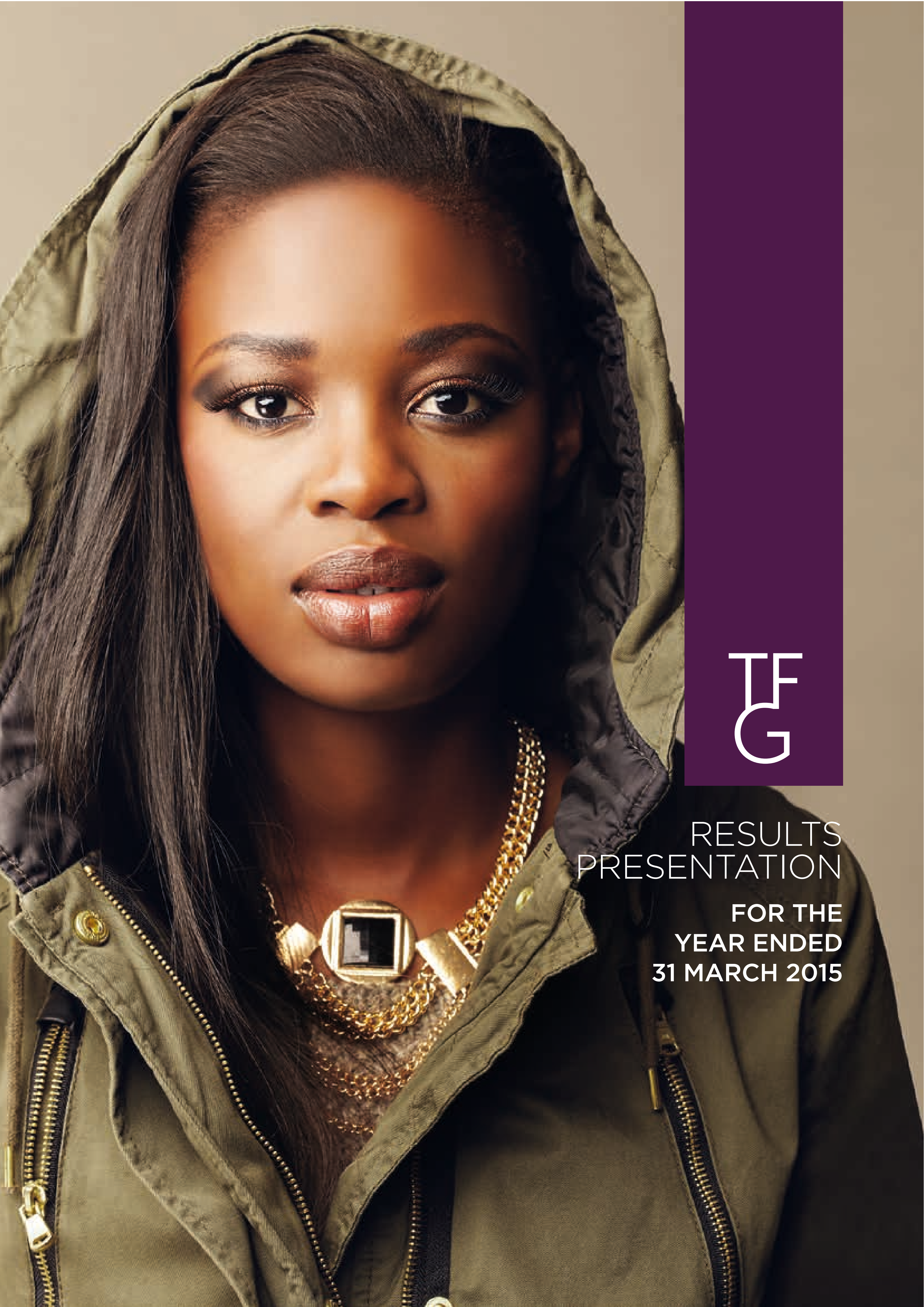


RESULTS PRESENTATION

FOR THE YEAR ENDED 31 MARCH 2015

AGENDA

- Economy & retail environment — Doug Murray
- Review of the year & business review — Doug Murray
- Financial review — Anthony Thunström
- TFG Financial Services — Jane Fisher
- Phase Eight — Ben Barnett
- Strategy & outlook — Doug Murray

ECONOMY & RETAIL ENVIRONMENT

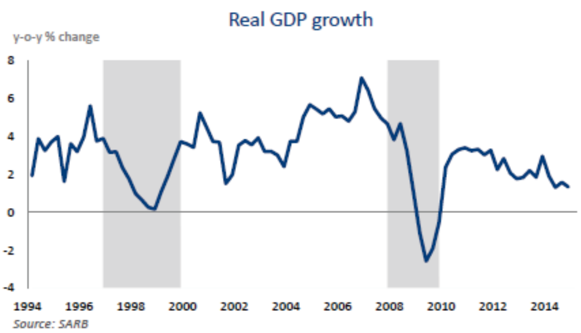
THE ECONOMY AND RETAIL ENVIRONMENT

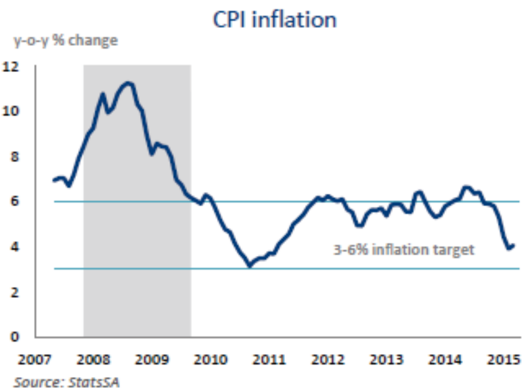
- Mixed view on global economy remains
  - › Positive impact of lower oil price offset by increased concern over outlook for leading emerging market economies
  - › Growth prospects downgraded for most economies excluding US
- Domestic economy
  - › Improved current account position
  - › Continued Rand weakness against the US dollar
  - › Industrial action still prevalent – strikes in the platinum, metals and engineering as well as postal sectors
  - › Load shedding disruption
  - › Interest rates likely to remain flat or show a marginal increase for remainder 2015
  - › CPI reduced sharply to 4,5% at end April – now at the low end of target range
    - – Fuel price
    - – Expected to remain within target range for remainder of 2015 and 2016
  - › Early signs of improvement in credit cycle
    - – Upside as a result of fuel price and interest rate environment
    - – Employment growth remains stagnant
  - › GDP growth outlook weakens (BER)
    - – 2015 projection reduced from 3,0% to 1,9%

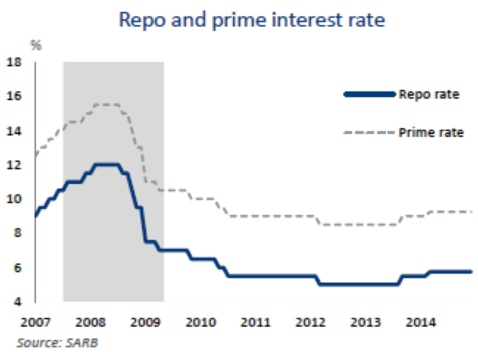
IMPACT OF LOAD SHEDDING

- Lost sales of approximately R71 million since December 2014
  - approximately 1% impact
- All stores have ability to trade off-line
- Stores not in shopping centres less impacted
  - Sufficient light
- Stores in shopping centres
  - Often impacted by centre closing
  - Considering invertors / batteries in key centres and stores
- We believe customer shopping habits will change over time

TRADING ENVIRONMENT

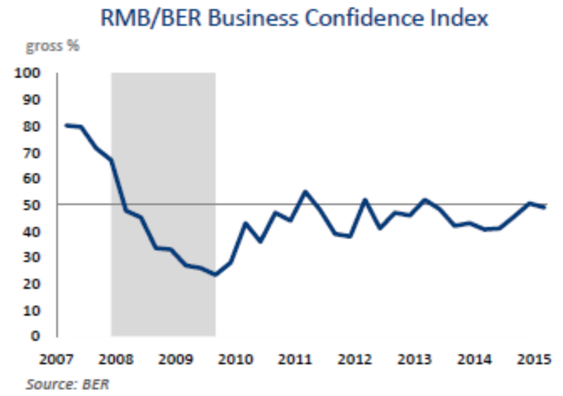


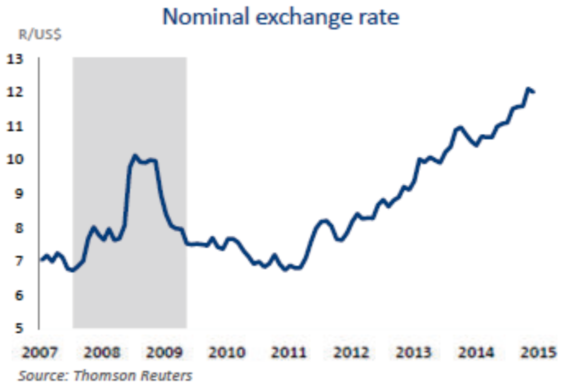




Source of graphs: BER Economic Snapshot May 2015

TRADING ENVIRONMENT





Source of graphs: BER Economic Snapshot May 2015

REVIEW OF THE YEAR

REVIEW OF THE YEAR

- Busy year for the group but extremely positive
- Disposal of RCS Group completed June 2014
  - TFG share of proceeds R1,4 billion
- Launch of online selling November 2014
  - @home & TFG Mobile
- Acquisition of Phase Eight in January 2015
  - Will be dealt with in more detail later on in the presentation
  - All commentary below excludes Phase Eight
- Continued strong cash sales growth at 19,6%
- Credit consumers under pressure although early signs of improvement in credit cycle
  - Improvement in credit sales growth from 2,5% H1 to 6,1% H2
- Gross margins in all product categories maintained
  - Merchandise inflation approximately 7%
- Like-for-like expense growth at 8%
- 195 new stores opened including 29 in rest of Africa
- TFG debtors' book continues to be well managed in the current climate
  - Significant slow down in growth of net bad debt to 9,4% (March 2014: 39,5%)
  - Continued implementation of appropriate credit risk measures until sustained improvement evident
  - Book adequately provisioned

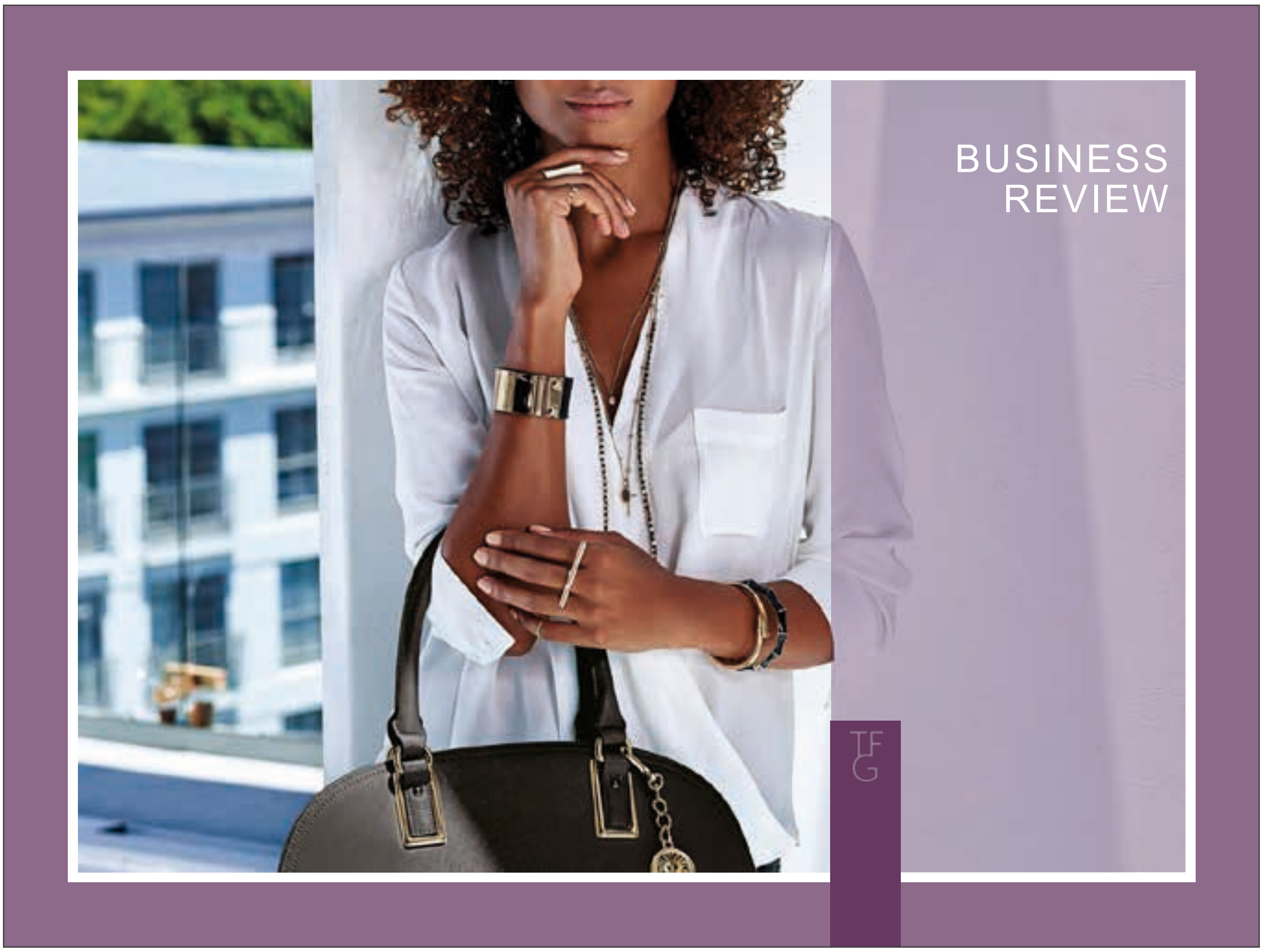
MARCH 2015: SALIENT FEATURES

	Incl Phase Eight[1]	Excl Phase Eight
RETAIL TURNOVER	R16,1bn	R15,7bn
RETAIL TURNOVER GROWTH	+13,6%	+10,8%
GROSS MARGIN	47,3%	46,7%
NET BAD DEBT / CLOSING DEBTORS' BOOK		13,6%
ROE	23,4%	
DEBT / EQUITY	76,8%	56,6%

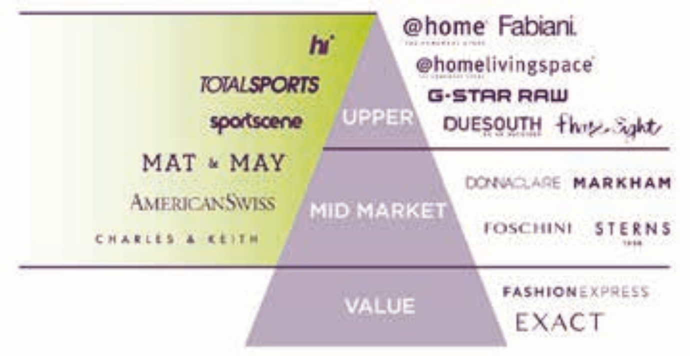
[1] Results for 31 March 2015 include impact of 2 months of Phase Eight trading

MARCH 2015: SALIENT FEATURES CONTINUED

HEPS continuing – 897,9 cents (Excluding once-off acquisition cost)	+ 9,7%
FINAL DISTRIBUTION – 325 cents	+ 10,9%
TOTAL DIVIDEND – 588 cents	+ 9,7%



BUSINESS REVIEW: OVERVIEW

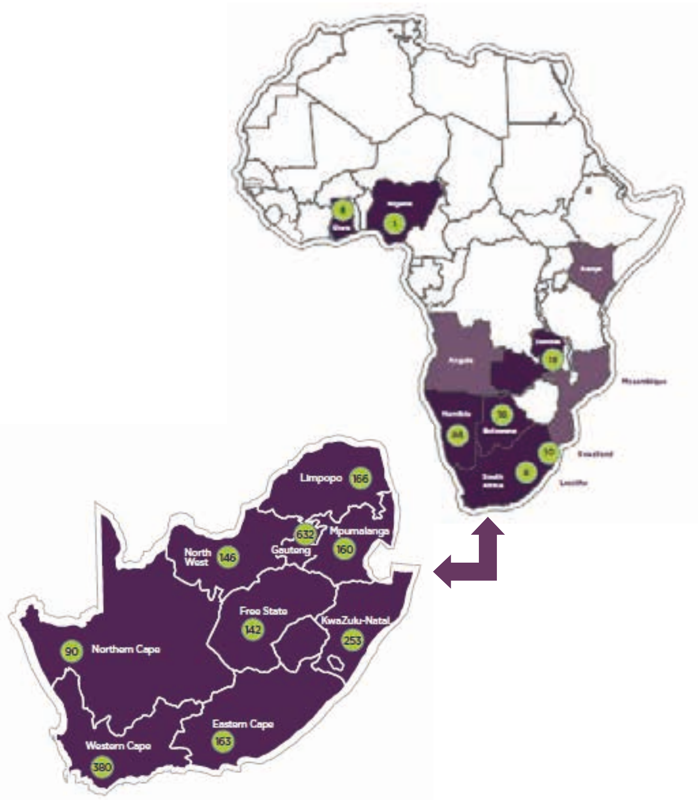


- TFG = home of leading retail brands
  - › 18 brands
    - Primarily own brands – leading household names
    - Addition of Phase Eight brand during 2015 financial year
- Broad product offering across various merchandise categories
  - › Clothing
  - › Jewellery
  - › Homeware & furniture
  - › Cellphones
  - › Cosmetics
- Broad LSM appeal from value to upper end

TFG FOOTPRINT INCLUDING PHASE EIGHT

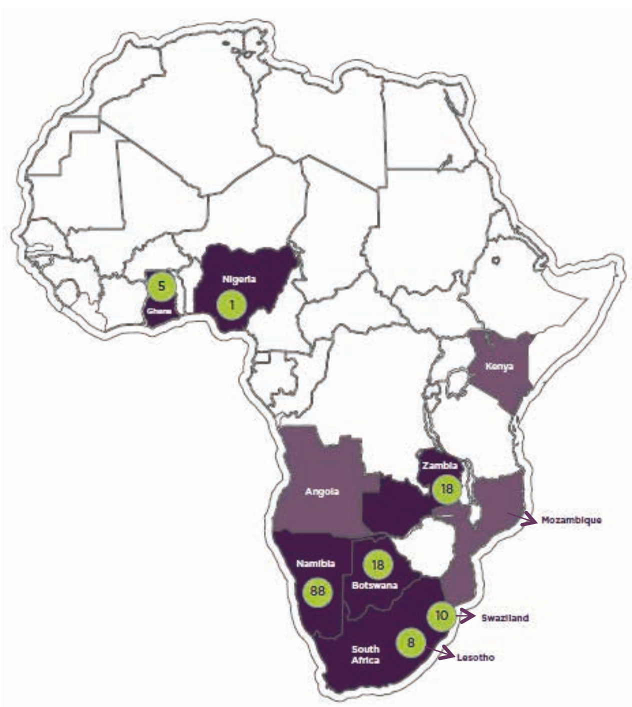
- 2 724 outlets in 27 countries globally
  - › TFG South Africa 2 132 stores
  - › TFG rest of Africa 148 stores in 7 countries
  - › Phase Eight 444 outlets in 19 countries

FOOTPRINT (TFG EXCLUDING PHASE EIGHT)



Brand	South Africa	Africa	Total number of stores
@home	80	4	84
@home livingspace	20	1	21
American Swiss	215	18	233
Charles & Keith	11	-	11
DonnaClaire	83	4	87
Duesouth	41	5	46
Exact	249	13	262
Fabiani	16	-	16
Fashion Express	213	16	229
Foschini	254	20	274
G-Star Raw	6	-	6
hi	3	-	3
Markham	290	22	312
Mat & May	28	-	28
Sportscene	195	12	207
Sterns	162	16	178
Totalsports	266	17	283
Group Total	**2 132**	**148**	**2 280**

FOOTPRINT: REST OF AFRICA



- All stores in rest of Africa are corporate stores
- Rest of Africa now 148 stores across 7 countries
  - 29 stores opened during the year
  - This includes 5 stores opened in Ghana during November 2014
- 23,9% turnover growth with 12,2% same store turnover growth
- Further expansion
  - Kenya (October 2015)
  - Mozambique
  - Angola
- 2020 target: 375 stores
- Trading in rest of Africa excludes Phase Eight as they do not currently trade in these territories

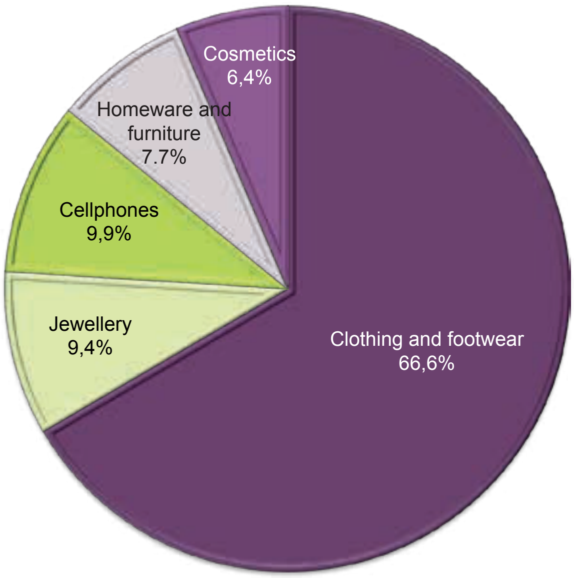
TURNOVER BY MERCHANDISE CATEGORY

Retail turnover by merchandise category	INCL PHASE EIGHT March 2015 (Rm)	EXCL PHASE EIGHT March 2015 (Rm)	EXCL PHASE EIGHT March 2014 (Rm)	% Change INCL PHASE EIGHT	% Change EXCL PHASE EIGHT	% Same store growth EXCL PHASE EIGHT
Clothing	10 849,9	10 447,8	9 481,9	14,4	10,2	4,6
Jewellery	1 466,8	1 466,8	1 387,8	5,7	5,7	1,2
Cellphones	1 556,3	1 556,3	1 306,1	19,2	19,2	14,8
Homeware & furniture	1 211,7	1 211,7	1 073,6	12,9	12,9	7,4
Cosmetics	1 001,2	1 001,2	909,6	10,1	10,1	6,3
Total	16 085,9	15 683,8	14 159,0	13,6	10,8	5,5
Cash sales	7 548,1	7 146,0	5 976,5	26,3	19,6	
Credit sales	8 537,8	8 537,8	8 182,5	4,3	4,3	
Group total	16 085,9	15 683,8	14 159,0	13,6	10,8	

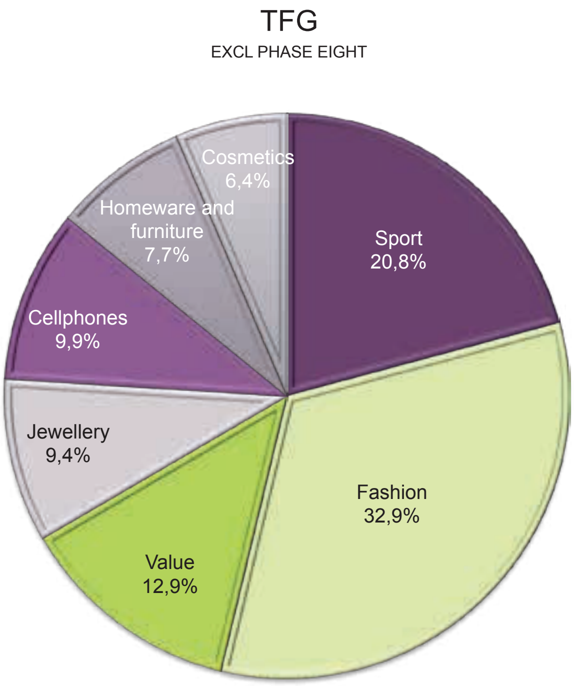
- Cash sales
  - Represent 45,6% (TFG INCL PHASE EIGHT: 46,9%) of total sales (March 2014: 42,2%)
  - Excellent growth at 19,6% (TFG INCL PHASE EIGHT : 26,3%)
- Credit sales stronger in the 2nd half at 6,1% from 2,5% in 1st half
  - Full year growth of 4,3%

TURNOVER: MERCHANDISE CATEGORY CONTRIBUTION

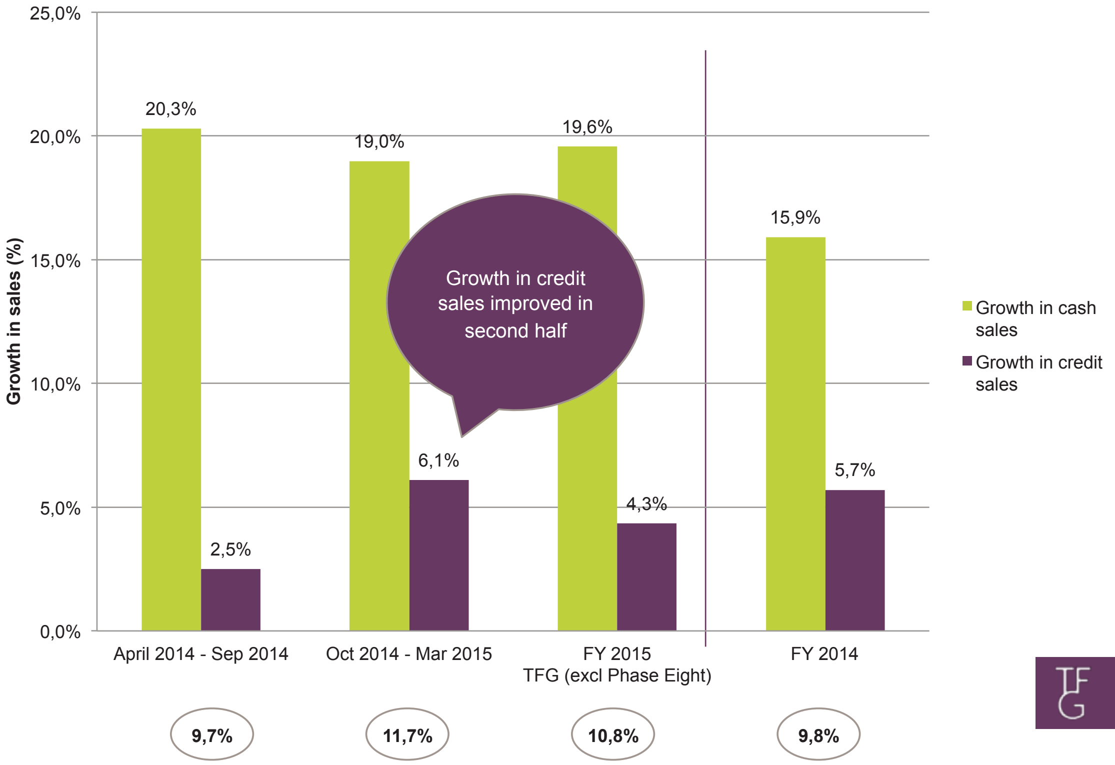
TFG
EXCL PHASE EIGHT



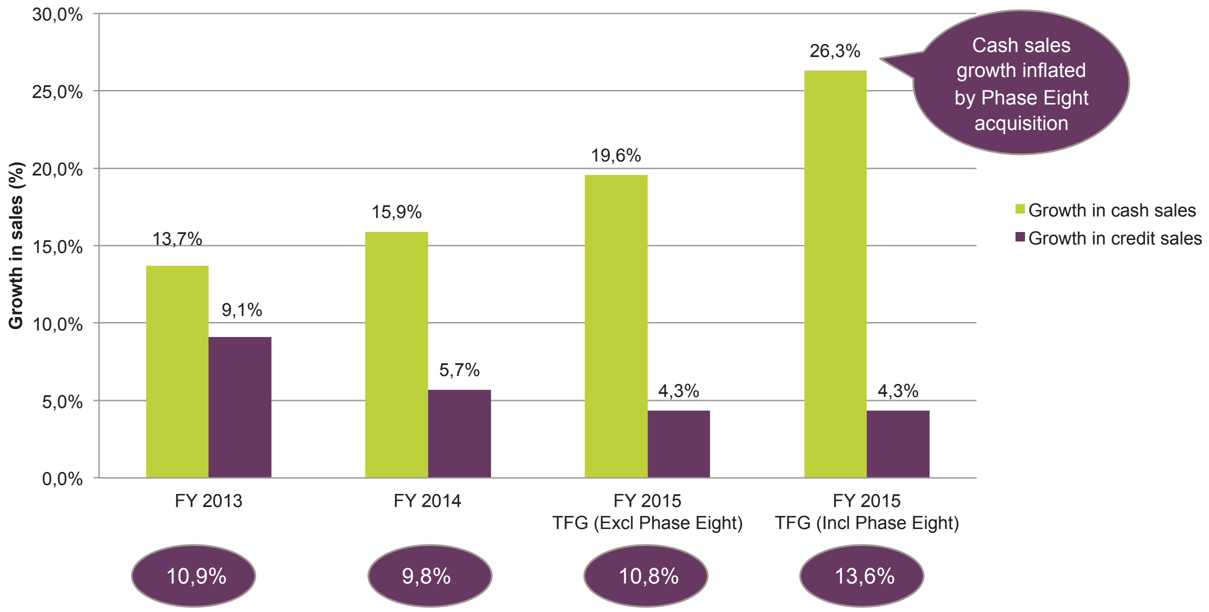
TURNOVER: MERCHANDISE CATEGORY CONTRIBUTION



CASH VS CREDIT TURNOVER GROWTH (EXCLUDING PHASE EIGHT)



CASH VS CREDIT TURNOVER GROWTH FY (INCLUDING PHASE EIGHT)



TFG | MARCH 2015 RESULTS PRESENTATION 21

FINANCIAL REVIEW: INCOME STATEMENT HIGHLIGHTS

	INCL PHASE EIGHT March 2015 (Rm)	EXCL PHASE EIGHT March 2015 (Rm)	EXCL PHASE EIGHT March 2014 (Rm)	% Change EXCL PHASE EIGHT	% Change INCL PHASE EIGHT
Revenue (Rm)	18 544,0	18 141,9	16 362,9	**10,9**	13,3
Retail turnover (Rm)	16 085,9	15 683,8	14 159,0	**10,8**	13,6
Gross margin (%)	47,3%	46,7%	46,5%		
Trading expenses excl net bad debt (Rm)	6 229,1	5 978,2	5 311,1	**12,6**	17,3
Net bad debt (Rm)	1 023,6	1 023,6	935,5	**9,4**	9,4
Once-off acquisition costs (Rm)	292,4	-	-		
Operating margin (%)	17,5%	17,7%	17,9%		

	March 2015	March 2014	% Change
HEPS continuing operations excluding once-off acquisition costs (cents)	897,9	818,7	**9,7**

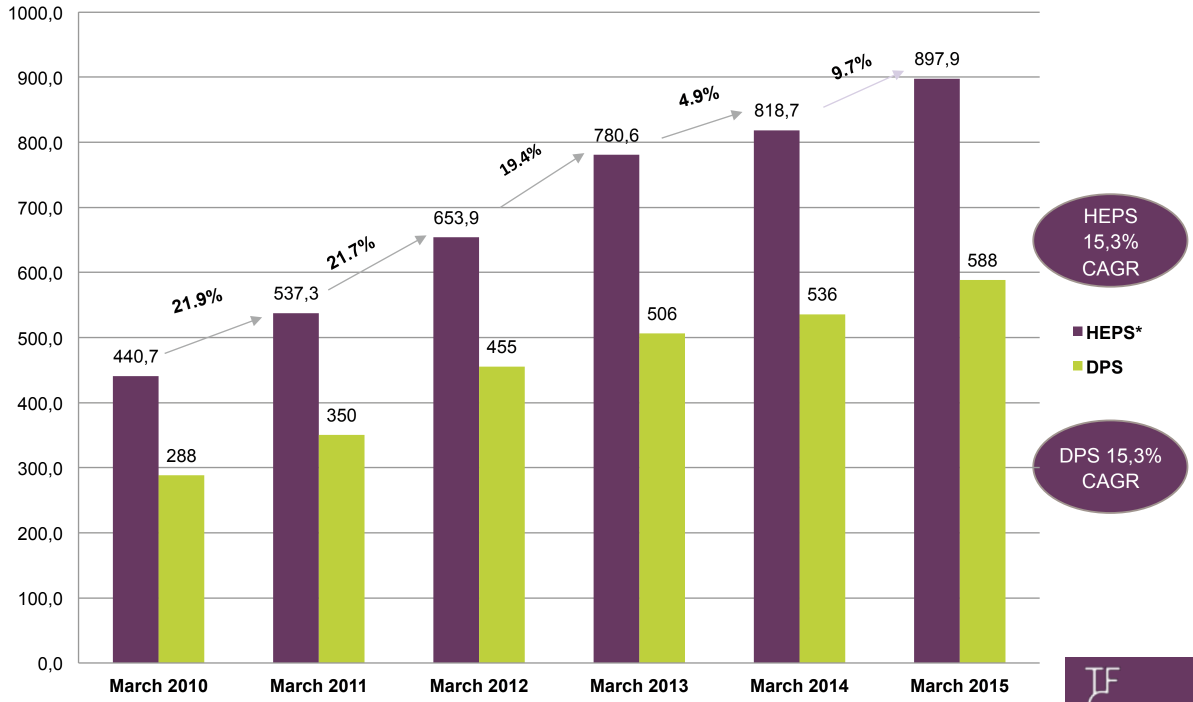
RCS GROUP TRANSACTION

- RCS Group transaction completed
  - Closing date 6 August 2014
  - Effective date 30 June 2014
- Results include 3 months trading of RCS Group – treated as discontinued operation
- TFG share of proceeds R1,4 billion applied to acquisition of Phase Eight
- Profit on disposal of R273,2 million

PHASE EIGHT TRANSACTION

- As was announced on SENS on 16 January 2015, the group acquired a c.85% holding in Phase Eight
- Acquisition at enterprise value of £238m
- Funded by combination of RCS proceeds and available cash resources
- 2 months of trading has been included in our year-end results
- Once-off costs relating to acquisition of R292,4m have been expensed
  - › Reflected continuing HEPS excluding these once-off costs

TFG EARNINGS AND DISTRIBUTIONS



* HEPS = continuing HEPS excluding once-off acquisition cost

REVENUE

	INCL PHASE EIGHT March 2015 (Rm)	EXCL PHASE EIGHT March 2015 (Rm)	EXCL PHASE EIGHT March 2014 (Rm)	% Change EXCL PHASE EIGHT	% Change INCL PHASE EIGHT
Retail turnover	16 085,9	15 683,8	14 159,0	**10,8**	13,6
Interest income	1 367,7	1 367,7	1 148,1	**19,1**	19,1
Other revenue	1 090,4	1 090,4	1 055,8	**3,3**	3,3
Group total	18 544,0	18 141,9	16 362,9	**10,9**	13,3

- Satisfactory growth in retail turnover in tough credit environment
- Interest income will be dealt with separately
- Other revenue growth + 3,3%
  - › Comprises publishing income, insurance income, collection cost recovery and income from mobile one2one airtime
  - › Growth in these products should improve when the credit cycle improves

GROSS PROFIT

	INCL PHASE EIGHT March 2015 (Rm)	EXCL PHASE EIGHT March 2015 (Rm)	EXCL PHASE EIGHT March 2014 (Rm)
Gross profit (Rm)	7 601,7	7 319,8	6 579,6
Gross margin (%)	47,3	46,7	46,5

- Gross margins broadly consistent in all merchandise categories
- In terms of our strategy, we expect TFG clothing margin to remain at current levels (upside in Foschini partially offset by lower margin value businesses)

INTEREST INCOME

	INCL PHASE EIGHT March 2015 (Rm)	EXCL PHASE EIGHT March 2015 (Rm)	EXCL PHASE EIGHT March 2014 (Rm)	% Change EXCL PHASE EIGHT
Trade receivables – retail	1 337,7	1 337,7	1 130,5	18,3
Sundry	30,0	30,0	17,6	
Total interest income	1 367,7	1 367,7	1 148,1	19,1

- Interest income from retail debtors' book up 18,3% driven by
  - › Higher average book
  - › Higher average interest rate
  - › Repo rate increases January 2014 50bps and July 2014 25bps
  - › 89,0% of balances now attracting interest (March 2014: 88,9%)

TRADING EXPENSES

	INCL PHASE EIGHT March 2015 (Rm)	EXCL PHASE EIGHT March 2015 (Rm)	EXCL PHASE EIGHT March 2014 (Rm)	% Change EXCL PHASE EIGHT	% Change INCL PHASE EIGHT	EXCL PHASE EIGHT % to turnover March 2015	EXCL PHASE EIGHT % to turnover March 2014
Depreciation	(428,1)	(412,7)	(365,5)	12,9	17,1	2,6	2,6
Employee costs	(2 325,2)	(2 248,5)	(2 048,3)	9,8	13,5	14,3	14,5
Occupancy costs	(1 585,0)	(1 548,0)	(1 393,0)	11,1	13,8	9,9	9,8
Other net operating costs	(1 890,8)	(1 769,0)	(1 504,3)	17,6	25,7	11,3	10,6
	(6 229,1)	(5 978,2)	(5 311,1)	12,6	17,3	38,1	37,5
Net bad debts	(1 023,6)	(1 023,6)	(935,5)	9,4	9,4	6,5	6,6
Total trading expenses	(7 252,7)	(7 001,8)	(6 246,6)	12,1	16,1	44,6	44,1

- Expenses excluding Phase Eight before bad debt well controlled at 12,6%
  - › Like-for-like costs approximately 8%
- Employee costs well controlled at 9,8% growth
  - › Staff increases at 6%
  - › Balance made up of new stores
- Store occupancy costs up 11,1%
  - › Normal lease escalations average 7%
  - › The balance is made up of new stores
- Other net operating costs increased by 17,6%
  - › Burglaries & armed robberies (+ 43%), utilities well above CPI
  - › CRM, Rewards discounts, e-commerce and Africa infrastructures
- Bad debts will be dealt with by Jane Fisher

FINANCE COST

	INCL PHASE EIGHT March 2015 (Rm)	**EXCL PHASE EIGHT March 2015 (Rm)**	EXCL PHASE EIGHT March 2014 (Rm)	% Change EXCL PHASE EIGHT	% Change INCL PHASE EIGHT
Finance cost	**(228,1)**	**(211,3)**	(161,8)	**30,6**	41,0

- Interest impacted by:
  - › Higher average borrowing levels
    - Level of debtors' book and capex
    - Phase Eight offset by disposal of the RCS Group
  - › Higher average cost of borrowings
    - Inclusion of term funding in 1st half of the year
    - Interest rate increase (50bps January 2014 and 25bps July 2014)

TAXATION

	March 2015	March 2014
Profit before taxation (Rm)	**2 286,6**	2 375,1
Income tax expense (Rm)	**748,8**	691,5
Effective tax rate (%)	**32,7**	29,1

- Effective tax rate impacted by non-deductible expenses in 2015
  - › Primarily once-off acquisition costs

TRADE RECEIVABLES

	March 2015 (Rm)	March 2014 (Rm)	% Change
Trade receivables - retail	6 199,9	5 796,6	7,0

- Our biggest asset by far
- Grown at faster rate than credit turnover due to the slight lengthening of the book
- Continue to be well managed in the current climate
  - › Adequate provisioning
- Jane Fisher will deal with the performance of our receivables in more detail

BORROWINGS

	March 2015 (Rm)	March 2014 (Rm)
Interest-bearing debt	7 042,6	2 960,4
Less: Cash	(800,4)	(301,3)
Net borrowings TFG including Phase Eight	**6 242,2**	2 659,1
Less: Phase Eight net borrowings (non-recourse)	(1 639,2)	-
TFG borrowings excluding Phase Eight	**4 603,0**	2 659,1

- Net borrowings up by R3,6 billion primarily due to
  - › Phase Eight own debt
- Total group gearing 76,8%
  - › Recourse (TFG excluding Phase Eight) gearing of 56,6% (March 2014: 36,8%)
- Introduction of approximately R1 billion equity through scrip dividend distribution (with cash dividend alternative) in the short term
  - › Reduces recourse gearing to approximately 43%

CASH GENERATION & UTILISATION

	Rm	March 2015 (Rm)
Net borrowings at beginning of the year		**(2 659,1)**
Cash EBITDA	2 849,3	
Increase in creditors	216,0	
Proceeds on disposal of discontinued operations	1 442,7	
Other net investing activities	24,4	
Cash generated		**4 532,4**
Taxation paid	(765,7)	
Dividends paid	(1 146,9)	
Receivables increase	(459,6)	
Inventory increase	(754,8)	
Capital expenditure	(669,8)	
Acquisition of Phase Eight, net of cash	(2 576,9)	
Net borrowings of Phase Eight at acquisition	(1 658,8)	
Forex	(39,9)	
Net cash flows from share incentive scheme transactions	(43,1)	
Cash utilised		**(8 115,5)**
Net borrowings at the end of the year		**(6 242,2)**

- Cash EBITDA of R2 849,3 remains sound
- Investment in receivables of R459,6 million
- Capex at R669,8 million – largely due to new store openings

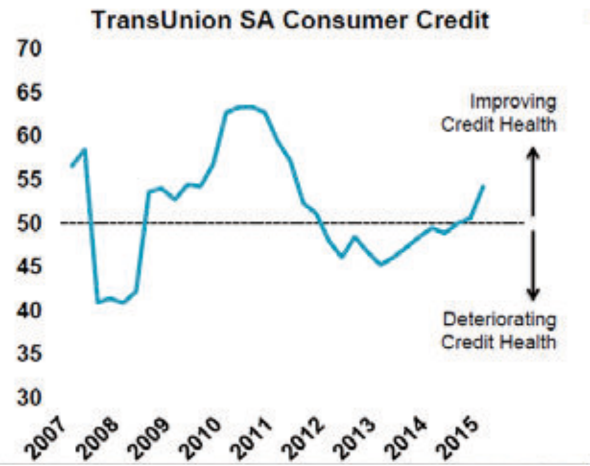
CAPEX

	INCL PHASE EIGHT March 2015 (Rm)	EXCL PHASE EIGHT March 2015 (Rm)	EXCL PHASE EIGHT March 2014 (Rm)
Stores	389,0	369,8	332,4
IT	194,1	192,0	154,0
Other	86,7	86,7	67,8
Total	669,8	648,5	554,2

- The majority of capex relates to opening of new stores, in line with our strategy of growing floor space
- Ongoing investment in IT retail systems
- TFG (excl Phase Eight) projected capex for 2016 year-end will be approximately R650 million

TFG FINANCIAL SERVICES: INDUSTRY REVIEW

- Consumer credit index increased to 54,3% this quarter up from 50,6% last quarter
- This improvement in the TU index is showing clear signs that credit health of the industry is improving
  - Consistent with our own experience
- Household cash flows continue to improve due to a sharp decline in non-discretionary consumer inflation
- Credit regulation continues to add complexity
  - Affordability regulations



TFG FINANCIAL SERVICES – CREDIT: PERFORMANCE

	March 2015 (Rm)	March 2014 (Rm)	% Growth
Interest income	1 337,7	1 130,5	18,3
Net bad debt	(1 023,6)	(935,5)	9,4
Credit costs	(220,4)	(184,9)	19,2
EBIT	93,7	10,1	

- Interest income
  - Increase in book
  - Repo rate increases (50bps January 2014 and 25bps June 2014)
- Bad debt and impairment growth slows to 9,4% (March 2014: 39,5%)
  - Write off and impairment policies remain consistent
  - Continue to apply Markov model applying most recent 12 months performance data
- Credit costs increase by 19,2%
  - Includes a new group e-commerce team and an dedicated e-commerce call centre
  - Investments in new account acquisition
  - Expanded forensics unit improved verification processes
  - Collection cost growth contained at 5,5%

TFG FINANCIAL SERVICES – CREDIT: BOOK

Key debtor statistics	March 2015	March 2014	% Growth
Number of active accounts ('000)	2 677,5	2 668,9	0,3%
Credit sales as a % of total retail sales	54,4	57,8	
Net debtors' book (Rm)	6 199,9	5 796,6	7,0%

- Credit turnover growth rate for the year slows to 4,3% (March 2014: 5,7%)
  - 1st half 2,5%
  - 2nd half 6,1%
- Net book growth for the year has slowed to 7,0% (March 2014: 11,3%)

TFG FINANCIAL SERVICES – CREDIT: STATISTICS

Key debtor statistics	March 2015	March 2014
Overdue values % to debtors' book	14,6	15,3
Net bad debt write off as a % of credit transactions	8,0	7,1
Net bad debt write off as a % of debtors' book	13,6	12,4
Doubtful debt provision as a % of debtors' book	13,6	12,3
% able to purchase	80,9	79,3

- Overdue portion of debtors balances at statement month end improve year on year
- Net bad debt to book increases to 13,6%
  - Slightly better than expected
- Provisioning increased in line with bad debt experience
  - Prudent approach appropriate

TFG FINANCIAL SERVICES: CUSTOMER VALUE ADDED PRODUCTS

	March 2015 (Rm)	March 2014 (Rm)	% Growth
Publishing net income	176,8	174,5	1,3
Insurance net income	205,3	209,0	(1,8)
Mobile one2one airtime net income	68,8	70,4	(2,3)
EBIT	450,9	453,9	(0,7)

- Growth in net income constrained by
  - Muted new account growth
  - Higher delinquency levels in subscriber base
- Publishing income
  - Total monthly circulation of 1,8 million for 13 titles (March 2014: 11)
  - *Mykitchen,* a food magazine secures 40,000 subscribers to date
- Insurance income
  - All insurance products are voluntary
  - 13 products (March 2014: 12), mostly sold under short term license
  - *Income Assist* which provides retrenchment and disability cover launched
- One2one
  - 134,000 subscribers to a highly competitive product

TFG FINANCIAL SERVICES: STRATEGY & OUTLOOK

- Early signs that deterioration in credit metrics are slowing
  - Account base should remain at current levels
  - Improvement in credit sales expected
  - Payment rates are expected to continue to stabilise
  - Growth rate in bad debts continues to fall
  - May be some opportunity for impairment relief

- Going forward, focus on key initiatives
  - Increase the frequency of shopping and the average spend per visit
  - Improved focus on the rewards program as platform for leveraging credit sales growth
  - Other credit offerings to be investigated to ensure credit remains relevant and appealing
  - Improve effectiveness and lower the cost of collections
    - Campaign management
    - Automated workforce management
  - Continue implementation of regulatory framework

INTRODUCTION

PHASE EIGHT – BRAND OVERVIEW

CUSTOMER

The Phase Eight customer is:
- 35-55 year old woman with high disposable income
- Neglected and underserved by peer brands
- Stylish and contemporary
- Fashion aware not led
- Loyal

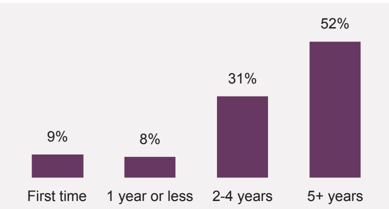
PRODUCT

Key selling points of the Phase Eight product:
- Feminine and colourful
- High quality fabric
- Impeccable cut and fit
- Unique style and design
- Point of difference

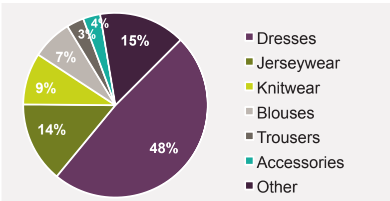
EXPERIENCE/MULTI-CHANNEL

What the Phase Eight woman looks for in her shopping experience:
- Ongoing newness in styles thanks to frequent product drops and replenishment
- Flawless customer service
- Shopping in stores, concessions, online, iPads in-store, and click and collect

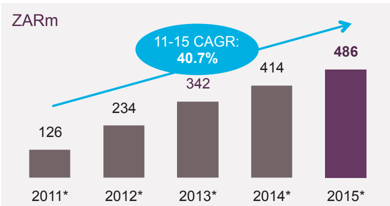
CUSTOMER LOYALTY



SALES BY PRODUCT CATEGORY



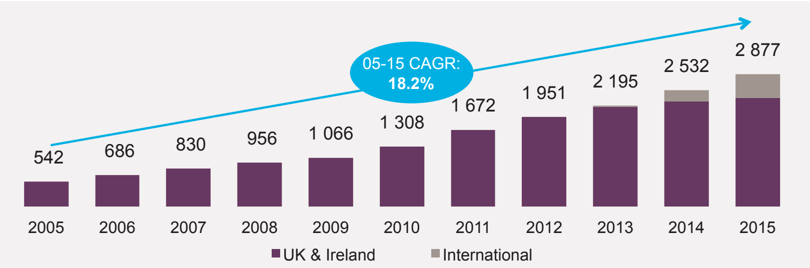
EVOLUTION OF E-COMMERCE SALES



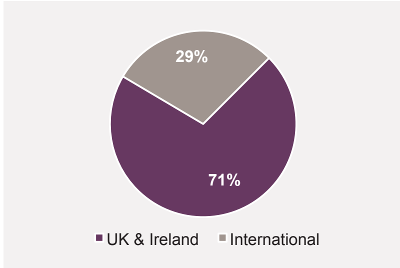
Note:
•Refers to actual numbers per financial year
•Exchange rate adopted: 1 GBP = 18 ZAR

PHASE EIGHT HAS DELIVERED A DECADE OF GROWTH…

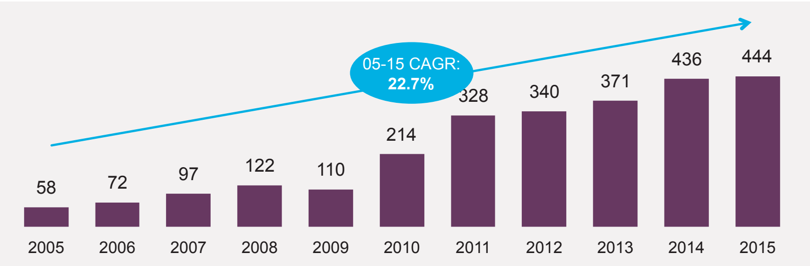
NET SALES EVOLUTION[1, 4, 5] (ZARm)



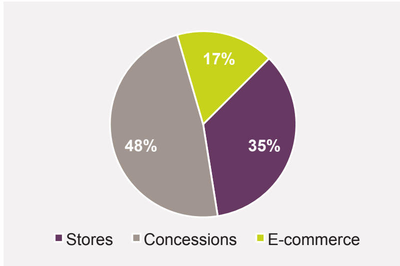
POINT OF SALE ("POS") BY GEOGRAPHY[2]



EBITDA EVOLUTION[1, 4, 5] (ZARm)



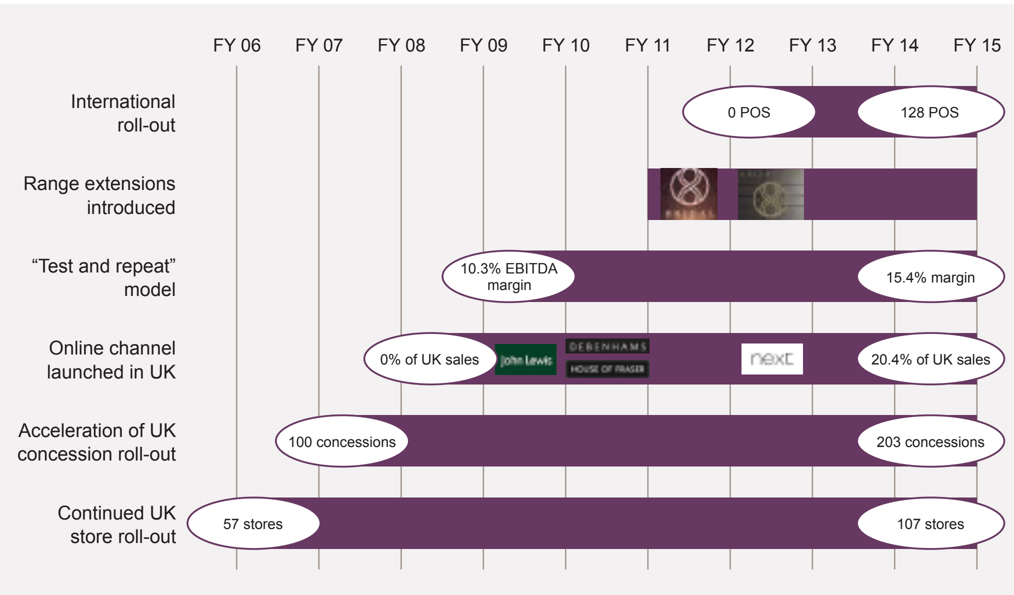
NET SALES BY CHANNEL[2,3]



…Phase Eight has achieved consistent growth in sales and profitability…

Note:
1. January year end
2. FY15A financials
3. Excludes intercompany sales
4. Exchange rate adopted: 1 GBP = 18 ZAR
5. Refers to actual numbers per financial year

…FROM LONDON BOUTIQUE TO INTERNATIONAL BRAND



… and beyond

US, new markets, franchise and extension of e-commerce

Studio8 LONDON

Continued focus on margin and buying model

26.8% of UK sales in current YTD

Selected UK roll-out and optimisation of portfolio

…through continuous incremental evolution of the brand's operating model, product breadth and routes to market

PHASE EIGHT OPERATES A DIFFERENTIATED ‘TEST & REPEAT’ MODEL...

TRADITIONAL MODEL

10-15 weeks delivery	10% in-season repeats	c.90% pre-season buy	Product development 9-12 months ahead of the season

PHASE EIGHT “TEST & REPEAT” MODEL

10-15 weeks delivery	20% in-season repeats and short lead time product	20% prior season buy	c.60% pre-season buy	Test lines	Continuous product development (3 season view)
(3-6 weeks delivery on repeat European product)		(After reaction to prior season and transitional range)	(3 months before start of season)		

- New styles tested one or two seasons in advance
- Decision on depth of buying based on rate of sale
- Seasonal styles and fabrics booked early to secure quality and margin
- Core jersey, knits and similar garments sourced from closer supply base
- Lower initial order quantities are possible due to flexible supply chain (40% open to buy pre-season)
- Ability to swiftly repeat in season best selling styles in higher volumes
- Slower moving styles marked down in season or sold through profitable outlet channels

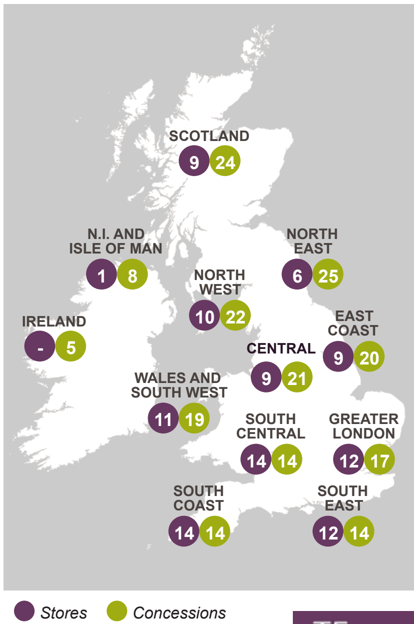
Enhanced test and repeat model sets Phase Eight apart from peer brands

PHASE EIGHT HAVE BUILT A DIVERSIFIED STORE AND CONCESSION PORTFOLIO IN UK & IRELAND

Phase Eight

The highly successful and low risk concession format has been a fundamental part of Phase Eight's success story, and will be a key strategy going forward as management applies its in-depth knowledge of the format and execution expertise to international markets

STRONG FOOTPRINT	• 107 stores (of which 11 are outlets) • Longstanding relationships with leading department store operators • 203 concessions throughout the UK & Ireland: › John Lewis (partner since 1992): 32 POS › Debenhams (partner since 2004): 79 POS › House of Fraser (partner since 2005): 47 POS › Independent / other: 45 POS
CONSISTENT PERFORMANCE	• Affluent market towns formed the basis for store footprint, now extended into premium high streets and shopping centres • Consistently strong four wall economics across all store formats • Consistently number one or two brand by sales density in key concession partners
SUCCESSFUL FORMATS	• Average store footprint of 80-120 square metres • Concession size 40-80 square metres › Staffed and unstaffed models both successful
ATTRACTIVE AND RESILIENT ECONOMICS	• Strict roll-out criteria • Rapid payback of <2 years for stores and <6 months for concessions • Constant performance assessment vs. original investment plan • Consistent performance throughout downturn
HIGH PROFITABILITY	• Proven and attractive low-risk concession model with all concessions profitable • Only 3 non-profitable stores out of 107
POSITIVE OUTLOOK	• Business plan assumption of 5 new concessions per annum (excluding Studio 8 launch) and 4 new stores per annum • Additional mat space in department stores and concession refurbishment programme

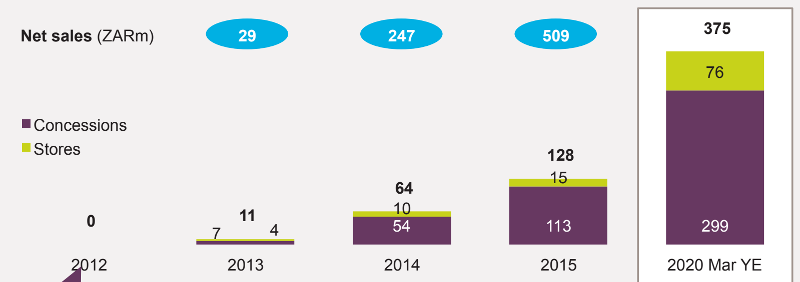


Note:
1. Number of stores as at January 2015

TFG | MARCH 2015 RESULTS PRESENTATION 52

PHASE EIGHT HAVE DEVELOPED A PROFITABLE INTERNATIONAL STRATEGY LEVERAGING INTERNATIONAL DEPARTMENT STORE RELATIONSHIPS

INTERNATIONAL POS EVOLUTION[1]



Retail presence limited to the UK and Ireland until FY13

- Germany
- Switzerland

- Bahrain
- Kuwait
- Qatar
- Singapore
- Sweden
- United Arab Emirates

- USA[2]
- Australia
- Belgium
- Hong Kong
- Mexico
- Malaysia
- Netherlands
- Norway
- Saudi Arabia[3]

Further penetration of existing geographies as well as the addition of new countries (e.g. Italy, Spain, China, Japan)

KEY CONCESSION PARTNERS

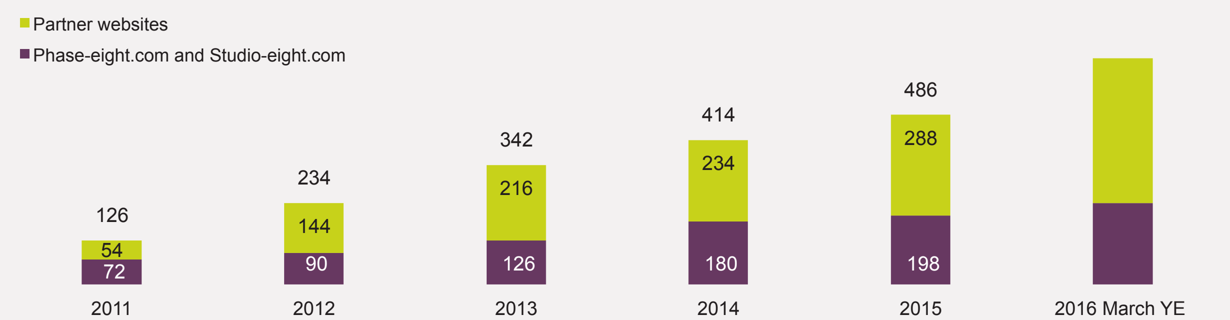
de Bijenkorf, David Jones, bloomingdales, El Palacio de Hierro, SinnLeffers, MANOR, ÅHLÉNS, breuninger, Alshaya, TANGS, INNO, El Corte Inglés, METRO, KARSTADT

Successful expansion into 131 POS in 17 countries by March 2015

Notes:
1. Exchange rate adopted: 1 GBP = 18 ZAR
2. First USA concession opened in February 2015
3. First concession in SAU opened in April 2014 (FY15), but had wholesale operations previously
4. January year end until FY 15

E-COMMERCE NOW A MATERIAL CONTRIBUTOR TO SALES

SALES EVOLUTION[1] (ZARm)



2011
- E-commerce Director role introduced
- House of Fraser & Debenhams channels launched
- Affiliate marketing introduced

2012
- Site redesign implemented
- Behavioural marketing introduced
- Pay-per-click marketing initiated

2013
- Debenhams Ireland and Next channels launched
- Phase Eight launches delivery to Eurozone
- "Abandoned basket" email retargeting

2014
- Karstadt: international partner launch
- Phase Eight launches delivery to rest of world
- Site redesign implemented, mobile launched
- iPads in-store

2015
- Collect from store introduced
- Director of Marketing & Online Trading appointed
- Launch of Inno, Manor, De Bijenkorf and Breuninger

2016 March YE
- Single stock pool project completed
- Bloomingdales online launched
- Studio 8 launched online in the UK, Germany and the Netherlands

E-commerce has scaled in recent years to form a key part of Phase Eight's multi-channel strategy

Note:
1. Refers to actual numbers per financial year
2. Partner websites include House of Fraser, John Lewis Partnership, Debenhams, Next and Amazon
3. January year end until FY 15

AVENUES FOR GROWTH

KEY AVENUES FOR GROWTH

Phase Eight

INTERNATIONAL	• The market potential is significant, building on the profitable platform that has been established › Additional concession rollout remains for Phase Eight, as well as the recently established Studio8 brand › Standalone stores have been successfully trialled in Switzerland, Germany and Hong Kong
E-COMMERCE	• E-commerce growth is accelerating in the UK and internationally › Our focus remains on growing each aspect of our multi-channel offer › Launch of single stock pool project provides ‘full enterprise’ stock availability to online & offline channels › Replicating the UK’s online success in international markets is a critical focus
PRODUCT EXTENSION	• Increasing breadth of product offer allows us to capture greater concession selling space and sales volume › Our first ‘cruise’ collection will launch in equatorial markets (and the UK) in September › No.8, a range of premium day occasion wear options, will launch in S/S16 • A dedicated range for the newly established wholesale model will launch in the international markets in S/S16
BRAND DEVELOPMENT / ACQUISITION	• Studio 8 will launch in August’15 across 45 concessions in the UK, Switzerland, Germany and Middle East › The launch will also be significant online, across 3 UK and 2 International partners, as well as Studio 8 own website • The extended Phase Eight team has sufficient bandwidth to successfully manage an additional brand › Operating model, strategic relationships and cost efficiencies can be implemented
TFG BRAND EXTENSIONS	• An opportunity exists to drive the international growth of the TFG family of brands and/or product › Jewellery and homewares represent particularly interesting opportunities

TFG | MARCH 2015 RESULTS PRESENTATION 56

STRATEGIC OBJECTIVES

CUSTOMER

We will offer our customers a range of compelling rewards

Alternative credit products will be investigated that will appeal to our changing customer base

We will deliver superior customer experiences across our retail brands

GROWTH

We will be the leading fashion lifestyle retailer in Africa whilst growing our international footprint

We will deliver an integrated, secure omni-channel customer experience by 2018

We are committed to achieving our 2020 targets through ongoing focus on the following key initiatives

LEADERSHIP

We are committed to embedding a performance-based culture that will ensure that we attract and retain the best talent in the industry

PROFIT

Our brands will optimise their supply chain capability, including their suppliers, buying processes and Quick Response

We will optimise the flow of goods from source to customer to enhance the customer experience

KEY PERFORMANCE INDICATORS

	Medium term target*	INCL PHASE EIGHT March 2015	EXCL PHASE EIGHT March 2015	EXCL PHASE EIGHT March 2014
Turnover (Rm)	R34 bn	16 085,9	15 683,8	14 159,0
Gross margin (%)	47% - 48%	47,3	46,7	46,5
Operating margin (%)	17% - 19%	17,5	17,7	17,9
ROE combined (%)	28% - 30%	23,4		25,3
Space growth (TFG excluding Phase Eight) – annual (%)	6%		6,7	6,1
Number of rewards customers – cash (million)	5,0	3,6	3,6	2,1
Number of rewards customers – credit (million)	3,5	3,0	3,0	2,6
Number of stores - SA	2 800	2 132	2 132	1 991
Number of stores - Africa	375	148	148	120
Number of outlets - Phase Eight	770	444		n/a

* Targets are as per our Vision 2020 plan

OUTLOOK & GUIDANCE FOR 2016

- We expect to continue to benefit from good cash sales growth
- Credit environment likely to remain challenging
  - › Have started to see some improvement
  - › Anticipate higher credit turnover growth levels
- Gross margin to be maintained
  - › Product inflation anticipated to be around 8%
- Continued focus on costs
- Space growth
  - › In excess of 160 new stores planned for 2016 (excluding Phase Eight)
    - – Approximately 6% floor space growth
  - › In excess of 100 Phase Eight outlets
- Phase Eight
  - › Launch of Studio 8
- Continued focus on key strategic initiatives
- Launching e-commerce for Totalsports, Sportscene and Duesouth in July – other brands to follow in phased approach
- Launching "tweens" brand in August
- Load shedding expected to continue
- Retail sales
  - › Excluding Phase Eight, growth for 1st 6 weeks is at similar levels to the past financial year
  - › Past two weeks at lower levels due to unseasonally warm weather
  - › Phase Eight trading ahead of last year & within management's expectations

CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

	March 2015 Reviewed Rm	March 2014 Audited Rm
ASSETS		
Non-current assets		
Property, plant and equipment	**2 197,0**	1 696,1
Goodwill and intangible assets	**4 365,2**	63,4
Participation in export partnerships	**8,4**	23,9
Deferred taxation asset	**354,7**	337,1
	6 925,3	2 120,5
Current assets		
Inventory	**3 813,9**	2 775,9
Trade receivables – retail	**6 199,9**	5 796,6
Concession receivables	**156,5**	–
Other receivables and prepayments	**624,2**	465,5
Participation in export partnerships	**13,2**	11,9
Cash	**800,4**	301,3
	11 608,1	9 351,2
Assets associated with disposal group – RCS Group	**–**	5 631,5
Total assets	**18 533,4**	17 103,2
EQUITY AND LIABILITIES		
Equity attributable to equity holders of The Foschini Group Limited	**8 130,9**	7 228,6
Non-controlling interest	**2,7**	861,3
Total equity	**8 133,6**	8 089,9
LIABILITIES		
Non-current liabilities		
Interest-bearing debt	**3 709,5**	1 584,7
Put option liability	**20,3**	–
Cash-settled share incentive scheme	**0,7**	–
Operating lease liability	**223,1**	208,2
Deferred taxation liability	**345,2**	42,7
Post-retirement defined benefit plan	**192,6**	180,4
	4 491,4	2 016,0
Current liabilities		
Interest-bearing debt	**3 333,0**	1 375,7
Trade and other payables	**2 553,0**	1 853,0
Operating lease liability	**9,0**	8,0
Taxation payable	**13,4**	59,4
	5 908,4	3 296,1
Liabilities associated with disposal group – RCS Group	**–**	3 701,2
Total liabilities	**10 399,8**	9 013,3
Total equity and liabilities	**18 533,4**	17 103,2

CONDENSED CONSOLIDATED INCOME STATEMENT

Continuing operations	**Year ended 31 March 2015 Reviewed Rm**	Year ended 31 March 2014 Audited Rm	% change
Revenue	**18 544,0**	16 362,9	
Retail turnover	**16 085,9**	14 159,0	13,6%
Cost of turnover	**(8 484,2)**	(7 579,4)	
Gross profit	**7 601,7**	6 579,6	
Interest income	**1 367,7**	1 148,1	
Other revenue	**1 090,4**	1 055,8	
Trading expenses	**(7 252,7)**	(6 246,6)	
Operating profit before once-off acquisition costs and finance charges	**2 807,1**	2 536,9	
Once-off acquisition costs	**(292,4)**	–	
Finance costs	**(228,1)**	(161,8)	
Profit before tax	**2 286,6**	2 375,1	
Income tax expense	**(748,8)**	(691,5)	
Profit from continuing operations	**1 537,8**	1 683,6	
Discontinued operations			
Profit from discontinued operations, net of tax – RCS Group	**86,2**	321,1	
Profit on disposal of discontinued operation – RCS Group	**273,2**	–	
Profit for the year	**1 897,2**	2 004,7	
Attributable to:			
Continuing operations	**1 537,4**	1 683,1	
Discontinued operations	**320,6**	176,5	
Equity holders of The Foschini Group Limited	**1 858,0**	1 859,6	(0,1%)
Non-controlling interest	**39,2**	145,1	
Profit for the year	**1 897,2**	2 004,7	

NOTES

DISCLAIMER

This announcement contains certain forward-looking statements with respect to the financial condition and results of operations of The Foschini Group Limited and its subsidiaries, which by their nature involve risk and uncertainty because they relate to events and depend on circumstances that may occur in the future.


www.tfglimited.co.za