	223 765
Financial Services	164 662	111 979
Group	13 533	52 178
Segmental adjustments	(1 426 473)	1 001 191

## FREIGHT SERVICES CONTRIBUTION BY BUSINESS UNIT



Please note that these KPIs are as per Management Structure (JV's proportionally consolidated line by line and e.g. revenue will be higher than revenue in the legal structure (where JVs are added as a one line item )

<b>Freight Services</b>	<b>2015</b>	<b>2014</b>
Revenue	<b>5 060</b>	<b>5 654</b>
EBITDA	<b>838</b>	<b>1 054</b>
Operating income	<b>439</b>	<b>732</b>
Attributable income	<b>(109)</b>	<b>613</b>
Operating Margins	<b>9%</b>	<b>13%</b>

<b>Port, Terminals and Rail</b>	<b>2015</b>	<b>2014</b>
Revenue	<b>2 360</b>	<b>2 905</b>
EBITDA	<b>460</b>	<b>778</b>
Operating income	<b>260</b>	<b>624</b>
Earnings before NTI <sup>1</sup>	<b>111</b>	<b>402</b>
Attributable income	<b>(174)</b>	<b>569</b>
Operating margin	<b>11%</b>	<b>22%</b>

<b>Logistics</b>	<b>2015</b>	<b>2014</b>
Revenue	<b>2 700</b>	<b>2 749</b>
EBITDA	<b>378</b>	<b>276</b>
Operating income	<b>179</b>	<b>108</b>
Earnings before NTI <sup>1</sup>	<b>118</b>	<b>92</b>
Attributable income	<b>65</b>	<b>44</b>
Operating margin	<b>7%</b>	<b>4%</b>

<sup>1</sup>Earnings before non-trading items (NTI)



# FLEET OVERVIEW (OWNED AND LONG-TERM CHARTERED SHIPS)



Contracted in at 31 December 2015		Bulk carriers			Tankers		Total
		Handysize	Supramax	Capesize	Medium-range	Small	
2016	Number (average)	15.9	7.2	2.0	10.3	3.5	<b>38.9</b>
	Cost (US\$/day)	9 800	12 600	21 800	14 900	12 500	<b>12 500</b>
2017	Number (average)	15.5	9.0	1.7	9.5	3.5	<b>39.2</b>
	Cost (US\$/day)	9 900	12 700	22 300	15 300	12 900	<b>12 600</b>
2018	Number (average)	15.2	8,5	0.2	8.0	3.5	<b>35.4</b>
	Cost (US\$/day)	10 000	12 700	24 500	15 600	13 200	<b>12 300</b>
<b>Current fleet</b>		<b>16.2</b>	<b>6</b>	<b>2</b>	<b>9.5</b>	<b>3.5</b>	<b>37.2</b>
2016		(0.7)	3	-	1	-	<b>3.3</b>
2017		-	-	(1)	(1)	-	<b>(2)</b>
2018		(1)	(1)	(1)	(2)	-	<b>(5)</b>
<b>Fleet at end of 2015</b>		<b>14.5</b>	<b>8</b>	<b>-</b>	<b>7.5</b>	<b>3.5</b>	<b>33.5</b>

Charter option extensions and purchase options on 2 Handysize bulk carriers, 1 Supramax bulk carrier , 1 Capesize bulk carrier and 1 MR products tanker are not included in the above numbers as they are not contracted.



# CONTRACT COVER



Contracted at 31 December 2015		Bulk carriers			Tankers		Total
		Handysize	Supramax	Capesize	Medium-range	Small	
2016	Number (average)	1.6	5.9	0.4	2.3	2.3	<b>12.5</b>
	Revenue (US\$/day)	6 600	7 800	47 900	19 200	12 400	<b>11 900</b>
2017	Number (average)		4.1		1.0		<b>5.1</b>
	Revenue (US\$/day)		8 600		22 200		<b>11 300</b>
2018	Number (average)		2.0		1.0		<b>3.0</b>
	Revenue (US\$/day)		7 000		22 200		<b>12 000</b>

Contract profits	% of fleet fixed	Charters (US\$ million)
2016	32	(4.2)
2017	14	(3.9)
2018	10	(2.3)





# ANALYSIS OF 2015 EARNINGS : SHIPPING



	Bulk carriers			Tankers		2015	2014	%
	Handysize	Supramax	Capesize	Medium-range	Small	Total	Total	
Average number of owned / long-term chartered ships	16.4	4.5	2.0	9.5	3.9	36.3	35.4	3
Average daily revenue (US\$)	5 700	9 200	20 200	20 700	11 500	11 500	11 300	2
Average daily cost (US\$)	10 000	13 100	22 600	14 400	12 300	12 500	12 600	1
<b>Profit (US\$ million)</b>	<b>(25.7)</b>	<b>(6.3)</b>	<b>(1.8)</b>	<b>21.7</b>	<b>(1.1)</b>	<b>(13.2)</b>	<b>(17.2)</b>	<b>23</b>

(US\$ millions)			
Profit from ship operating activities	30	24	25
Marine fuels	8	6	33
Profit from ship sales /charter terminations	2	19	(89)
Overheads	(17)	(23)	26
Profit share on earnings	(4)	(1)	(300)
Funding costs/taxation	2	8	(75)
Foreign exchange	2	2	-
Profit before unusual items	10	18	(44)
Impairments / Amortisations	(101)	(8)	(1 163)
Provision for onerous contracts	(4)	-	-
Profit on sale of business	-	11	(100)
	<b>(95)</b>	<b>21</b>	<b>(552)</b>



